

# A PROFILE OF U.S. IMPORTING AND EXPORTING COMPANIES, 2016-2017

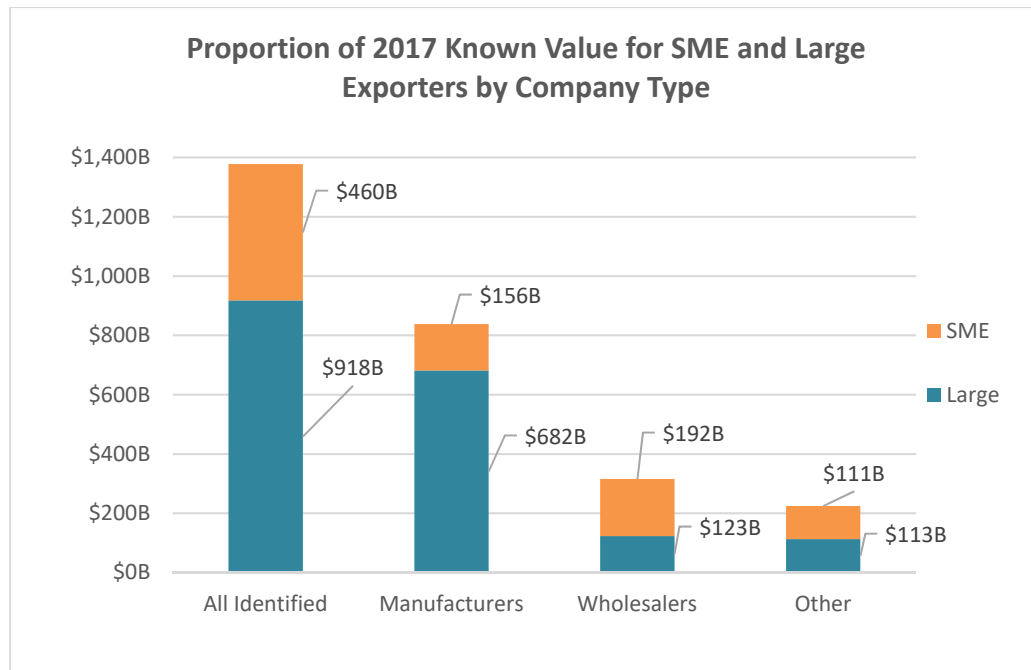
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The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2016 - 2017*. This report provides information on identified U.S. companies and their known export or import value. Identified companies are enterprise level companies that were successfully linked from the 2017 Census Business Register to import or export transaction records. The known value is the value of export or import transactions linked to these identified companies. Using the information from the Census Business Register, this report details trade data by various company characteristics of U.S. exporters and importers. For the full report or to view the explanatory notes on how these statistics are gathered and compiled, go to <https://www.census.gov/foreign-trade/Press-Release/edb/2017/>.

## Exports

The 2017 identified U.S. exporters accounted for a known export value of \$1,377 billion, or 89.1 percent of the total value of exported goods in 2017 (\$1,546 billion). This is an increase of 6.3 percent from the 2016 known export value of \$1,296 billion.

Large exporting companies (“large exporters”) accounted for two-thirds (\$918 billion) of the known export value, while small- and medium-sized enterprises (SME) accounted for the remaining \$460 billion. Large exporters accounted for 81.4 percent of exports by *manufacturers*, 39.1 percent by *wholesalers*, and 50.3 percent by *other* companies.



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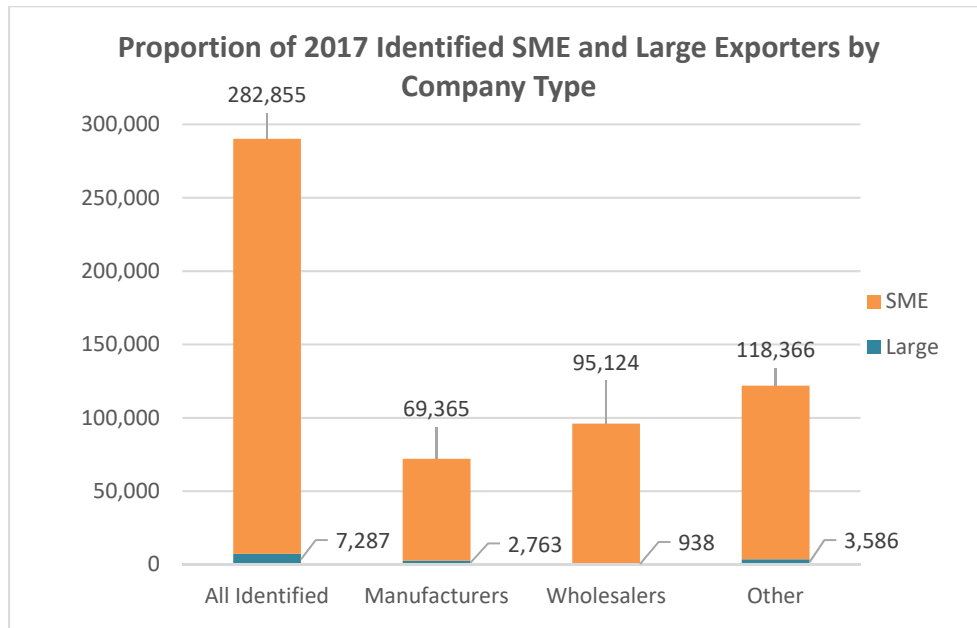
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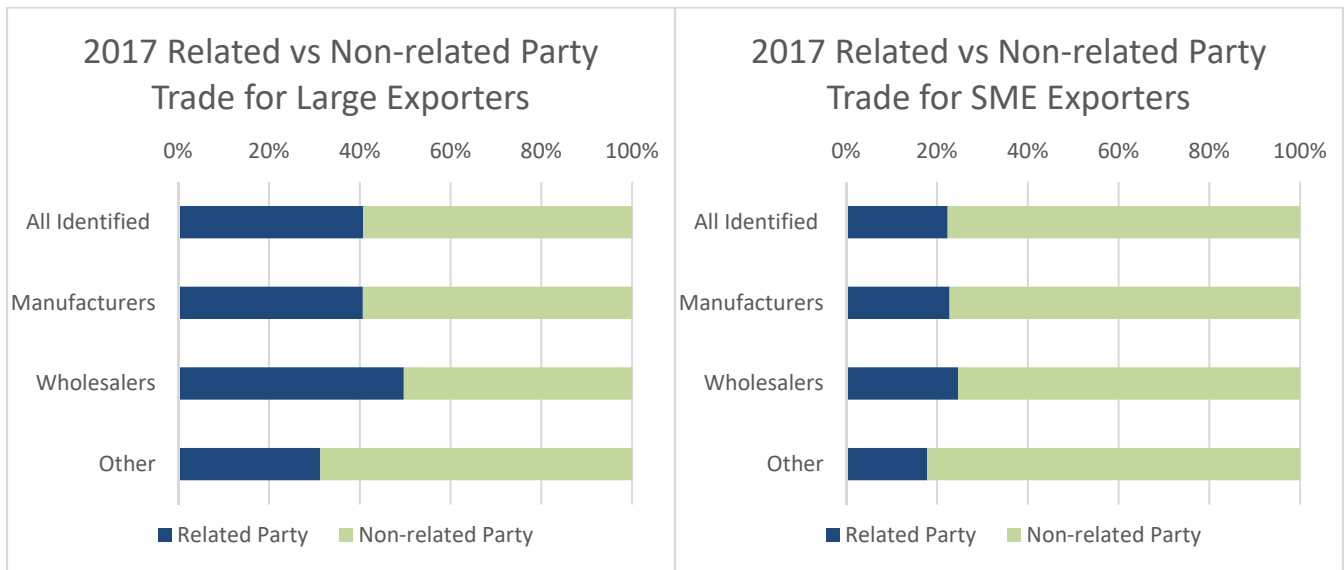


U.S. Department of Commerce  
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Of the 290,142 companies that exported in 2017, 24.9 percent were *manufacturers*, 33.1 percent were *wholesalers*, and 42.0 percent were classified as *other*. 96,080 of the companies that exported in 2017 did not export in 2016.



Large exporters reported that 40.7 percent of their exports were related party trade, while SME exporters reported only 22.4 percent were related party trade. The proportion of related party trade by SME *wholesalers* has increased nearly 10 percentage points between 2015 and 2017.



The known export value of single location companies increased by 7.0 percent, slightly more than the 6.1 percent increase for multiple location companies.

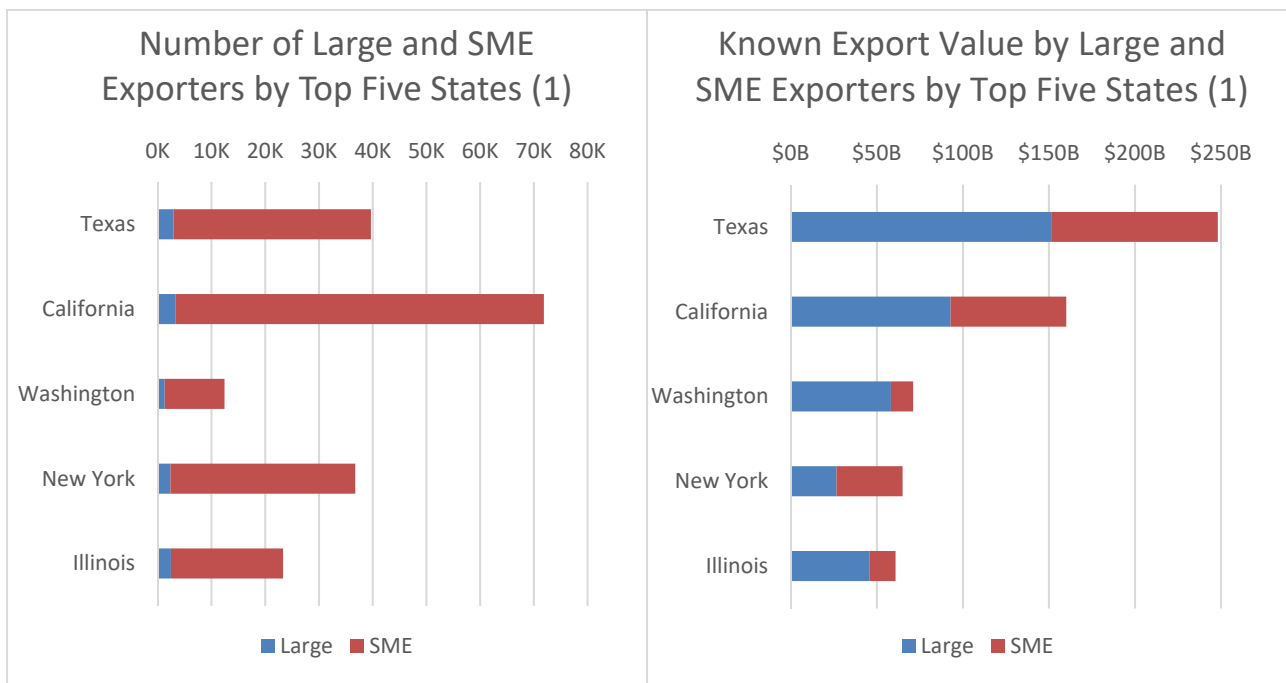
Out of all of the North American Industry Classification System (NAICS) subsectors, 336 (Transportation Equipment Manufacturing) had the highest known export value at \$263 billion in 2017. The known export value by SME exporters within this subsector increased by 8.6 percent from 2016 to 2017.

The top four *other* companies' share of the company type's known export value decreased 7.2 percentage points from 2016 to 2017.

Companies that exported to only one country accounted for 4.9 percent of the known export value, while companies that exported to 50 or more accounted for 49.6 percent. Less than 0.5 percent of exporters in 2017 exported to 50 or more countries.



In 2017, nearly a quarter (24.8 percent) of identified exporters reported exports from California (11.6 percent of the known export value), while 13.7 percent of identified exporters reported exports from Texas, which accounted for the largest portion of the known export value at 18.0 percent. California also had the largest number of SME exporters with 68,540 followed by Florida with 55,014.

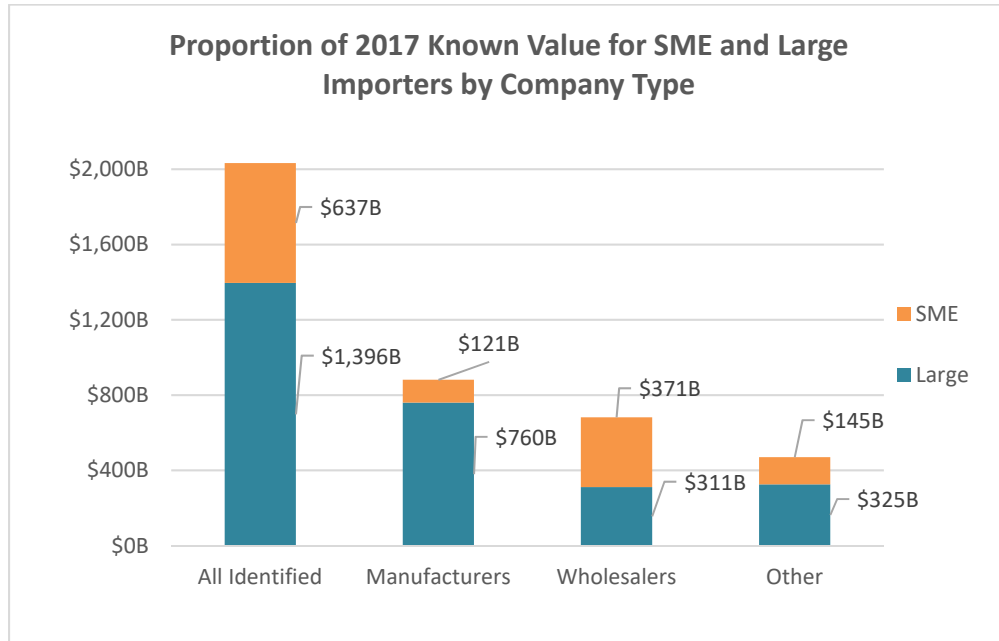


(1) Top five states determined by Known Export value.

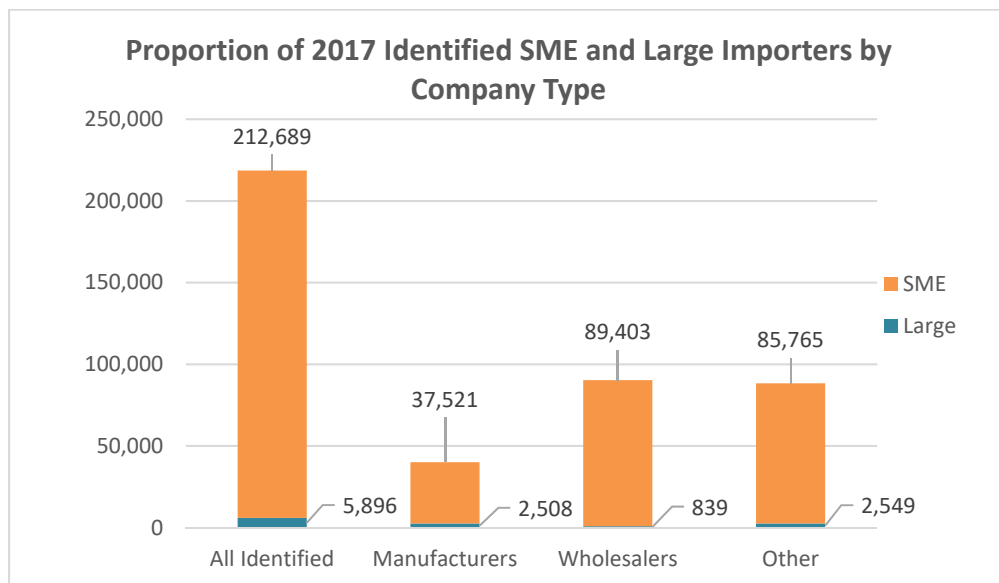
## Imports

The 2017 identified U.S. importers accounted for a known import value of \$2,032 billion, or 86.8 percent of the total value of imported goods in 2017 (\$2,340 billion). This is an increase of 6.3 percent from the 2016 known import value of \$1,911 billion.

Large importing companies (“large importers”) slightly increased their share of the known import value to nearly 70 percent (\$1,396 billion), while SME importers accounted for the remaining \$637 billion. Large importers accounted for 86.2 percent of imports by *manufacturers*, 45.6 percent by *wholesalers*, and 69.2 percent by *other* companies.

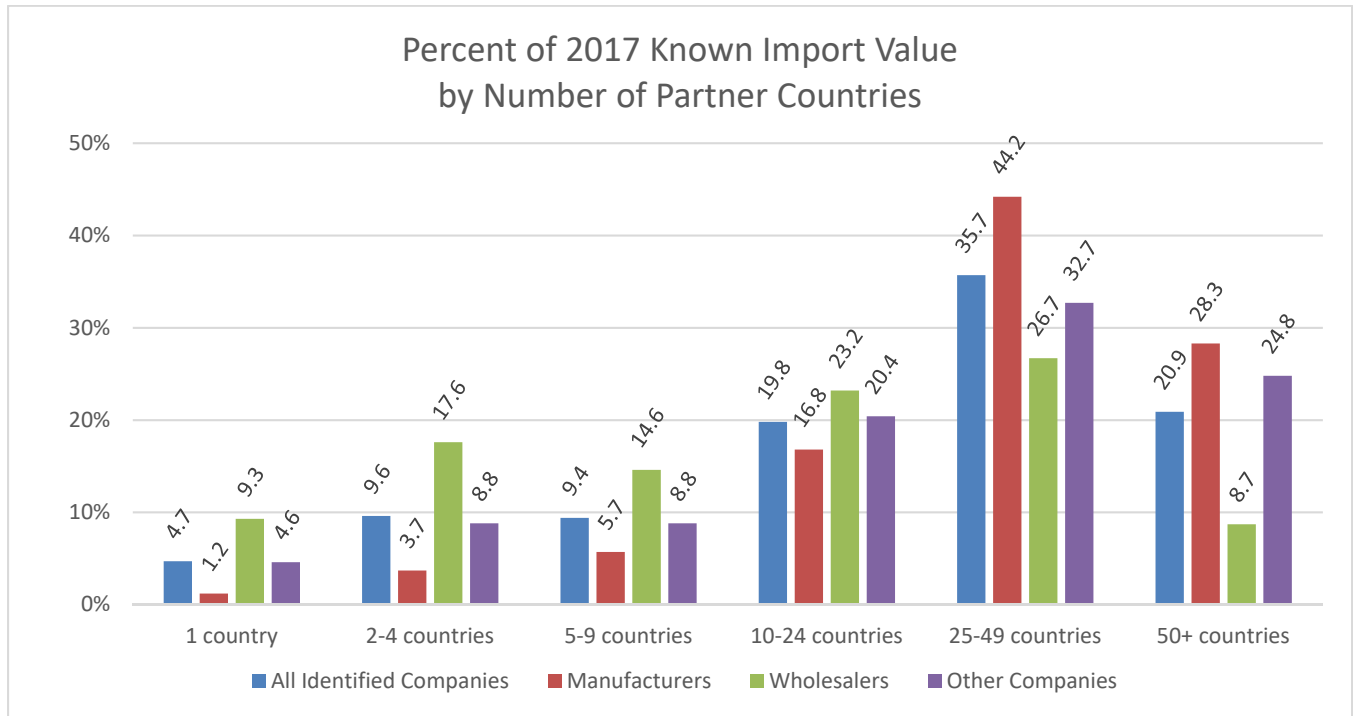


Of the 218,585 companies that imported in 2017, 18.3 percent were *manufacturers*, 41.3 percent were *wholesalers*, and 40.4 percent were classified as *other*. The number of identified importers increased by 3.4 percent from 2016.

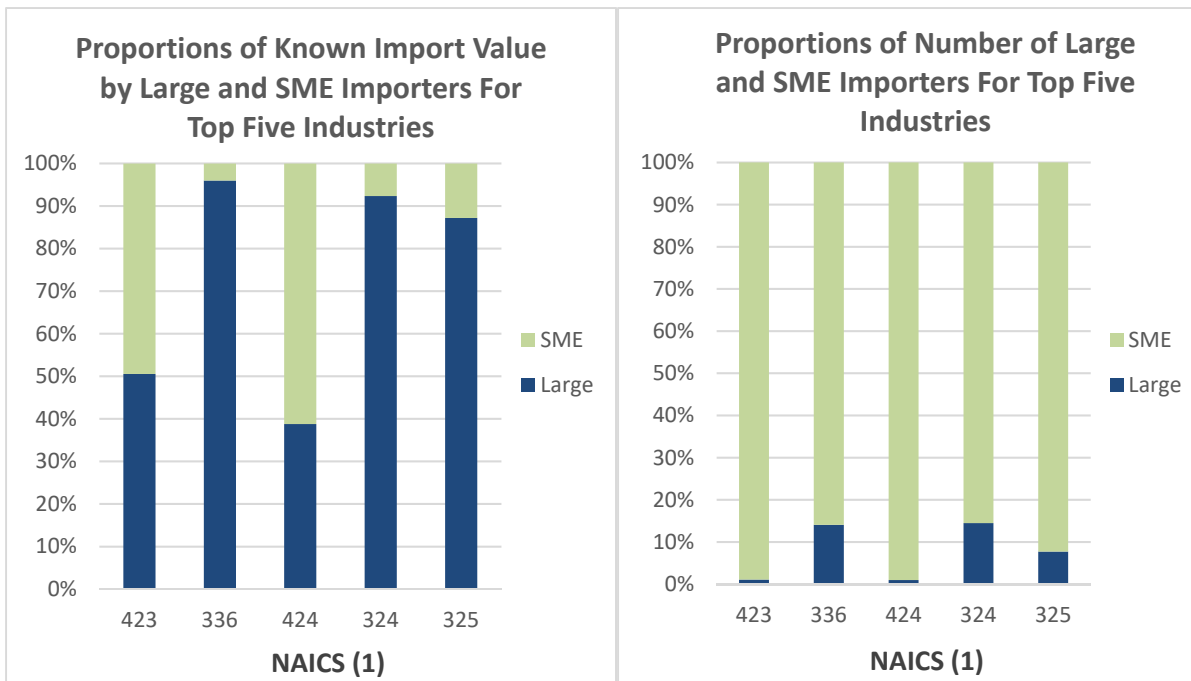


While the known import value of *manufacturers* (\$783.6 billion) decreased as a proportion of the total known import value, the top four *manufacturer's* share of the total known import value (\$127.1 billion) increased to 6.7 percent.

Of the total known import value, 56.6 percent is attributable to companies that imported from 25 or more countries, with the majority of that amount falling into the 25-49 countries category. Unlike *manufacturers* and *other* companies, the majority of the known import value of *wholesalers* is attributable to companies that imported from fewer than 25 countries.



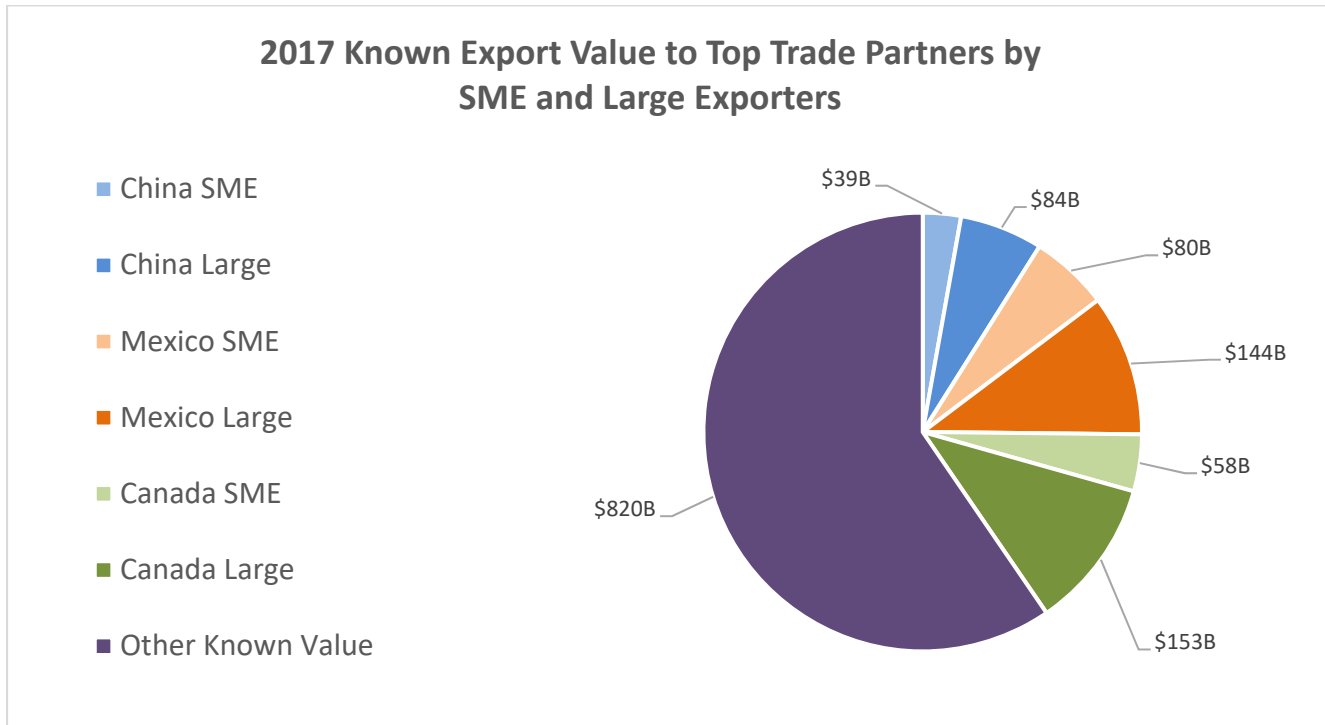
Of the top five 3-digit North American Industry Classification System (NAICS) subsectors for known import value, SME importers accounted for 99.0 percent of the companies within NAICS 423 (Merchant Wholesalers, Durable Goods) and 424 (Merchant Wholesalers, Nondurable Goods). These are also the only two subsectors within the top five in which SME importers accounted for the majority of the known import value.



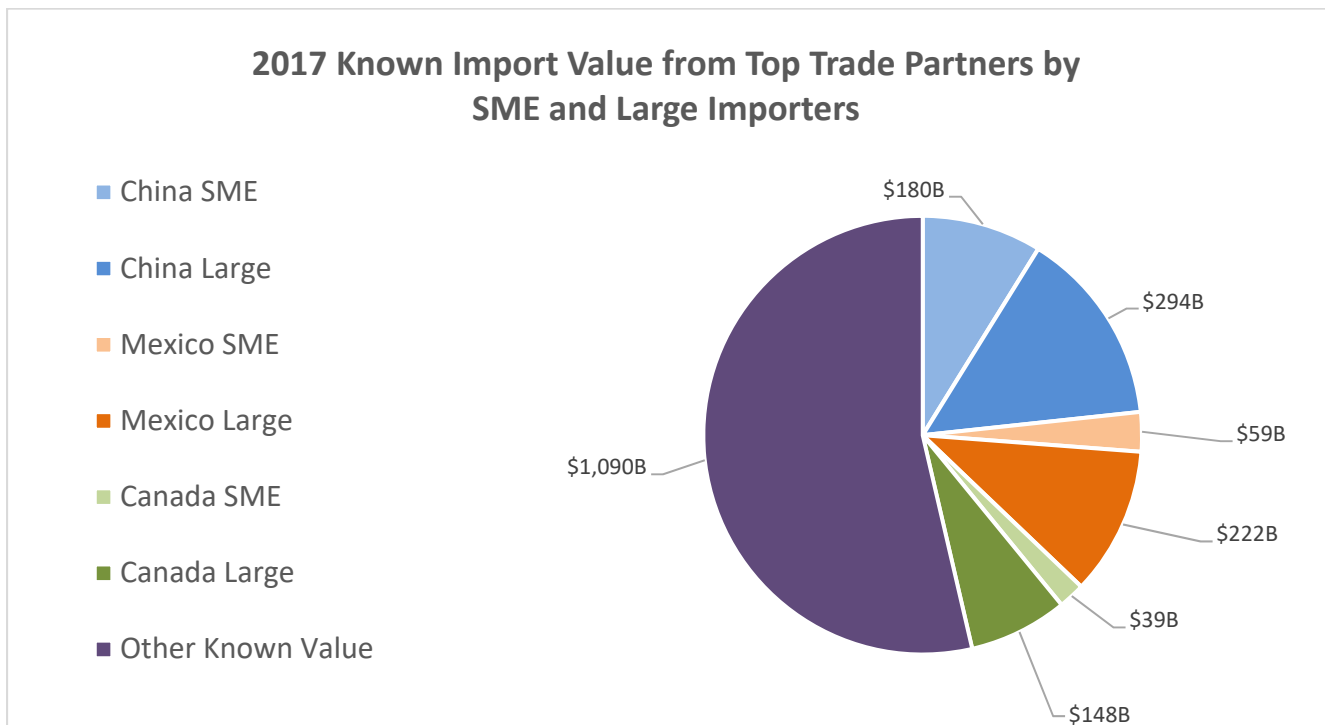
(1) NAICS definitions: 423 – “Merchant Wholesalers, Durable Goods”, 336 – “Transportation Equipment Manufacturing”, 424 – “Merchant Wholesalers, Nondurable Goods”, 324 – “Petroleum and Coal Products Manufacturing”, 325 – “Chemical Manufacturing”

## Comparing Import and Export Markets

The top three trading partners accounted for at least 40 percent of both the known import value (46.4 percent) and the known export value (40.4 percent).



SME importers accounted for 37.9 percent of the known value of imports from China, while accounting for only 21.0 percent of known imports from both Canada and Mexico.



# Companies that both Imported and Exported

Out of the 290,142 exporting companies and 218,585 importing companies, 86,523 companies both imported and exported in 2017.



In 2017, 13,648 U.S. companies both imported from and exported to China (\$330.5 billion in imports; \$88.9 billion in exports).

Of the known import value (\$1,888 billion) and known export value (\$1,192 billion) reported by companies that both import and export, the bilateral trade with Mexico represents nearly 15 percent of each.

**Table 1 – Summary of 2016-2017 Matching Results**

| <b>Table 1: Distribution of Exports and Imports by Identified and Unidentified Companies</b><br>(Value in millions of dollars. Details may not sum to total due to rounding.) |                  |                 |                   |                  |                  |
|---|------------------|-----------------|-------------------|------------------|------------------|
|   | 2017 Value       | % of 2017 Value | 2016 Value        | % of 2016 Value  |                  |
| <b>TOTAL EXPORTS</b>  | <b>1,546,273</b> | <b>100.0</b>    | <b>1,451,011</b>  | <b>100.0</b>     |                  |
| Low-value estimates   | 32,921           | 2.1             | 31,101            | 2.1              |                  |
| US & foreign governments  | 110              | <0.1            | 35                | <0.1             |                  |
| <b>Identified exporters* (known value)</b>  | <b>1,377,324</b> | <b>89.1</b>     | <b>1,295,621</b>  | <b>89.3</b>      |                  |
| Exported merchandise in both 2016 and 2017  | 1,343,503        | 86.9            | 1,247,314         | 86.0             |                  |
| Exported merchandise in only 2016 or only 2017  | 33,821           | 2.2             | 48,307            | 3.3              |                  |
| <b>Unidentified exports</b>   | <b>135,917</b>   | <b>8.8</b>      | <b>124,254</b>    | <b>8.6</b>       |                  |
| <b>Total Imports</b>  | <b>2,339,884</b> | <b>100.0</b>    | <b>2,187,805</b>  | <b>100.0</b>     |                  |
| Low-value estimates   | 17,457           | 0.7             | 16,745            | 0.8              |                  |
| Articles exported and returned, not advanced or improved in condition   | 66,128           | 2.8             | 63,377            | 2.9              |                  |
| <b>Identified importers* (known value)</b>  | <b>2,032,453</b> | <b>86.9</b>     | <b>1,911,184</b>  | <b>87.4</b>      |                  |
| Imported merchandise in both 2016 and 2017  | 1,970,302        | 84.2            | 1,838,392         | 84.0             |                  |
| Imported merchandise in only 2016 or only 2017  | 62,151           | 2.7             | 72,792            | 3.3              |                  |
| <b>Unidentified imports /1</b>  | <b>223,845</b>   | <b>9.6</b>      | <b>196,498</b>    | <b>9.0</b>       |                  |
| <b>*Number of Identified Companies</b>  |                  |                 |                   |                  |                  |
|   | <b>2017</b>      | <b>2016</b>     | <b>Both Years</b> | <b>2017 Only</b> | <b>2016 Only</b> |
| <b>Exporters</b>  | 290,142          | 290,606         | 194,062           | 96,080           | 96,544           |
| <b>Importers</b>  | 218,585          | 211,335         | 148,941           | 69,644           | 62,394           |

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

/1 Includes Canadian electricity and natural gas imports



**Table 1a**  
**2017 Exports by Company Type and Employment Size**

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

| Company Type and Employment Size   | Known Value (1)  | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Exporters | % of Identified Exporters | Cum. % of Identified Exporters | Cum. % of Company Type Exporters (2) |
|------------------------------------|------------------|------------------|-----------------------|----------------------------------|--------------------------------|---------------------------|--------------------------------|--------------------------------------|
| <b>All identified companies</b>    | <b>1,377,324</b> | <b>100.0</b>     | <b>100.0</b>          | <b>100.0</b>                     | <b>290,142</b>                 | <b>100.0</b>              | <b>100.0</b>                   | <b>100.0</b>                         |
| no. employees unknown (3)          | 135,628          | 9.8              | 9.8                   | 9.8                              | 116,446                        | 40.1                      | 40.1                           | 40.1                                 |
| 1 to 19 employees                  | 81,652           | 5.9              | 15.8                  | 15.8                             | 105,239                        | 36.3                      | 76.4                           | 76.4                                 |
| 20 to 49 employees                 | 46,096           | 3.3              | 19.1                  | 19.1                             | 29,701                         | 10.2                      | 86.6                           | 86.6                                 |
| 50 to 99 employees                 | 39,618           | 2.9              | 22.0                  | 22.0                             | 14,791                         | 5.1                       | 91.7                           | 91.7                                 |
| 100 to 249 employees               | 88,605           | 6.4              | 28.4                  | 28.4                             | 11,870                         | 4.1                       | 95.8                           | 95.8                                 |
| 250 to 499 employees               | 68,055           | 4.9              | 33.4                  | 33.4                             | 4,808                          | 1.7                       | 97.5                           | 97.5                                 |
| 500 or more employees              | 917,670          | 66.6             | 100.0                 | 100.0                            | 7,287                          | 2.5                       | 100.0                          | 100.0                                |
| <b>Manufacturers</b>               | <b>837,687</b>   | <b>60.8</b>      | <b>60.8</b>           | <b>100.0</b>                     | <b>72,128</b>                  | <b>24.9</b>               | <b>24.9</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)          | 42,932           | 3.1              | 3.1                   | 5.1                              | 17,684                         | 6.1                       | 6.1                            | 24.5                                 |
| 1 to 19 employees                  | 7,839            | 0.6              | 3.7                   | 6.1                              | 23,048                         | 7.9                       | 14.0                           | 56.5                                 |
| 20 to 49 employees                 | 10,640           | 0.8              | 4.5                   | 7.3                              | 12,914                         | 4.5                       | 18.5                           | 74.4                                 |
| 50 to 99 employees                 | 14,694           | 1.1              | 5.5                   | 9.1                              | 7,370                          | 2.5                       | 21.0                           | 84.6                                 |
| 100 to 249 employees               | 46,116           | 3.3              | 8.9                   | 14.6                             | 6,048                          | 2.1                       | 23.1                           | 93.0                                 |
| 250 to 499 employees               | 33,943           | 2.5              | 11.3                  | 18.6                             | 2,301                          | 0.8                       | 23.9                           | 96.2                                 |
| 500 or more employees              | 681,523          | 49.5             | 60.8                  | 100.0                            | 2,763                          | 1.0                       | 24.9                           | 100.0                                |
| <b>Wholesalers</b>                 | <b>315,370</b>   | <b>22.9</b>      | <b>22.9</b>           | <b>100.0</b>                     | <b>96,062</b>                  | <b>33.1</b>               | <b>33.1</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)          | 48,408           | 3.5              | 3.5                   | 15.3                             | 32,988                         | 11.4                      | 11.4                           | 34.3                                 |
| 1 to 19 employees                  | 49,356           | 3.6              | 7.1                   | 31.0                             | 45,404                         | 15.6                      | 27.0                           | 81.6                                 |
| 20 to 49 employees                 | 24,848           | 1.8              | 8.9                   | 38.9                             | 9,356                          | 3.2                       | 30.2                           | 91.3                                 |
| 50 to 99 employees                 | 16,360           | 1.2              | 10.1                  | 44.1                             | 3,826                          | 1.3                       | 31.6                           | 95.3                                 |
| 100 to 249 employees               | 28,419           | 2.1              | 12.2                  | 53.1                             | 2,587                          | 0.9                       | 32.5                           | 98.0                                 |
| 250 to 499 employees               | 24,749           | 1.8              | 14.0                  | 60.9                             | 963                            | 0.3                       | 32.8                           | 99.0                                 |
| 500 or more employees              | 123,232          | 8.9              | 22.9                  | 100.0                            | 938                            | 0.3                       | 33.1                           | 100.0                                |
| <b>Other companies (4)</b>         | <b>224,267</b>   | <b>16.3</b>      | <b>16.3</b>           | <b>100.0</b>                     | <b>121,952</b>                 | <b>42.0</b>               | <b>42.0</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)          | 44,288           | 3.2              | 3.2                   | 19.7                             | 65,774                         | 22.7                      | 22.7                           | 53.9                                 |
| 1 to 19 employees                  | 24,457           | 1.8              | 5.0                   | 30.7                             | 36,787                         | 12.7                      | 35.3                           | 84.1                                 |
| 20 to 49 employees                 | 10,608           | 0.8              | 5.8                   | 35.4                             | 7,431                          | 2.6                       | 37.9                           | 90.2                                 |
| 50 to 99 employees                 | 8,564            | 0.6              | 6.4                   | 39.2                             | 3,595                          | 1.2                       | 39.1                           | 93.1                                 |
| 100 to 249 employees               | 14,071           | 1.0              | 7.4                   | 45.5                             | 3,235                          | 1.1                       | 40.3                           | 95.8                                 |
| 250 to 499 employees               | 9,363            | 0.7              | 8.1                   | 49.7                             | 1,544                          | 0.5                       | 40.8                           | 97.1                                 |
| 500 or more employees              | 112,916          | 8.2              | 16.3                  | 100.0                            | 3,586                          | 1.2                       | 42.0                           | 100.0                                |
| <b>Multiple location companies</b> | <b>1,043,454</b> | <b>75.8</b>      | <b>75.8</b>           | <b>100.0</b>                     | <b>28,644</b>                  | <b>9.9</b>                | <b>9.9</b>                     | <b>100.0</b>                         |
| no. employees unknown (3)          | 2,318            | 0.2              | 0.2                   | 0.2                              | 284                            | 0.1                       | 0.1                            | 1.0                                  |
| 1 to 19 employees                  | 3,743            | 0.3              | 0.4                   | 0.6                              | 2,759                          | 1.0                       | 1.0                            | 10.6                                 |
| 20 to 49 employees                 | 10,842           | 0.8              | 1.2                   | 1.6                              | 4,626                          | 1.6                       | 2.6                            | 26.8                                 |
| 50 to 99 employees                 | 12,913           | 0.9              | 2.2                   | 2.9                              | 4,677                          | 1.6                       | 4.3                            | 43.1                                 |
| 100 to 249 employees               | 53,774           | 3.9              | 6.1                   | 8.0                              | 6,184                          | 2.1                       | 6.4                            | 64.7                                 |
| 250 to 499 employees               | 51,415           | 3.7              | 9.8                   | 12.9                             | 3,584                          | 1.2                       | 7.6                            | 77.2                                 |
| 500 or more employees              | 908,449          | 66.0             | 75.8                  | 100.0                            | 6,530                          | 2.3                       | 9.9                            | 100.0                                |
| <b>Manufacturers</b>               | <b>731,012</b>   | <b>53.1</b>      | <b>53.1</b>           | <b>100.0</b>                     | <b>10,288</b>                  | <b>3.5</b>                | <b>3.5</b>                     | <b>100.0</b>                         |
| no. employees unknown (3)          | 406              | 0.0              | 0.0                   | 0.1                              | 91                             | 0.0                       | 0.0                            | 0.9                                  |
| 1 to 19 employees                  | 303              | 0.0              | 0.1                   | 0.1                              | 357                            | 0.1                       | 0.2                            | 4.4                                  |
| 20 to 49 employees                 | 1,326            | 0.1              | 0.1                   | 0.3                              | 1,162                          | 0.4                       | 0.6                            | 15.6                                 |
| 50 to 99 employees                 | 4,237            | 0.3              | 0.5                   | 0.9                              | 1,684                          | 0.6                       | 1.1                            | 32.0                                 |
| 100 to 249 employees               | 20,946           | 1.5              | 2.0                   | 3.7                              | 2,782                          | 1.0                       | 2.1                            | 59.1                                 |
| 250 to 499 employees               | 28,008           | 2.0              | 4.0                   | 7.6                              | 1,661                          | 0.6                       | 2.7                            | 75.2                                 |
| 500 or more employees              | 675,786          | 49.1             | 53.1                  | 100.0                            | 2,551                          | 0.9                       | 3.5                            | 100.0                                |
| <b>Wholesalers</b>                 | <b>175,127</b>   | <b>12.7</b>      | <b>12.7</b>           | <b>100.0</b>                     | <b>8,721</b>                   | <b>3.0</b>                | <b>3.0</b>                     | <b>100.0</b>                         |
| no. employees unknown (3)          | 217              | 0.0              | 0.0                   | 0.1                              | 105                            | 0.0                       | 0.0                            | 1.2                                  |
| 1 to 19 employees                  | 2,598            | 0.2              | 0.2                   | 1.6                              | 1,434                          | 0.5                       | 0.5                            | 17.6                                 |
| 20 to 49 employees                 | 6,954            | 0.5              | 0.7                   | 5.6                              | 2,074                          | 0.7                       | 1.2                            | 41.4                                 |
| 50 to 99 employees                 | 5,765            | 0.4              | 1.1                   | 8.9                              | 1,716                          | 0.6                       | 1.8                            | 61.1                                 |
| 100 to 249 employees               | 22,290           | 1.6              | 2.7                   | 21.6                             | 1,699                          | 0.6                       | 2.4                            | 80.6                                 |
| 250 to 499 employees               | 15,716           | 1.1              | 3.9                   | 30.6                             | 813                            | 0.3                       | 2.7                            | 89.9                                 |
| 500 or more employees              | 121,587          | 8.8              | 12.7                  | 100.0                            | 880                            | 0.3                       | 3.0                            | 100.0                                |

**Table 1a**  
**2017 Exports by Company Type and Employment Size**

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Exporters | % of Identified Exporters | Cum. % of Identified Exporters | Cum. % of Company Type Exporters (2) |
|----------------------------------|-----------------|------------------|-----------------------|----------------------------------|--------------------------------|---------------------------|--------------------------------|--------------------------------------|
| <b>Other companies (4)</b>       | <b>137,316</b>  | <b>10.0</b>      | <b>10.0</b>           | <b>100.0</b>                     | <b>9,635</b>                   | <b>3.3</b>                | <b>3.3</b>                     | <b>100.0</b>                         |
| no. employees unknown (3)        | 1,696           | 0.1              | 0.1                   | 1.2                              | 88                             | 0.0                       | 0.0                            | 0.9                                  |
| 1 to 19 employees                | 841             | 0.1              | 0.2                   | 1.8                              | 968                            | 0.3                       | 0.4                            | 11.0                                 |
| 20 to 49 employees               | 2,561           | 0.2              | 0.4                   | 3.7                              | 1,390                          | 0.5                       | 0.8                            | 25.4                                 |
| 50 to 99 employees               | 2,911           | 0.2              | 0.6                   | 5.8                              | 1,277                          | 0.4                       | 1.3                            | 38.6                                 |
| 100 to 249 employees             | 10,538          | 0.8              | 1.3                   | 13.5                             | 1,703                          | 0.6                       | 1.9                            | 56.3                                 |
| 250 to 499 employees             | 7,691           | 0.6              | 1.9                   | 19.1                             | 1,110                          | 0.4                       | 2.3                            | 67.8                                 |
| 500 or more employees            | 111,077         | 8.1              | 10.0                  | 100.0                            | 3,099                          | 1.1                       | 3.3                            | 100.0                                |
| <b>Single location companies</b> | <b>333,870</b>  | <b>24.2</b>      | <b>24.2</b>           | <b>100.0</b>                     | <b>261,498</b>                 | <b>90.1</b>               | <b>90.1</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)        | 133,310         | 9.7              | 9.7                   | 39.9                             | 116,162                        | 40.0                      | 40.0                           | 44.4                                 |
| 1 to 19 employees                | 77,909          | 5.7              | 15.3                  | 63.3                             | 102,480                        | 35.3                      | 75.4                           | 83.6                                 |
| 20 to 49 employees               | 35,254          | 2.6              | 17.9                  | 73.8                             | 25,075                         | 8.6                       | 84.0                           | 93.2                                 |
| 50 to 99 employees               | 26,705          | 1.9              | 19.8                  | 81.8                             | 10,114                         | 3.5                       | 87.5                           | 97.1                                 |
| 100 to 249 employees             | 34,831          | 2.5              | 22.4                  | 92.3                             | 5,686                          | 2.0                       | 89.4                           | 99.2                                 |
| 250 to 499 employees             | 16,640          | 1.2              | 23.6                  | 97.2                             | 1,224                          | 0.4                       | 89.9                           | 99.7                                 |
| 500 or more employees            | 9,221           | 0.7              | 24.2                  | 100.0                            | 757                            | 0.3                       | 90.1                           | 100.0                                |
| <b>Manufacturers</b>             | <b>106,675</b>  | <b>7.7</b>       | <b>7.7</b>            | <b>100.0</b>                     | <b>61,840</b>                  | <b>21.3</b>               | <b>21.3</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)        | 42,526          | 3.1              | 3.1                   | 39.9                             | 17,593                         | 6.1                       | 6.1                            | 28.4                                 |
| 1 to 19 employees                | 7,536           | 0.5              | 3.6                   | 46.9                             | 22,691                         | 7.8                       | 13.9                           | 65.1                                 |
| 20 to 49 employees               | 9,314           | 0.7              | 4.3                   | 55.7                             | 11,752                         | 4.1                       | 17.9                           | 84.1                                 |
| 50 to 99 employees               | 10,457          | 0.8              | 5.1                   | 65.5                             | 5,686                          | 2.0                       | 19.9                           | 93.3                                 |
| 100 to 249 employees             | 25,169          | 1.8              | 6.9                   | 89.1                             | 3,266                          | 1.1                       | 21.0                           | 98.6                                 |
| 250 to 499 employees             | 5,934           | 0.4              | 7.3                   | 94.6                             | 640                            | 0.2                       | 21.2                           | 99.7                                 |
| 500 or more employees            | 5,738           | 0.4              | 7.7                   | 100.0                            | 212                            | 0.1                       | 21.3                           | 100.0                                |
| <b>Wholesalers</b>               | <b>140,244</b>  | <b>10.2</b>      | <b>10.2</b>           | <b>100.0</b>                     | <b>87,341</b>                  | <b>30.1</b>               | <b>30.1</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)        | 48,192          | 3.5              | 3.5                   | 34.4                             | 32,883                         | 11.3                      | 11.3                           | 37.6                                 |
| 1 to 19 employees                | 46,757          | 3.4              | 6.9                   | 67.7                             | 43,970                         | 15.2                      | 26.5                           | 88.0                                 |
| 20 to 49 employees               | 17,893          | 1.3              | 8.2                   | 80.5                             | 7,282                          | 2.5                       | 29.0                           | 96.3                                 |
| 50 to 99 employees               | 10,595          | 0.8              | 9.0                   | 88.0                             | 2,110                          | 0.7                       | 29.7                           | 98.7                                 |
| 100 to 249 employees             | 6,129           | 0.4              | 9.4                   | 92.4                             | 888                            | 0.3                       | 30.0                           | 99.8                                 |
| 250 to 499 employees             | 9,033           | 0.7              | 10.1                  | 98.8                             | 150                            | 0.1                       | 30.1                           | 99.9                                 |
| 500 or more employees            | 1,645           | 0.1              | 10.2                  | 100.0                            | 58                             | 0.0                       | 30.1                           | 100.0                                |
| <b>Other companies (4)</b>       | <b>86,952</b>   | <b>6.3</b>       | <b>6.3</b>            | <b>100.0</b>                     | <b>112,317</b>                 | <b>38.7</b>               | <b>38.7</b>                    | <b>100.0</b>                         |
| no. employees unknown (3)        | 42,592          | 3.1              | 3.1                   | 49.0                             | 65,686                         | 22.6                      | 22.6                           | 58.5                                 |
| 1 to 19 employees                | 23,615          | 1.7              | 4.8                   | 76.1                             | 35,819                         | 12.3                      | 35.0                           | 90.4                                 |
| 20 to 49 employees               | 8,047           | 0.6              | 5.4                   | 85.4                             | 6,041                          | 2.1                       | 37.1                           | 95.8                                 |
| 50 to 99 employees               | 5,653           | 0.4              | 5.8                   | 91.9                             | 2,318                          | 0.8                       | 37.9                           | 97.8                                 |
| 100 to 249 employees             | 3,533           | 0.3              | 6.1                   | 96.0                             | 1,532                          | 0.5                       | 38.4                           | 99.2                                 |
| 250 to 499 employees             | 1,672           | 0.1              | 6.2                   | 97.9                             | 434                            | 0.1                       | 38.5                           | 99.6                                 |
| 500 or more employees            | 1,839           | 0.1              | 6.3                   | 100.0                            | 487                            | 0.2                       | 38.7                           | 100.0                                |

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

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

(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 2017.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 1b**  
**2016 Exports by Company Type and Employment Size**

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

| Company Type and Employment Size   | Known Value (1)  | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Exporters | % of Number of Identified Exporters | Cum. % of Number of Identified Exporters | Cum. % of Company Type Exporters (2) |
|------------------------------------|------------------|------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------------|--|--------------------------------------|
| <b>All identified companies</b>    | <b>1,295,621</b> | <b>100.0</b>     | <b>100.0</b>          | <b>100.0</b>                     | <b>290,606</b>                 | <b>100.0</b>                        | <b>100.0</b>                             | <b>100.0</b>                         |
| no. employees unknown (3)          | 114,228          | 8.8              | 8.8                   | 8.8                              | 115,747                        | 39.8                                | 39.8                                     | 39.8                                 |
| 1 to 19 employees                  | 79,070           | 6.1              | 14.9                  | 14.9                             | 105,584                        | 36.3                                | 76.2                                     | 76.2                                 |
| 20 to 49 employees                 | 44,340           | 3.4              | 18.3                  | 18.3                             | 30,308                         | 10.4                                | 86.6                                     | 86.6                                 |
| 50 to 99 employees                 | 38,309           | 3.0              | 21.3                  | 21.3                             | 15,140                         | 5.2                                 | 91.8                                     | 91.8                                 |
| 100 to 249 employees               | 87,386           | 6.7              | 28.0                  | 28.0                             | 12,012                         | 4.1                                 | 95.9                                     | 95.9                                 |
| 250 to 499 employees               | 69,922           | 5.4              | 33.4                  | 33.4                             | 4,680                          | 1.6                                 | 97.5                                     | 97.5                                 |
| 500 or more employees              | 862,366          | 66.6             | 100.0                 | 100.0                            | 7,135                          | 2.5                                 | 100.0                                    | 100.0                                |
| <b>Manufacturers</b>               | <b>774,345</b>   | <b>59.8</b>      | <b>59.8</b>           | <b>100.0</b>                     | <b>72,047</b>                  | <b>24.8</b>                         | <b>24.8</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 38,043           | 2.9              | 2.9                   | 4.9                              | 17,295                         | 6.0                                 | 6.0                                      | 24.0                                 |
| 1 to 19 employees                  | 7,810            | 0.6              | 3.5                   | 5.9                              | 22,842                         | 7.9                                 | 13.8                                     | 55.7                                 |
| 20 to 49 employees                 | 10,910           | 0.8              | 4.4                   | 7.3                              | 13,139                         | 4.5                                 | 18.3                                     | 73.9                                 |
| 50 to 99 employees                 | 14,661           | 1.1              | 5.5                   | 9.2                              | 7,683                          | 2.6                                 | 21.0                                     | 84.6                                 |
| 100 to 249 employees               | 44,902           | 3.5              | 9.0                   | 15.0                             | 6,115                          | 2.1                                 | 23.1                                     | 93.1                                 |
| 250 to 499 employees               | 44,025           | 3.4              | 12.4                  | 20.7                             | 2,286                          | 0.8                                 | 23.9                                     | 96.3                                 |
| 500 or more employees              | 613,995          | 47.4             | 59.8                  | 100.0                            | 2,687                          | 0.9                                 | 24.8                                     | 100.0                                |
| <b>Wholesalers</b>                 | <b>297,528</b>   | <b>23.0</b>      | <b>23.0</b>           | <b>100.0</b>                     | <b>97,280</b>                  | <b>33.5</b>                         | <b>33.5</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 37,390           | 2.9              | 2.9                   | 12.6                             | 33,239                         | 11.4                                | 11.4                                     | 34.2                                 |
| 1 to 19 employees                  | 48,710           | 3.8              | 6.6                   | 28.9                             | 46,173                         | 15.9                                | 27.3                                     | 81.6                                 |
| 20 to 49 employees                 | 24,398           | 1.9              | 8.5                   | 37.1                             | 9,623                          | 3.3                                 | 30.6                                     | 91.5                                 |
| 50 to 99 employees                 | 16,491           | 1.3              | 9.8                   | 42.7                             | 3,858                          | 1.3                                 | 32.0                                     | 95.5                                 |
| 100 to 249 employees               | 29,077           | 2.2              | 12.0                  | 52.5                             | 2,619                          | 0.9                                 | 32.9                                     | 98.2                                 |
| 250 to 499 employees               | 17,683           | 1.4              | 13.4                  | 58.4                             | 887                            | 0.3                                 | 33.2                                     | 99.1                                 |
| 500 or more employees              | 123,779          | 9.6              | 23.0                  | 100.0                            | 881                            | 0.3                                 | 33.5                                     | 100.0                                |
| <b>Other companies (4)</b>         | <b>223,748</b>   | <b>17.3</b>      | <b>17.3</b>           | <b>100.0</b>                     | <b>121,279</b>                 | <b>41.7</b>                         | <b>41.7</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 38,795           | 3.0              | 3.0                   | 17.3                             | 65,213                         | 22.4                                | 22.4                                     | 53.8                                 |
| 1 to 19 employees                  | 22,550           | 1.7              | 4.7                   | 27.4                             | 36,569                         | 12.6                                | 35.0                                     | 83.9                                 |
| 20 to 49 employees                 | 9,032            | 0.7              | 5.4                   | 31.5                             | 7,546                          | 2.6                                 | 37.6                                     | 90.1                                 |
| 50 to 99 employees                 | 7,157            | 0.6              | 6.0                   | 34.7                             | 3,599                          | 1.2                                 | 38.9                                     | 93.1                                 |
| 100 to 249 employees               | 13,408           | 1.0              | 7.0                   | 40.6                             | 3,278                          | 1.1                                 | 40.0                                     | 95.8                                 |
| 250 to 499 employees               | 8,213            | 0.6              | 7.7                   | 44.3                             | 1,507                          | 0.5                                 | 40.5                                     | 97.1                                 |
| 500 or more employees              | 124,592          | 9.6              | 17.3                  | 100.0                            | 3,567                          | 1.2                                 | 41.7                                     | 100.0                                |
| <b>Multiple location companies</b> | <b>983,556</b>   | <b>75.9</b>      | <b>75.9</b>           | <b>100.0</b>                     | <b>27,353</b>                  | <b>9.4</b>                          | <b>9.4</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 437              | 0.0              | 0.0                   | 0.0                              | 366                            | 0.1                                 | 0.1                                      | 1.3                                  |
| 1 to 19 employees                  | 3,382            | 0.3              | 0.3                   | 0.4                              | 2,416                          | 0.8                                 | 1.0                                      | 10.2                                 |
| 20 to 49 employees                 | 9,526            | 0.7              | 1.0                   | 1.4                              | 4,282                          | 1.5                                 | 2.4                                      | 25.8                                 |
| 50 to 99 employees                 | 13,296           | 1.0              | 2.1                   | 2.7                              | 4,468                          | 1.5                                 | 4.0                                      | 42.2                                 |
| 100 to 249 employees               | 52,181           | 4.0              | 6.1                   | 8.0                              | 6,107                          | 2.1                                 | 6.1                                      | 64.5                                 |
| 250 to 499 employees               | 52,768           | 4.1              | 10.2                  | 13.4                             | 3,392                          | 1.2                                 | 7.2                                      | 76.9                                 |
| 500 or more employees              | 851,967          | 65.8             | 75.9                  | 100.0                            | 6,322                          | 2.2                                 | 9.4                                      | 100.0                                |
| <b>Manufacturers</b>               | <b>667,765</b>   | <b>51.5</b>      | <b>51.5</b>           | <b>100.0</b>                     | <b>10,065</b>                  | <b>3.5</b>                          | <b>3.5</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 85               | 0.0              | 0.0                   | 0.0                              | 75                             | 0.0                                 | 0.0                                      | 0.7                                  |
| 1 to 19 employees                  | 202              | 0.0              | 0.0                   | 0.0                              | 314                            | 0.1                                 | 0.1                                      | 3.9                                  |
| 20 to 49 employees                 | 1,286            | 0.1              | 0.1                   | 0.2                              | 1,075                          | 0.4                                 | 0.5                                      | 14.5                                 |
| 50 to 99 employees                 | 4,268            | 0.3              | 0.5                   | 0.9                              | 1,722                          | 0.6                                 | 1.1                                      | 31.7                                 |
| 100 to 249 employees               | 20,636           | 1.6              | 2.0                   | 4.0                              | 2,776                          | 1.0                                 | 2.1                                      | 59.2                                 |
| 250 to 499 employees               | 34,258           | 2.6              | 4.7                   | 9.1                              | 1,617                          | 0.6                                 | 2.6                                      | 75.3                                 |
| 500 or more employees              | 607,030          | 46.9             | 51.5                  | 100.0                            | 2,486                          | 0.9                                 | 3.5                                      | 100.0                                |
| <b>Wholesalers</b>                 | <b>172,651</b>   | <b>13.3</b>      | <b>13.3</b>           | <b>100.0</b>                     | <b>8,107</b>                   | <b>2.8</b>                          | <b>2.8</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 265              | 0.0              | 0.0                   | 0.2                              | 168                            | 0.1                                 | 0.1                                      | 2.1                                  |
| 1 to 19 employees                  | 2,363            | 0.2              | 0.2                   | 1.5                              | 1,257                          | 0.4                                 | 0.5                                      | 17.6                                 |
| 20 to 49 employees                 | 6,162            | 0.5              | 0.7                   | 5.1                              | 1,903                          | 0.7                                 | 1.1                                      | 41.1                                 |
| 50 to 99 employees                 | 7,445            | 0.6              | 1.3                   | 9.4                              | 1,565                          | 0.5                                 | 1.7                                      | 60.4                                 |
| 100 to 249 employees               | 22,311           | 1.7              | 3.0                   | 22.3                             | 1,676                          | 0.6                                 | 2.3                                      | 81.0                                 |
| 250 to 499 employees               | 12,347           | 1.0              | 3.9                   | 29.5                             | 720                            | 0.2                                 | 2.5                                      | 89.9                                 |
| 500 or more employees              | 121,758          | 9.4              | 13.3                  | 100.0                            | 818                            | 0.3                                 | 2.8                                      | 100.0                                |

**Table 1b**  
**2016 Exports by Company Type and Employment Size**

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Exporters | % of Number of Identified Exporters | Cum. % of Number of Identified Exporters | Cum. % of Company Type Exporters (2) |
|----------------------------------|-----------------|------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------------|--|--------------------------------------|
| <b>Other companies (4)</b>       | <b>143,141</b>  | <b>11.0</b>      | <b>11.0</b>           | <b>100.0</b>                     | <b>9,181</b>                   | <b>3.2</b>                          | <b>3.2</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)        | 87              | 0.0              | 0.0                   | 0.1                              | 123                            | 0.0                                 | 0.0                                      | 1.3                                  |
| 1 to 19 employees                | 817             | 0.1              | 0.1                   | 0.6                              | 845                            | 0.3                                 | 0.3                                      | 10.5                                 |
| 20 to 49 employees               | 2,077           | 0.2              | 0.2                   | 2.1                              | 1,304                          | 0.4                                 | 0.8                                      | 24.7                                 |
| 50 to 99 employees               | 1,584           | 0.1              | 0.4                   | 3.2                              | 1,181                          | 0.4                                 | 1.2                                      | 37.6                                 |
| 100 to 249 employees             | 9,233           | 0.7              | 1.1                   | 9.6                              | 1,655                          | 0.6                                 | 1.8                                      | 55.6                                 |
| 250 to 499 employees             | 6,163           | 0.5              | 1.5                   | 13.9                             | 1,055                          | 0.4                                 | 2.1                                      | 67.1                                 |
| 500 or more employees            | 123,179         | 9.5              | 11.0                  | 100.0                            | 3,018                          | 1.0                                 | 3.2                                      | 100.0                                |
| <b>Single location companies</b> | <b>312,065</b>  | <b>24.1</b>      | <b>24.1</b>           | <b>100.0</b>                     | <b>263,253</b>                 | <b>90.6</b>                         | <b>90.6</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 113,791         | 8.8              | 8.8                   | 36.5                             | 115,381                        | 39.7                                | 39.7                                     | 43.8                                 |
| 1 to 19 employees                | 75,688          | 5.8              | 14.6                  | 60.7                             | 103,168                        | 35.5                                | 75.2                                     | 83.0                                 |
| 20 to 49 employees               | 34,815          | 2.7              | 17.3                  | 71.9                             | 26,026                         | 9.0                                 | 84.2                                     | 92.9                                 |
| 50 to 99 employees               | 25,013          | 1.9              | 19.2                  | 79.9                             | 10,672                         | 3.7                                 | 87.8                                     | 97.0                                 |
| 100 to 249 employees             | 35,206          | 2.7              | 22.0                  | 91.2                             | 5,905                          | 2.0                                 | 89.9                                     | 99.2                                 |
| 250 to 499 employees             | 17,154          | 1.3              | 23.3                  | 96.7                             | 1,288                          | 0.4                                 | 90.3                                     | 99.7                                 |
| 500 or more employees            | 10,399          | 0.8              | 24.1                  | 100.0                            | 813                            | 0.3                                 | 90.6                                     | 100.0                                |
| <b>Manufacturers</b>             | <b>106,580</b>  | <b>8.2</b>       | <b>8.2</b>            | <b>100.0</b>                     | <b>61,982</b>                  | <b>21.3</b>                         | <b>21.3</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 37,958          | 2.9              | 2.9                   | 35.6                             | 17,220                         | 5.9                                 | 5.9                                      | 27.8                                 |
| 1 to 19 employees                | 7,608           | 0.6              | 3.5                   | 42.8                             | 22,528                         | 7.8                                 | 13.7                                     | 64.1                                 |
| 20 to 49 employees               | 9,624           | 0.7              | 4.3                   | 51.8                             | 12,064                         | 4.2                                 | 17.8                                     | 83.6                                 |
| 50 to 99 employees               | 10,393          | 0.8              | 5.1                   | 61.5                             | 5,961                          | 2.1                                 | 19.9                                     | 93.2                                 |
| 100 to 249 employees             | 24,265          | 1.9              | 6.9                   | 84.3                             | 3,339                          | 1.1                                 | 21.0                                     | 98.6                                 |
| 250 to 499 employees             | 9,768           | 0.8              | 7.7                   | 93.5                             | 669                            | 0.2                                 | 21.3                                     | 99.7                                 |
| 500 or more employees            | 6,964           | 0.5              | 8.2                   | 100.0                            | 201                            | 0.1                                 | 21.3                                     | 100.0                                |
| <b>Wholesalers</b>               | <b>124,877</b>  | <b>9.6</b>       | <b>9.6</b>            | <b>100.0</b>                     | <b>89,173</b>                  | <b>30.7</b>                         | <b>30.7</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 37,125          | 2.9              | 2.9                   | 29.7                             | 33,071                         | 11.4                                | 11.4                                     | 37.1                                 |
| 1 to 19 employees                | 46,347          | 3.6              | 6.4                   | 66.8                             | 44,916                         | 15.5                                | 26.8                                     | 87.5                                 |
| 20 to 49 employees               | 18,236          | 1.4              | 7.9                   | 81.4                             | 7,720                          | 2.7                                 | 29.5                                     | 96.1                                 |
| 50 to 99 employees               | 9,046           | 0.7              | 8.5                   | 88.7                             | 2,293                          | 0.8                                 | 30.3                                     | 98.7                                 |
| 100 to 249 employees             | 6,765           | 0.5              | 9.1                   | 94.1                             | 943                            | 0.3                                 | 30.6                                     | 99.7                                 |
| 250 to 499 employees             | 5,336           | 0.4              | 9.5                   | 98.4                             | 167                            | 0.1                                 | 30.7                                     | 99.9                                 |
| 500 or more employees            | 2,021           | 0.2              | 9.6                   | 100.0                            | 63                             | 0.0                                 | 30.7                                     | 100.0                                |
| <b>Other companies (4)</b>       | <b>80,608</b>   | <b>6.2</b>       | <b>6.2</b>            | <b>100.0</b>                     | <b>112,098</b>                 | <b>38.6</b>                         | <b>38.6</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 38,708          | 3.0              | 3.0                   | 48.0                             | 65,090                         | 22.4                                | 22.4                                     | 58.1                                 |
| 1 to 19 employees                | 21,733          | 1.7              | 4.7                   | 75.0                             | 35,724                         | 12.3                                | 34.7                                     | 89.9                                 |
| 20 to 49 employees               | 6,955           | 0.5              | 5.2                   | 83.6                             | 6,242                          | 2.1                                 | 36.8                                     | 95.5                                 |
| 50 to 99 employees               | 5,574           | 0.4              | 5.6                   | 90.5                             | 2,418                          | 0.8                                 | 37.7                                     | 97.7                                 |
| 100 to 249 employees             | 4,175           | 0.3              | 6.0                   | 95.7                             | 1,623                          | 0.6                                 | 38.2                                     | 99.1                                 |
| 250 to 499 employees             | 2,050           | 0.2              | 6.1                   | 98.2                             | 452                            | 0.2                                 | 38.4                                     | 99.5                                 |
| 500 or more employees            | 1,413           | 0.1              | 6.2                   | 100.0                            | 549                            | 0.2                                 | 38.6                                     | 100.0                                |

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

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

(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 2016.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 1c**  
**Percent Difference Between the 2016 and 2017 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 |                |                |              |
|------------------------------------|------------------|------------------|----------------|--------------|--------------------------------|----------------|----------------|--------------|
|                                    | 2016             | 2017             | Net Difference | % Difference | 2016                           | 2017           | Net Difference | % Difference |
| <b>All identified companies</b>    | <b>1,295,621</b> | <b>1,377,324</b> | <b>81,704</b>  | <b>6.3</b>   | <b>290,606</b>                 | <b>290,142</b> | <b>-464</b>    | <b>-0.2</b>  |
| no. employees unknown (2)          | 114,228          | 135,628          | 21,401         | 18.7         | 115,747                        | 116,446        | 699            | 0.6          |
| 1 to 19 employees                  | 79,070           | 81,652           | 2,582          | 3.3          | 105,584                        | 105,239        | -345           | -0.3         |
| 20 to 49 employees                 | 44,340           | 46,096           | 1,756          | 4.0          | 30,308                         | 29,701         | -607           | -2.0         |
| 50 to 99 employees                 | 38,309           | 39,618           | 1,309          | 3.4          | 15,140                         | 14,791         | -349           | -2.3         |
| 100 to 249 employees               | 87,386           | 88,605           | 1,219          | 1.4          | 12,012                         | 11,870         | -142           | -1.2         |
| 250 to 499 employees               | 69,922           | 68,055           | -1,867         | -2.7         | 4,680                          | 4,808          | 128            | 2.7          |
| 500 or more employees              | 862,366          | 917,670          | 55,305         | 6.4          | 7,135                          | 7,287          | 152            | 2.1          |
| <b>Manufacturers</b>               | <b>774,345</b>   | <b>837,687</b>   | <b>63,342</b>  | <b>8.2</b>   | <b>72,047</b>                  | <b>72,128</b>  | <b>81</b>      | <b>0.1</b>   |
| no. employees unknown (2)          | 38,043           | 42,932           | 4,889          | 12.9         | 17,295                         | 17,684         | 389            | 2.2          |
| 1 to 19 employees                  | 7,810            | 7,839            | 29             | 0.4          | 22,842                         | 23,048         | 206            | 0.9          |
| 20 to 49 employees                 | 10,910           | 10,640           | -270           | -2.5         | 13,139                         | 12,914         | -225           | -1.7         |
| 50 to 99 employees                 | 14,661           | 14,694           | 34             | 0.2          | 7,683                          | 7,370          | -313           | -4.1         |
| 100 to 249 employees               | 44,902           | 46,116           | 1,214          | 2.7          | 6,115                          | 6,048          | -67            | -1.1         |
| 250 to 499 employees               | 44,025           | 33,943           | -10,082        | -22.9        | 2,286                          | 2,301          | 15             | 0.7          |
| 500 or more employees              | 613,995          | 681,523          | 67,529         | 11.0         | 2,687                          | 2,763          | 76             | 2.8          |
| <b>Wholesalers</b>                 | <b>297,528</b>   | <b>315,370</b>   | <b>17,843</b>  | <b>6.0</b>   | <b>97,280</b>                  | <b>96,062</b>  | <b>-1,218</b>  | <b>-1.3</b>  |
| no. employees unknown (2)          | 37,390           | 48,408           | 11,019         | 29.5         | 33,239                         | 32,988         | -251           | -0.8         |
| 1 to 19 employees                  | 48,710           | 49,356           | 645            | 1.3          | 46,173                         | 45,404         | -769           | -1.7         |
| 20 to 49 employees                 | 24,398           | 24,848           | 450            | 1.8          | 9,623                          | 9,356          | -267           | -2.8         |
| 50 to 99 employees                 | 16,491           | 16,360           | -131           | -0.8         | 3,858                          | 3,826          | -32            | -0.8         |
| 100 to 249 employees               | 29,077           | 28,419           | -658           | -2.3         | 2,619                          | 2,587          | -32            | -1.2         |
| 250 to 499 employees               | 17,683           | 24,749           | 7,066          | 40.0         | 887                            | 963            | 76             | 8.6          |
| 500 or more employees              | 123,779          | 123,232          | -547           | -0.4         | 881                            | 938            | 57             | 6.5          |
| <b>Other companies (3)</b>         | <b>223,748</b>   | <b>224,267</b>   | <b>519</b>     | <b>0.2</b>   | <b>121,279</b>                 | <b>121,952</b> | <b>673</b>     | <b>0.6</b>   |
| no. employees unknown (2)          | 38,795           | 44,288           | 5,493          | 14.2         | 65,213                         | 65,774         | 561            | 0.9          |
| 1 to 19 employees                  | 22,550           | 24,457           | 1,907          | 8.5          | 36,569                         | 36,787         | 218            | 0.6          |
| 20 to 49 employees                 | 9,032            | 10,608           | 1,576          | 17.4         | 7,546                          | 7,431          | -115           | -1.5         |
| 50 to 99 employees                 | 7,157            | 8,564            | 1,406          | 19.7         | 3,599                          | 3,595          | -4             | -0.1         |
| 100 to 249 employees               | 13,408           | 14,071           | 663            | 4.9          | 3,278                          | 3,235          | -43            | -1.3         |
| 250 to 499 employees               | 8,213            | 9,363            | 1,150          | 14.0         | 1,507                          | 1,544          | 37             | 2.5          |
| 500 or more employees              | 124,592          | 112,916          | -11,677        | -9.4         | 3,567                          | 3,586          | 19             | 0.5          |
| <b>Multiple location companies</b> | <b>983,556</b>   | <b>1,043,454</b> | <b>59,898</b>  | <b>6.1</b>   | <b>27,353</b>                  | <b>28,644</b>  | <b>1,291</b>   | <b>4.7</b>   |
| no. employees unknown (2)          | 437              | 2,318            | 1,881          | 430.4        | 366                            | 284            | -82            | -22.4        |
| 1 to 19 employees                  | 3,382            | 3,743            | 361            | 10.7         | 2,416                          | 2,759          | 343            | 14.2         |
| 20 to 49 employees                 | 9,526            | 10,842           | 1,316          | 13.8         | 4,282                          | 4,626          | 344            | 8.0          |
| 50 to 99 employees                 | 13,296           | 12,913           | -383           | -2.9         | 4,468                          | 4,677          | 209            | 4.7          |
| 100 to 249 employees               | 52,181           | 53,774           | 1,593          | 3.1          | 6,107                          | 6,184          | 77             | 1.3          |
| 250 to 499 employees               | 52,768           | 51,415           | -1,353         | -2.6         | 3,392                          | 3,584          | 192            | 5.7          |
| 500 or more employees              | 851,967          | 908,449          | 56,482         | 6.6          | 6,322                          | 6,530          | 208            | 3.3          |
| <b>Manufacturers</b>               | <b>667,765</b>   | <b>731,012</b>   | <b>63,247</b>  | <b>9.5</b>   | <b>10,065</b>                  | <b>10,288</b>  | <b>223</b>     | <b>2.2</b>   |
| no. employees unknown (2)          | 85               | 406              | 321            | 378.1        | 75                             | 91             | 16             | 21.3         |
| 1 to 19 employees                  | 202              | 303              | 101            | 50.1         | 314                            | 357            | 43             | 13.7         |
| 20 to 49 employees                 | 1,286            | 1,326            | 40             | 3.1          | 1,075                          | 1,162          | 87             | 8.1          |
| 50 to 99 employees                 | 4,268            | 4,237            | -31            | -0.7         | 1,722                          | 1,684          | -38            | -2.2         |
| 100 to 249 employees               | 20,636           | 20,946           | 310            | 1.5          | 2,776                          | 2,782          | 6              | 0.2          |
| 250 to 499 employees               | 34,258           | 28,008           | -6,249         | -18.2        | 1,617                          | 1,661          | 44             | 2.7          |
| 500 or more employees              | 607,030          | 675,786          | 68,755         | 11.3         | 2,486                          | 2,551          | 65             | 2.6          |
| <b>Wholesalers</b>                 | <b>172,651</b>   | <b>175,127</b>   | <b>2,476</b>   | <b>1.4</b>   | <b>8,107</b>                   | <b>8,721</b>   | <b>614</b>     | <b>7.6</b>   |
| no. employees unknown (2)          | 265              | 217              | -48            | -18.2        | 168                            | 105            | -63            | -37.5        |
| 1 to 19 employees                  | 2,363            | 2,598            | 235            | 10.0         | 1,257                          | 1,434          | 177            | 14.1         |
| 20 to 49 employees                 | 6,162            | 6,954            | 793            | 12.9         | 1,903                          | 2,074          | 171            | 9.0          |
| 50 to 99 employees                 | 7,445            | 5,765            | -1,679         | -22.6        | 1,565                          | 1,716          | 151            | 9.6          |
| 100 to 249 employees               | 22,311           | 22,290           | -22            | -0.1         | 1,676                          | 1,699          | 23             | 1.4          |
| 250 to 499 employees               | 12,347           | 15,716           | 3,368          | 27.3         | 720                            | 813            | 93             | 12.9         |
| 500 or more employees              | 121,758          | 121,587          | -171           | -0.1         | 818                            | 880            | 62             | 7.6          |

**Table 1c**  
**Percent Difference Between the 2016 and 2017 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 |                |                |              |
|----------------------------------|-----------------|----------------|----------------|--------------|--------------------------------|----------------|----------------|--------------|
|                                  | 2016            | 2017           | Net Difference | % Difference | 2016                           | 2017           | Net Difference | % Difference |
| <b>Other companies (3)</b>       | <b>143,141</b>  | <b>137,316</b> | <b>-5,825</b>  | <b>-4.1</b>  | <b>9,181</b>                   | <b>9,635</b>   | <b>454</b>     | <b>4.9</b>   |
| no. employees unknown (2)        | 87              | 1,696          | 1,609          | 1,843.1      | 123                            | 88             | -35            | -28.5        |
| 1 to 19 employees                | 817             | 841            | 24             | 3.0          | 845                            | 968            | 123            | 14.6         |
| 20 to 49 employees               | 2,077           | 2,561          | 484            | 23.3         | 1,304                          | 1,390          | 86             | 6.6          |
| 50 to 99 employees               | 1,584           | 2,911          | 1,327          | 83.8         | 1,181                          | 1,277          | 96             | 8.1          |
| 100 to 249 employees             | 9,233           | 10,538         | 1,305          | 14.1         | 1,655                          | 1,703          | 48             | 2.9          |
| 250 to 499 employees             | 6,163           | 7,691          | 1,528          | 24.8         | 1,055                          | 1,110          | 55             | 5.2          |
| 500 or more employees            | 123,179         | 111,077        | -12,102        | -9.8         | 3,018                          | 3,099          | 81             | 2.7          |
| <b>Single location companies</b> | <b>312,065</b>  | <b>333,870</b> | <b>21,805</b>  | <b>7.0</b>   | <b>263,253</b>                 | <b>261,498</b> | <b>-1,755</b>  | <b>-0.7</b>  |
| no. employees unknown (2)        | 113,791         | 133,310        | 19,519         | 17.2         | 115,381                        | 116,162        | 781            | 0.7          |
| 1 to 19 employees                | 75,688          | 77,909         | 2,221          | 2.9          | 103,168                        | 102,480        | -688           | -0.7         |
| 20 to 49 employees               | 34,815          | 35,254         | 439            | 1.3          | 26,026                         | 25,075         | -951           | -3.7         |
| 50 to 99 employees               | 25,013          | 26,705         | 1,692          | 6.8          | 10,672                         | 10,114         | -558           | -5.2         |
| 100 to 249 employees             | 35,206          | 34,831         | -374           | -1.1         | 5,905                          | 5,686          | -219           | -3.7         |
| 250 to 499 employees             | 17,154          | 16,640         | -514           | -3.0         | 1,288                          | 1,224          | -64            | -5.0         |
| 500 or more employees            | 10,399          | 9,221          | -1,177         | -11.3        | 813                            | 757            | -56            | -6.9         |
| <b>Manufacturers</b>             | <b>106,580</b>  | <b>106,675</b> | <b>95</b>      | <b>0.1</b>   | <b>61,982</b>                  | <b>61,840</b>  | <b>-142</b>    | <b>-0.2</b>  |
| no. employees unknown (2)        | 37,958          | 42,526         | 4,568          | 12.0         | 17,220                         | 17,593         | 373            | 2.2          |
| 1 to 19 employees                | 7,608           | 7,536          | -72            | -0.9         | 22,528                         | 22,691         | 163            | 0.7          |
| 20 to 49 employees               | 9,624           | 9,314          | -310           | -3.2         | 12,064                         | 11,752         | -312           | -2.6         |
| 50 to 99 employees               | 10,393          | 10,457         | 64             | 0.6          | 5,961                          | 5,686          | -275           | -4.6         |
| 100 to 249 employees             | 24,265          | 25,169         | 904            | 3.7          | 3,339                          | 3,266          | -73            | -2.2         |
| 250 to 499 employees             | 9,768           | 5,934          | -3,833         | -39.2        | 669                            | 640            | -29            | -4.3         |
| 500 or more employees            | 6,964           | 5,738          | -1,227         | -17.6        | 201                            | 212            | 11             | 5.5          |
| <b>Wholesalers</b>               | <b>124,877</b>  | <b>140,244</b> | <b>15,367</b>  | <b>12.3</b>  | <b>89,173</b>                  | <b>87,341</b>  | <b>-1,832</b>  | <b>-2.1</b>  |
| no. employees unknown (2)        | 37,125          | 48,192         | 11,067         | 29.8         | 33,071                         | 32,883         | -188           | -0.6         |
| 1 to 19 employees                | 46,347          | 46,757         | 410            | 0.9          | 44,916                         | 43,970         | -946           | -2.1         |
| 20 to 49 employees               | 18,236          | 17,893         | -343           | -1.9         | 7,720                          | 7,282          | -438           | -5.7         |
| 50 to 99 employees               | 9,046           | 10,595         | 1,548          | 17.1         | 2,293                          | 2,110          | -183           | -8.0         |
| 100 to 249 employees             | 6,765           | 6,129          | -636           | -9.4         | 943                            | 888            | -55            | -5.8         |
| 250 to 499 employees             | 5,336           | 9,033          | 3,697          | 69.3         | 167                            | 150            | -17            | -10.2        |
| 500 or more employees            | 2,021           | 1,645          | -376           | -18.6        | 63                             | 58             | -5             | -7.9         |
| <b>Other companies (3)</b>       | <b>80,608</b>   | <b>86,952</b>  | <b>6,344</b>   | <b>7.9</b>   | <b>112,098</b>                 | <b>112,317</b> | <b>219</b>     | <b>0.2</b>   |
| no. employees unknown (2)        | 38,708          | 42,592         | 3,884          | 10.0         | 65,090                         | 65,686         | 596            | 0.9          |
| 1 to 19 employees                | 21,733          | 23,615         | 1,883          | 8.7          | 35,724                         | 35,819         | 95             | 0.3          |
| 20 to 49 employees               | 6,955           | 8,047          | 1,092          | 15.7         | 6,242                          | 6,041          | -201           | -3.2         |
| 50 to 99 employees               | 5,574           | 5,653          | 79             | 1.4          | 2,418                          | 2,318          | -100           | -4.1         |
| 100 to 249 employees             | 4,175           | 3,533          | -642           | -15.4        | 1,623                          | 1,532          | -91            | -5.6         |
| 250 to 499 employees             | 2,050           | 1,672          | -378           | -18.4        | 452                            | 434            | -18            | -4.0         |
| 500 or more employees            | 1,413           | 1,839          | 426            | 30.1         | 549                            | 487            | -62            | -11.3        |

(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 2016 or 2017.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 1d**  
**2017 Imports by Company Type and Employment Size**

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

| Company Type and Employment Size   | Known Value (1)  | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Importers | % of Number of Identified Importers | Cum. % of Number of Identified Importers | Cum. % of Company Type Importers (2) |
|------------------------------------|------------------|------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------------|--|--------------------------------------|
| <b>All identified companies</b>    | <b>2,032,453</b> | <b>100.0</b>     | <b>100.0</b>          | <b>100.0</b>                     | <b>218,585</b>                 | <b>100.0</b>                        | <b>100.0</b>                             | <b>100.0</b>                         |
| no. employees unknown (3)          | 141,315          | 7.0              | 7.0                   | 7.0                              | 77,594                         | 35.5                                | 35.5                                     | 35.5                                 |
| 1 to 19 employees                  | 140,076          | 6.9              | 13.8                  | 13.8                             | 89,862                         | 41.1                                | 76.6                                     | 76.6                                 |
| 20 to 49 employees                 | 77,753           | 3.8              | 17.7                  | 17.7                             | 21,378                         | 9.8                                 | 86.4                                     | 86.4                                 |
| 50 to 99 employees                 | 65,475           | 3.2              | 20.9                  | 20.9                             | 10,885                         | 5.0                                 | 91.4                                     | 91.4                                 |
| 100 to 249 employees               | 106,014          | 5.2              | 26.1                  | 26.1                             | 9,103                          | 4.2                                 | 95.5                                     | 95.5                                 |
| 250 to 499 employees               | 105,875          | 5.2              | 31.3                  | 31.3                             | 3,867                          | 1.8                                 | 97.3                                     | 97.3                                 |
| 500 or more employees              | 1,395,946        | 68.7             | 100.0                 | 100.0                            | 5,896                          | 2.7                                 | 100.0                                    | 100.0                                |
| <b>Manufacturers</b>               | <b>881,121</b>   | <b>43.4</b>      | <b>43.4</b>           | <b>100.0</b>                     | <b>40,029</b>                  | <b>18.3</b>                         | <b>18.3</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 31,116           | 1.5              | 1.5                   | 3.5                              | 8,312                          | 3.8                                 | 3.8                                      | 20.8                                 |
| 1 to 19 employees                  | 7,334            | 0.4              | 1.9                   | 4.4                              | 11,542                         | 5.3                                 | 9.1                                      | 49.6                                 |
| 20 to 49 employees                 | 7,157            | 0.4              | 2.2                   | 5.2                              | 6,713                          | 3.1                                 | 12.2                                     | 66.4                                 |
| 50 to 99 employees                 | 10,203           | 0.5              | 2.7                   | 6.3                              | 4,580                          | 2.1                                 | 14.2                                     | 77.8                                 |
| 100 to 249 employees               | 33,394           | 1.6              | 4.4                   | 10.1                             | 4,437                          | 2.0                                 | 16.3                                     | 88.9                                 |
| 250 to 499 employees               | 32,146           | 1.6              | 6.0                   | 13.8                             | 1,937                          | 0.9                                 | 17.2                                     | 93.7                                 |
| 500 or more employees              | 759,771          | 37.4             | 43.4                  | 100.0                            | 2,508                          | 1.1                                 | 18.3                                     | 100.0                                |
| <b>Wholesalers</b>                 | <b>681,619</b>   | <b>33.5</b>      | <b>33.5</b>           | <b>100.0</b>                     | <b>90,242</b>                  | <b>41.3</b>                         | <b>41.3</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 61,130           | 3.0              | 3.0                   | 9.0                              | 29,869                         | 13.7                                | 13.7                                     | 33.1                                 |
| 1 to 19 employees                  | 99,791           | 4.9              | 7.9                   | 23.6                             | 45,338                         | 20.7                                | 34.4                                     | 83.3                                 |
| 20 to 49 employees                 | 59,461           | 2.9              | 10.8                  | 32.3                             | 8,067                          | 3.7                                 | 38.1                                     | 92.3                                 |
| 50 to 99 employees                 | 46,624           | 2.3              | 13.1                  | 39.2                             | 3,191                          | 1.5                                 | 39.6                                     | 95.8                                 |
| 100 to 249 employees               | 53,481           | 2.6              | 15.8                  | 47.0                             | 2,157                          | 1.0                                 | 40.5                                     | 98.2                                 |
| 250 to 499 employees               | 50,071           | 2.5              | 18.2                  | 54.4                             | 781                            | 0.4                                 | 40.9                                     | 99.1                                 |
| 500 or more employees              | 311,061          | 15.3             | 33.5                  | 100.0                            | 839                            | 0.4                                 | 41.3                                     | 100.0                                |
| <b>Other companies (4)</b>         | <b>469,713</b>   | <b>23.1</b>      | <b>23.1</b>           | <b>100.0</b>                     | <b>88,314</b>                  | <b>40.4</b>                         | <b>40.4</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 49,069           | 2.4              | 2.4                   | 10.4                             | 39,413                         | 18.0                                | 18.0                                     | 44.6                                 |
| 1 to 19 employees                  | 32,952           | 1.6              | 4.0                   | 17.5                             | 32,982                         | 15.1                                | 33.1                                     | 82.0                                 |
| 20 to 49 employees                 | 11,134           | 0.5              | 4.6                   | 19.8                             | 6,598                          | 3.0                                 | 36.1                                     | 89.4                                 |
| 50 to 99 employees                 | 8,647            | 0.4              | 5.0                   | 21.7                             | 3,114                          | 1.4                                 | 37.6                                     | 93.0                                 |
| 100 to 249 employees               | 19,139           | 0.9              | 6.0                   | 25.7                             | 2,509                          | 1.1                                 | 38.7                                     | 95.8                                 |
| 250 to 499 employees               | 23,658           | 1.2              | 7.1                   | 30.8                             | 1,149                          | 0.5                                 | 39.2                                     | 97.1                                 |
| 500 or more employees              | 325,114          | 16.0             | 23.1                  | 100.0                            | 2,549                          | 1.2                                 | 40.4                                     | 100.0                                |
| <b>Multiple location companies</b> | <b>1,575,548</b> | <b>77.5</b>      | <b>77.5</b>           | <b>100.0</b>                     | <b>21,837</b>                  | <b>10.0</b>                         | <b>10.0</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 1,867            | 0.1              | 0.1                   | 0.1                              | 182                            | 0.1                                 | 0.1                                      | 0.8                                  |
| 1 to 19 employees                  | 8,902            | 0.4              | 0.5                   | 0.7                              | 2,159                          | 1.0                                 | 1.1                                      | 10.7                                 |
| 20 to 49 employees                 | 17,413           | 0.9              | 1.4                   | 1.8                              | 3,442                          | 1.6                                 | 2.6                                      | 26.5                                 |
| 50 to 99 employees                 | 25,118           | 1.2              | 2.6                   | 3.4                              | 3,395                          | 1.6                                 | 4.2                                      | 42.0                                 |
| 100 to 249 employees               | 60,928           | 3.0              | 5.6                   | 7.3                              | 4,617                          | 2.1                                 | 6.3                                      | 63.2                                 |
| 250 to 499 employees               | 78,923           | 3.9              | 9.5                   | 12.3                             | 2,791                          | 1.3                                 | 7.6                                      | 76.0                                 |
| 500 or more employees              | 1,382,396        | 68.0             | 77.5                  | 100.0                            | 5,251                          | 2.4                                 | 10.0                                     | 100.0                                |
| <b>Manufacturers</b>               | <b>798,489</b>   | <b>39.3</b>      | <b>39.3</b>           | <b>100.0</b>                     | <b>7,838</b>                   | <b>3.6</b>                          | <b>3.6</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 332              | 0.0              | 0.0                   | 0.0                              | 54                             | 0.0                                 | 0.0                                      | 0.7                                  |
| 1 to 19 employees                  | 325              | 0.0              | 0.0                   | 0.1                              | 186                            | 0.1                                 | 0.1                                      | 3.1                                  |
| 20 to 49 employees                 | 1,173            | 0.1              | 0.1                   | 0.2                              | 675                            | 0.3                                 | 0.4                                      | 11.7                                 |
| 50 to 99 employees                 | 3,458            | 0.2              | 0.3                   | 0.7                              | 1,107                          | 0.5                                 | 0.9                                      | 25.8                                 |
| 100 to 249 employees               | 17,988           | 0.9              | 1.1                   | 2.9                              | 2,082                          | 1.0                                 | 1.9                                      | 52.4                                 |
| 250 to 499 employees               | 22,794           | 1.1              | 2.3                   | 5.8                              | 1,402                          | 0.6                                 | 2.5                                      | 70.2                                 |
| 500 or more employees              | 752,419          | 37.0             | 39.3                  | 100.0                            | 2,332                          | 1.1                                 | 3.6                                      | 100.0                                |
| <b>Wholesalers</b>                 | <b>416,894</b>   | <b>20.5</b>      | <b>20.5</b>           | <b>100.0</b>                     | <b>6,906</b>                   | <b>3.2</b>                          | <b>3.2</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 1,164            | 0.1              | 0.1                   | 0.3                              | 69                             | 0.0                                 | 0.0                                      | 1.0                                  |
| 1 to 19 employees                  | 7,057            | 0.3              | 0.4                   | 2.0                              | 1,173                          | 0.5                                 | 0.6                                      | 18.0                                 |
| 20 to 49 employees                 | 14,352           | 0.7              | 1.1                   | 5.4                              | 1,616                          | 0.7                                 | 1.3                                      | 41.4                                 |
| 50 to 99 employees                 | 18,420           | 0.9              | 2.0                   | 9.8                              | 1,304                          | 0.6                                 | 1.9                                      | 60.3                                 |
| 100 to 249 employees               | 34,500           | 1.7              | 3.7                   | 18.1                             | 1,324                          | 0.6                                 | 2.5                                      | 79.4                                 |
| 250 to 499 employees               | 34,021           | 1.7              | 5.4                   | 26.3                             | 636                            | 0.3                                 | 2.8                                      | 88.6                                 |
| 500 or more employees              | 307,380          | 15.1             | 20.5                  | 100.0                            | 784                            | 0.4                                 | 3.2                                      | 100.0                                |

**Table 1d**  
**2017 Imports by Company Type and Employment Size**

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Importers | % of Number of Identified Importers | Cum. % of Number of Identified Importers | Cum. % of Company Type Importers (2) |
|----------------------------------|-----------------|------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------------|--|--------------------------------------|
| <b>Other companies (4)</b>       | <b>360,165</b>  | <b>17.7</b>      | <b>17.7</b>           | <b>100.0</b>                     | <b>7,093</b>                   | <b>3.2</b>                          | <b>3.2</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)        | 371             | 0.0              | 0.0                   | 0.1                              | 59                             | 0.0                                 | 0.0                                      | 0.8                                  |
| 1 to 19 employees                | 1,519           | 0.1              | 0.1                   | 0.5                              | 800                            | 0.4                                 | 0.4                                      | 12.1                                 |
| 20 to 49 employees               | 1,889           | 0.1              | 0.2                   | 1.0                              | 1,151                          | 0.5                                 | 0.9                                      | 28.3                                 |
| 50 to 99 employees               | 3,240           | 0.2              | 0.3                   | 1.9                              | 984                            | 0.5                                 | 1.4                                      | 42.2                                 |
| 100 to 249 employees             | 8,440           | 0.4              | 0.8                   | 4.3                              | 1,211                          | 0.6                                 | 1.9                                      | 59.3                                 |
| 250 to 499 employees             | 22,108          | 1.1              | 1.8                   | 10.4                             | 753                            | 0.3                                 | 2.3                                      | 69.9                                 |
| 500 or more employees            | 322,598         | 15.9             | 17.7                  | 100.0                            | 2,135                          | 1.0                                 | 3.2                                      | 100.0                                |
| <b>Single location companies</b> | <b>456,905</b>  | <b>22.5</b>      | <b>22.5</b>           | <b>100.0</b>                     | <b>196,748</b>                 | <b>90.0</b>                         | <b>90.0</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 139,448         | 6.9              | 6.9                   | 30.5                             | 77,412                         | 35.4                                | 35.4                                     | 39.3                                 |
| 1 to 19 employees                | 131,175         | 6.5              | 13.3                  | 59.2                             | 87,703                         | 40.1                                | 75.5                                     | 83.9                                 |
| 20 to 49 employees               | 60,339          | 3.0              | 16.3                  | 72.4                             | 17,936                         | 8.2                                 | 83.7                                     | 93.0                                 |
| 50 to 99 employees               | 40,356          | 2.0              | 18.3                  | 81.3                             | 7,490                          | 3.4                                 | 87.2                                     | 96.8                                 |
| 100 to 249 employees             | 45,086          | 2.2              | 20.5                  | 91.1                             | 4,486                          | 2.1                                 | 89.2                                     | 99.1                                 |
| 250 to 499 employees             | 26,951          | 1.3              | 21.8                  | 97.0                             | 1,076                          | 0.5                                 | 89.7                                     | 99.7                                 |
| 500 or more employees            | 13,550          | 0.7              | 22.5                  | 100.0                            | 645                            | 0.3                                 | 90.0                                     | 100.0                                |
| <b>Manufacturers</b>             | <b>82,632</b>   | <b>4.1</b>       | <b>4.1</b>            | <b>100.0</b>                     | <b>32,191</b>                  | <b>14.7</b>                         | <b>14.7</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 30,784          | 1.5              | 1.5                   | 37.3                             | 8,258                          | 3.8                                 | 3.8                                      | 25.7                                 |
| 1 to 19 employees                | 7,008           | 0.3              | 1.9                   | 45.7                             | 11,356                         | 5.2                                 | 9.0                                      | 60.9                                 |
| 20 to 49 employees               | 5,985           | 0.3              | 2.2                   | 53.0                             | 6,038                          | 2.8                                 | 11.7                                     | 79.7                                 |
| 50 to 99 employees               | 6,745           | 0.3              | 2.5                   | 61.1                             | 3,473                          | 1.6                                 | 13.3                                     | 90.5                                 |
| 100 to 249 employees             | 15,406          | 0.8              | 3.2                   | 79.8                             | 2,355                          | 1.1                                 | 14.4                                     | 97.8                                 |
| 250 to 499 employees             | 9,351           | 0.5              | 3.7                   | 91.1                             | 535                            | 0.2                                 | 14.6                                     | 99.5                                 |
| 500 or more employees            | 7,353           | 0.4              | 4.1                   | 100.0                            | 176                            | 0.1                                 | 14.7                                     | 100.0                                |
| <b>Wholesalers</b>               | <b>264,724</b>  | <b>13.0</b>      | <b>13.0</b>           | <b>100.0</b>                     | <b>83,336</b>                  | <b>38.1</b>                         | <b>38.1</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 59,966          | 3.0              | 3.0                   | 22.7                             | 29,800                         | 13.6                                | 13.6                                     | 35.8                                 |
| 1 to 19 employees                | 92,734          | 4.6              | 7.5                   | 57.7                             | 44,165                         | 20.2                                | 33.8                                     | 88.8                                 |
| 20 to 49 employees               | 45,109          | 2.2              | 9.7                   | 74.7                             | 6,451                          | 3.0                                 | 36.8                                     | 96.5                                 |
| 50 to 99 employees               | 28,204          | 1.4              | 11.1                  | 85.4                             | 1,887                          | 0.9                                 | 37.7                                     | 98.8                                 |
| 100 to 249 employees             | 18,981          | 0.9              | 12.1                  | 92.5                             | 833                            | 0.4                                 | 38.0                                     | 99.8                                 |
| 250 to 499 employees             | 16,049          | 0.8              | 12.8                  | 98.6                             | 145                            | 0.1                                 | 38.1                                     | 99.9                                 |
| 500 or more employees            | 3,681           | 0.2              | 13.0                  | 100.0                            | 55                             | 0.0                                 | 38.1                                     | 100.0                                |
| <b>Other companies (4)</b>       | <b>109,548</b>  | <b>5.4</b>       | <b>5.4</b>            | <b>100.0</b>                     | <b>81,221</b>                  | <b>37.2</b>                         | <b>37.2</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 48,698          | 2.4              | 2.4                   | 44.5                             | 39,354                         | 18.0                                | 18.0                                     | 48.5                                 |
| 1 to 19 employees                | 31,433          | 1.5              | 3.9                   | 73.1                             | 32,182                         | 14.7                                | 32.7                                     | 88.1                                 |
| 20 to 49 employees               | 9,245           | 0.5              | 4.4                   | 81.6                             | 5,447                          | 2.5                                 | 35.2                                     | 94.8                                 |
| 50 to 99 employees               | 5,407           | 0.3              | 4.7                   | 86.5                             | 2,130                          | 1.0                                 | 36.2                                     | 97.4                                 |
| 100 to 249 employees             | 10,700          | 0.5              | 5.2                   | 96.3                             | 1,298                          | 0.6                                 | 36.8                                     | 99.0                                 |
| 250 to 499 employees             | 1,550           | 0.1              | 5.3                   | 97.7                             | 396                            | 0.2                                 | 37.0                                     | 99.5                                 |
| 500 or more employees            | 2,516           | 0.1              | 5.4                   | 100.0                            | 414                            | 0.2                                 | 37.2                                     | 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 2017.

(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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.



**Table 1e**  
**2016 Imports by Company Type and Employment Size**

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

| Company Type and Employment Size   | Known Value (1)  | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Importers | % of Number of Identified Importers | Cum. % of Number of Identified Importers | Cum. % of Company Type Importers (2) |
|------------------------------------|------------------|------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------------|--|--------------------------------------|
| <b>All identified companies</b>    | <b>1,911,184</b> | <b>100.0</b>     | <b>100.0</b>          | <b>100.0</b>                     | <b>211,335</b>                 | <b>100.0</b>                        | <b>100.0</b>                             | <b>100.0</b>                         |
| no. employees unknown (3)          | 131,117          | 6.9              | 6.9                   | 6.9                              | 73,613                         | 34.8                                | 34.8                                     | 34.8                                 |
| 1 to 19 employees                  | 137,773          | 7.2              | 14.1                  | 14.1                             | 87,203                         | 41.3                                | 76.1                                     | 76.1                                 |
| 20 to 49 employees                 | 73,422           | 3.8              | 17.9                  | 17.9                             | 21,230                         | 10.0                                | 86.1                                     | 86.1                                 |
| 50 to 99 employees                 | 67,691           | 3.5              | 21.5                  | 21.5                             | 10,914                         | 5.2                                 | 91.3                                     | 91.3                                 |
| 100 to 249 employees               | 104,148          | 5.4              | 26.9                  | 26.9                             | 8,944                          | 4.2                                 | 95.5                                     | 95.5                                 |
| 250 to 499 employees               | 103,617          | 5.4              | 32.3                  | 32.3                             | 3,706                          | 1.8                                 | 97.3                                     | 97.3                                 |
| 500 or more employees              | 1,293,417        | 67.7             | 100.0                 | 100.0                            | 5,725                          | 2.7                                 | 100.0                                    | 100.0                                |
| <b>Manufacturers</b>               | <b>783,612</b>   | <b>41.0</b>      | <b>41.0</b>           | <b>100.0</b>                     | <b>39,009</b>                  | <b>18.5</b>                         | <b>18.5</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 31,523           | 1.6              | 1.6                   | 4.0                              | 7,827                          | 3.7                                 | 3.7                                      | 20.1                                 |
| 1 to 19 employees                  | 7,258            | 0.4              | 2.0                   | 4.9                              | 11,096                         | 5.3                                 | 9.0                                      | 48.5                                 |
| 20 to 49 employees                 | 7,160            | 0.4              | 2.4                   | 5.9                              | 6,622                          | 3.1                                 | 12.1                                     | 65.5                                 |
| 50 to 99 employees                 | 10,384           | 0.5              | 2.9                   | 7.2                              | 4,777                          | 2.3                                 | 14.3                                     | 77.7                                 |
| 100 to 249 employees               | 33,654           | 1.8              | 4.7                   | 11.5                             | 4,371                          | 2.1                                 | 16.4                                     | 88.9                                 |
| 250 to 499 employees               | 33,006           | 1.7              | 6.4                   | 15.7                             | 1,880                          | 0.9                                 | 17.3                                     | 93.8                                 |
| 500 or more employees              | 660,626          | 34.6             | 41.0                  | 100.0                            | 2,436                          | 1.2                                 | 18.5                                     | 100.0                                |
| <b>Wholesalers</b>                 | <b>668,032</b>   | <b>35.0</b>      | <b>35.0</b>           | <b>100.0</b>                     | <b>89,067</b>                  | <b>42.1</b>                         | <b>42.1</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 53,598           | 2.8              | 2.8                   | 8.0                              | 29,040                         | 13.7                                | 13.7                                     | 32.6                                 |
| 1 to 19 employees                  | 98,880           | 5.2              | 8.0                   | 22.8                             | 45,036                         | 21.3                                | 35.1                                     | 83.2                                 |
| 20 to 49 employees                 | 56,591           | 3.0              | 10.9                  | 31.3                             | 8,180                          | 3.9                                 | 38.9                                     | 92.4                                 |
| 50 to 99 employees                 | 48,916           | 2.6              | 13.5                  | 38.6                             | 3,160                          | 1.5                                 | 40.4                                     | 95.9                                 |
| 100 to 249 employees               | 53,234           | 2.8              | 16.3                  | 46.6                             | 2,139                          | 1.0                                 | 41.4                                     | 98.3                                 |
| 250 to 499 employees               | 46,810           | 2.4              | 18.7                  | 53.6                             | 726                            | 0.3                                 | 41.8                                     | 99.1                                 |
| 500 or more employees              | 310,003          | 16.2             | 35.0                  | 100.0                            | 786                            | 0.4                                 | 42.1                                     | 100.0                                |
| <b>Other companies (4)</b>         | <b>459,540</b>   | <b>24.0</b>      | <b>24.0</b>           | <b>100.0</b>                     | <b>83,259</b>                  | <b>39.4</b>                         | <b>39.4</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)          | 45,996           | 2.4              | 2.4                   | 10.0                             | 36,746                         | 17.4                                | 17.4                                     | 44.1                                 |
| 1 to 19 employees                  | 31,635           | 1.7              | 4.1                   | 16.9                             | 31,071                         | 14.7                                | 32.1                                     | 81.5                                 |
| 20 to 49 employees                 | 9,671            | 0.5              | 4.6                   | 19.0                             | 6,428                          | 3.0                                 | 35.1                                     | 89.2                                 |
| 50 to 99 employees                 | 8,390            | 0.4              | 5.0                   | 20.8                             | 2,977                          | 1.4                                 | 36.5                                     | 92.7                                 |
| 100 to 249 employees               | 17,260           | 0.9              | 5.9                   | 24.6                             | 2,434                          | 1.2                                 | 37.7                                     | 95.7                                 |
| 250 to 499 employees               | 23,801           | 1.2              | 7.2                   | 29.8                             | 1,100                          | 0.5                                 | 38.2                                     | 97.0                                 |
| 500 or more employees              | 322,787          | 16.9             | 24.0                  | 100.0                            | 2,503                          | 1.2                                 | 39.4                                     | 100.0                                |
| <b>Multiple location companies</b> | <b>1,458,033</b> | <b>76.3</b>      | <b>76.3</b>           | <b>100.0</b>                     | <b>20,126</b>                  | <b>9.5</b>                          | <b>9.5</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 1,159            | 0.1              | 0.1                   | 0.1                              | 210                            | 0.1                                 | 0.1                                      | 1.0                                  |
| 1 to 19 employees                  | 8,552            | 0.4              | 0.5                   | 0.7                              | 1,798                          | 0.9                                 | 1.0                                      | 10.0                                 |
| 20 to 49 employees                 | 15,415           | 0.8              | 1.3                   | 1.7                              | 2,938                          | 1.4                                 | 2.3                                      | 24.6                                 |
| 50 to 99 employees                 | 22,918           | 1.2              | 2.5                   | 3.3                              | 3,102                          | 1.5                                 | 3.8                                      | 40.0                                 |
| 100 to 249 employees               | 57,007           | 3.0              | 5.5                   | 7.2                              | 4,402                          | 2.1                                 | 5.9                                      | 61.9                                 |
| 250 to 499 employees               | 73,135           | 3.8              | 9.3                   | 12.2                             | 2,609                          | 1.2                                 | 7.1                                      | 74.8                                 |
| 500 or more employees              | 1,279,849        | 67.0             | 76.3                  | 100.0                            | 5,067                          | 2.4                                 | 9.5                                      | 100.0                                |
| <b>Manufacturers</b>               | <b>698,574</b>   | <b>36.6</b>      | <b>36.6</b>           | <b>100.0</b>                     | <b>7,575</b>                   | <b>3.6</b>                          | <b>3.6</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 141              | 0.0              | 0.0                   | 0.0                              | 30                             | 0.0                                 | 0.0                                      | 0.4                                  |
| 1 to 19 employees                  | 215              | 0.0              | 0.0                   | 0.1                              | 170                            | 0.1                                 | 0.1                                      | 2.6                                  |
| 20 to 49 employees                 | 1,030            | 0.1              | 0.1                   | 0.2                              | 596                            | 0.3                                 | 0.4                                      | 10.5                                 |
| 50 to 99 employees                 | 2,953            | 0.2              | 0.2                   | 0.6                              | 1,146                          | 0.5                                 | 0.9                                      | 25.6                                 |
| 100 to 249 employees               | 18,943           | 1.0              | 1.2                   | 3.3                              | 2,035                          | 1.0                                 | 1.9                                      | 52.5                                 |
| 250 to 499 employees               | 22,413           | 1.2              | 2.4                   | 6.5                              | 1,334                          | 0.6                                 | 2.5                                      | 70.1                                 |
| 500 or more employees              | 652,878          | 34.2             | 36.6                  | 100.0                            | 2,264                          | 1.1                                 | 3.6                                      | 100.0                                |
| <b>Wholesalers</b>                 | <b>401,855</b>   | <b>21.0</b>      | <b>21.0</b>           | <b>100.0</b>                     | <b>6,178</b>                   | <b>2.9</b>                          | <b>2.9</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)          | 848              | 0.0              | 0.0                   | 0.2                              | 102                            | 0.0                                 | 0.0                                      | 1.7                                  |
| 1 to 19 employees                  | 6,217            | 0.3              | 0.4                   | 1.8                              | 968                            | 0.5                                 | 0.5                                      | 17.3                                 |
| 20 to 49 employees                 | 11,985           | 0.6              | 1.0                   | 4.7                              | 1,425                          | 0.7                                 | 1.2                                      | 40.4                                 |
| 50 to 99 employees                 | 17,807           | 0.9              | 1.9                   | 9.2                              | 1,146                          | 0.5                                 | 1.7                                      | 58.9                                 |
| 100 to 249 employees               | 31,097           | 1.6              | 3.6                   | 16.9                             | 1,246                          | 0.6                                 | 2.3                                      | 79.1                                 |
| 250 to 499 employees               | 27,949           | 1.5              | 5.0                   | 23.9                             | 563                            | 0.3                                 | 2.6                                      | 88.2                                 |
| 500 or more employees              | 305,954          | 16.0             | 21.0                  | 100.0                            | 728                            | 0.3                                 | 2.9                                      | 100.0                                |

**Table 1e**  
**2016 Imports by Company Type and Employment Size**

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

| Company Type and Employment Size | Known Value (1) | % of Known Value | Cum. % of Known Value | Cum. % of Company Type Value (2) | Number of Identified Importers | % of Number of Identified Importers | Cum. % of Number of Identified Importers | Cum. % of Company Type Importers (2) |
|----------------------------------|-----------------|------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------------|--|--------------------------------------|
| <b>Other companies (4)</b>       | <b>357,604</b>  | <b>18.7</b>      | <b>18.7</b>           | <b>100.0</b>                     | <b>6,373</b>                   | <b>3.0</b>                          | <b>3.0</b>                               | <b>100.0</b>                         |
| no. employees unknown (3)        | 170             | 0.0              | 0.0                   | 0.0                              | 78                             | 0.0                                 | 0.0                                      | 1.2                                  |
| 1 to 19 employees                | 2,120           | 0.1              | 0.1                   | 0.6                              | 660                            | 0.3                                 | 0.3                                      | 11.6                                 |
| 20 to 49 employees               | 2,400           | 0.1              | 0.2                   | 1.3                              | 917                            | 0.4                                 | 0.8                                      | 26.0                                 |
| 50 to 99 employees               | 2,157           | 0.1              | 0.4                   | 1.9                              | 810                            | 0.4                                 | 1.2                                      | 38.7                                 |
| 100 to 249 employees             | 6,967           | 0.4              | 0.7                   | 3.9                              | 1,121                          | 0.5                                 | 1.7                                      | 56.3                                 |
| 250 to 499 employees             | 22,772          | 1.2              | 1.9                   | 10.2                             | 712                            | 0.3                                 | 2.0                                      | 67.4                                 |
| 500 or more employees            | 321,017         | 16.8             | 18.7                  | 100.0                            | 2,075                          | 1.0                                 | 3.0                                      | 100.0                                |
| <b>Single location companies</b> | <b>453,151</b>  | <b>23.7</b>      | <b>23.7</b>           | <b>100.0</b>                     | <b>191,209</b>                 | <b>90.5</b>                         | <b>90.5</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 129,959         | 6.8              | 6.8                   | 28.7                             | 73,403                         | 34.7                                | 34.7                                     | 38.4                                 |
| 1 to 19 employees                | 129,222         | 6.8              | 13.6                  | 57.2                             | 85,405                         | 40.4                                | 75.1                                     | 83.1                                 |
| 20 to 49 employees               | 58,007          | 3.0              | 16.6                  | 70.0                             | 18,292                         | 8.7                                 | 83.8                                     | 92.6                                 |
| 50 to 99 employees               | 44,773          | 2.3              | 18.9                  | 79.9                             | 7,812                          | 3.7                                 | 87.5                                     | 96.7                                 |
| 100 to 249 employees             | 47,141          | 2.5              | 21.4                  | 90.3                             | 4,542                          | 2.1                                 | 89.6                                     | 99.1                                 |
| 250 to 499 employees             | 30,482          | 1.6              | 23.0                  | 97.0                             | 1,097                          | 0.5                                 | 90.2                                     | 99.7                                 |
| 500 or more employees            | 13,568          | 0.7              | 23.7                  | 100.0                            | 658                            | 0.3                                 | 90.5                                     | 100.0                                |
| <b>Manufacturers</b>             | <b>85,039</b>   | <b>4.4</b>       | <b>4.4</b>            | <b>100.0</b>                     | <b>31,434</b>                  | <b>14.9</b>                         | <b>14.9</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 31,382          | 1.6              | 1.6                   | 36.9                             | 7,797                          | 3.7                                 | 3.7                                      | 24.8                                 |
| 1 to 19 employees                | 7,044           | 0.4              | 2.0                   | 45.2                             | 10,926                         | 5.2                                 | 8.9                                      | 59.6                                 |
| 20 to 49 employees               | 6,130           | 0.3              | 2.3                   | 52.4                             | 6,026                          | 2.9                                 | 11.7                                     | 78.7                                 |
| 50 to 99 employees               | 7,431           | 0.4              | 2.7                   | 61.1                             | 3,631                          | 1.7                                 | 13.4                                     | 90.3                                 |
| 100 to 249 employees             | 14,711          | 0.8              | 3.5                   | 78.4                             | 2,336                          | 1.1                                 | 14.5                                     | 97.7                                 |
| 250 to 499 employees             | 10,592          | 0.6              | 4.0                   | 90.9                             | 546                            | 0.3                                 | 14.8                                     | 99.5                                 |
| 500 or more employees            | 7,748           | 0.4              | 4.4                   | 100.0                            | 172                            | 0.1                                 | 14.9                                     | 100.0                                |
| <b>Wholesalers</b>               | <b>266,176</b>  | <b>13.9</b>      | <b>13.9</b>           | <b>100.0</b>                     | <b>82,889</b>                  | <b>39.2</b>                         | <b>39.2</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 52,750          | 2.8              | 2.8                   | 19.8                             | 28,938                         | 13.7                                | 13.7                                     | 34.9                                 |
| 1 to 19 employees                | 92,663          | 4.8              | 7.6                   | 54.6                             | 44,068                         | 20.9                                | 34.5                                     | 88.1                                 |
| 20 to 49 employees               | 44,606          | 2.3              | 9.9                   | 71.4                             | 6,755                          | 3.2                                 | 37.7                                     | 96.2                                 |
| 50 to 99 employees               | 31,108          | 1.6              | 11.6                  | 83.1                             | 2,014                          | 1.0                                 | 38.7                                     | 98.7                                 |
| 100 to 249 employees             | 22,137          | 1.2              | 12.7                  | 91.4                             | 893                            | 0.4                                 | 39.1                                     | 99.7                                 |
| 250 to 499 employees             | 18,862          | 1.0              | 13.7                  | 98.5                             | 163                            | 0.1                                 | 39.2                                     | 99.9                                 |
| 500 or more employees            | 4,050           | 0.2              | 13.9                  | 100.0                            | 58                             | 0.0                                 | 39.2                                     | 100.0                                |
| <b>Other companies (4)</b>       | <b>101,936</b>  | <b>5.3</b>       | <b>5.3</b>            | <b>100.0</b>                     | <b>76,886</b>                  | <b>36.4</b>                         | <b>36.4</b>                              | <b>100.0</b>                         |
| no. employees unknown (3)        | 45,826          | 2.4              | 2.4                   | 45.0                             | 36,668                         | 17.4                                | 17.4                                     | 47.7                                 |
| 1 to 19 employees                | 29,515          | 1.5              | 3.9                   | 73.9                             | 30,411                         | 14.4                                | 31.7                                     | 87.2                                 |
| 20 to 49 employees               | 7,272           | 0.4              | 4.3                   | 81.0                             | 5,511                          | 2.6                                 | 34.3                                     | 94.4                                 |
| 50 to 99 employees               | 6,233           | 0.3              | 4.6                   | 87.2                             | 2,167                          | 1.0                                 | 35.4                                     | 97.2                                 |
| 100 to 249 employees             | 10,292          | 0.5              | 5.2                   | 97.3                             | 1,313                          | 0.6                                 | 36.0                                     | 98.9                                 |
| 250 to 499 employees             | 1,028           | 0.1              | 5.2                   | 98.3                             | 388                            | 0.2                                 | 36.2                                     | 99.4                                 |
| 500 or more employees            | 1,770           | 0.1              | 5.3                   | 100.0                            | 428                            | 0.2                                 | 36.4                                     | 100.0                                |

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

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

(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 2016.

(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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 1f**  
**Percent Difference Between the 2016 and 2017 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 |                |                |              |
|------------------------------------|------------------|------------------|----------------|--------------|--------------------------------|----------------|----------------|--------------|
|                                    | 2016             | 2017             | Net Difference | % Difference | 2016                           | 2017           | Net Difference | % Difference |
| <b>All identified companies</b>    | <b>1,911,184</b> | <b>2,032,453</b> | <b>121,269</b> | <b>6.3</b>   | <b>211,335</b>                 | <b>218,585</b> | <b>7,250</b>   | <b>3.4</b>   |
| no. employees unknown (2)          | 131,117          | 141,315          | 10,198         | 7.8          | 73,613                         | 77,594         | 3,981          | 5.4          |
| 1 to 19 employees                  | 137,773          | 140,076          | 2,303          | 1.7          | 87,203                         | 89,862         | 2,659          | 3.0          |
| 20 to 49 employees                 | 73,422           | 77,753           | 4,331          | 5.9          | 21,230                         | 21,378         | 148            | 0.7          |
| 50 to 99 employees                 | 67,691           | 65,475           | -2,216         | -3.3         | 10,914                         | 10,885         | -29            | -0.3         |
| 100 to 249 employees               | 104,148          | 106,014          | 1,866          | 1.8          | 8,944                          | 9,103          | 159            | 1.8          |
| 250 to 499 employees               | 103,617          | 105,875          | 2,258          | 2.2          | 3,706                          | 3,867          | 161            | 4.3          |
| 500 or more employees              | 1,293,417        | 1,395,946        | 102,530        | 7.9          | 5,725                          | 5,896          | 171            | 3.0          |
| <b>Manufacturers</b>               | <b>783,612</b>   | <b>881,121</b>   | <b>97,509</b>  | <b>12.4</b>  | <b>39,009</b>                  | <b>40,029</b>  | <b>1,020</b>   | <b>2.6</b>   |
| no. employees unknown (2)          | 31,523           | 31,116           | -408           | -1.3         | 7,827                          | 8,312          | 485            | 6.2          |
| 1 to 19 employees                  | 7,258            | 7,334            | 75             | 1.0          | 11,096                         | 11,542         | 446            | 4.0          |
| 20 to 49 employees                 | 7,160            | 7,157            | -3             | 0.0          | 6,622                          | 6,713          | 91             | 1.4          |
| 50 to 99 employees                 | 10,384           | 10,203           | -181           | -1.7         | 4,777                          | 4,580          | -197           | -4.1         |
| 100 to 249 employees               | 33,654           | 33,394           | -260           | -0.8         | 4,371                          | 4,437          | 66             | 1.5          |
| 250 to 499 employees               | 33,006           | 32,146           | -860           | -2.6         | 1,880                          | 1,937          | 57             | 3.0          |
| 500 or more employees              | 660,626          | 759,771          | 99,145         | 15.0         | 2,436                          | 2,508          | 72             | 3.0          |
| <b>Wholesalers</b>                 | <b>668,032</b>   | <b>681,619</b>   | <b>13,587</b>  | <b>2.0</b>   | <b>89,067</b>                  | <b>90,242</b>  | <b>1,175</b>   | <b>1.3</b>   |
| no. employees unknown (2)          | 53,598           | 61,130           | 7,532          | 14.1         | 29,040                         | 29,869         | 829            | 2.9          |
| 1 to 19 employees                  | 98,880           | 99,791           | 911            | 0.9          | 45,036                         | 45,338         | 302            | 0.7          |
| 20 to 49 employees                 | 56,591           | 59,461           | 2,871          | 5.1          | 8,180                          | 8,067          | -113           | -1.4         |
| 50 to 99 employees                 | 48,916           | 46,624           | -2,291         | -4.7         | 3,160                          | 3,191          | 31             | 1.0          |
| 100 to 249 employees               | 53,234           | 53,481           | 247            | 0.5          | 2,139                          | 2,157          | 18             | 0.8          |
| 250 to 499 employees               | 46,810           | 50,071           | 3,260          | 7.0          | 726                            | 781            | 55             | 7.6          |
| 500 or more employees              | 310,003          | 311,061          | 1,058          | 0.3          | 786                            | 839            | 53             | 6.7          |
| <b>Other companies (3)</b>         | <b>459,540</b>   | <b>469,713</b>   | <b>10,173</b>  | <b>2.2</b>   | <b>83,259</b>                  | <b>88,314</b>  | <b>5,055</b>   | <b>6.1</b>   |
| no. employees unknown (2)          | 45,996           | 49,069           | 3,073          | 6.7          | 36,746                         | 39,413         | 2,667          | 7.3          |
| 1 to 19 employees                  | 31,635           | 32,952           | 1,316          | 4.2          | 31,071                         | 32,982         | 1,911          | 6.2          |
| 20 to 49 employees                 | 9,671            | 11,134           | 1,462          | 15.1         | 6,428                          | 6,598          | 170            | 2.6          |
| 50 to 99 employees                 | 8,390            | 8,647            | 257            | 3.1          | 2,977                          | 3,114          | 137            | 4.6          |
| 100 to 249 employees               | 17,260           | 19,139           | 1,879          | 10.9         | 2,434                          | 2,509          | 75             | 3.1          |
| 250 to 499 employees               | 23,801           | 23,658           | -142           | -0.6         | 1,100                          | 1,149          | 49             | 4.5          |
| 500 or more employees              | 322,787          | 325,114          | 2,327          | 0.7          | 2,503                          | 2,549          | 46             | 1.8          |
| <b>Multiple location companies</b> | <b>1,458,033</b> | <b>1,575,548</b> | <b>117,515</b> | <b>8.1</b>   | <b>20,126</b>                  | <b>21,837</b>  | <b>1,711</b>   | <b>8.5</b>   |
| no. employees unknown (2)          | 1,159            | 1,867            | 709            | 61.2         | 210                            | 182            | -28            | -13.3        |
| 1 to 19 employees                  | 8,552            | 8,902            | 350            | 4.1          | 1,798                          | 2,159          | 361            | 20.1         |
| 20 to 49 employees                 | 15,415           | 17,413           | 1,998          | 13.0         | 2,938                          | 3,442          | 504            | 17.2         |
| 50 to 99 employees                 | 22,918           | 25,118           | 2,200          | 9.6          | 3,102                          | 3,395          | 293            | 9.4          |
| 100 to 249 employees               | 57,007           | 60,928           | 3,921          | 6.9          | 4,402                          | 4,617          | 215            | 4.9          |
| 250 to 499 employees               | 73,135           | 78,923           | 5,789          | 7.9          | 2,609                          | 2,791          | 182            | 7.0          |
| 500 or more employees              | 1,279,849        | 1,382,396        | 102,548        | 8.0          | 5,067                          | 5,251          | 184            | 3.6          |
| <b>Manufacturers</b>               | <b>698,574</b>   | <b>798,489</b>   | <b>99,915</b>  | <b>14.3</b>  | <b>7,575</b>                   | <b>7,838</b>   | <b>263</b>     | <b>3.5</b>   |
| no. employees unknown (2)          | 141              | 332              | 191            | 135.2        | 30                             | 54             | 24             | 80.0         |
| 1 to 19 employees                  | 215              | 325              | 111            | 51.5         | 170                            | 186            | 16             | 9.4          |
| 20 to 49 employees                 | 1,030            | 1,173            | 142            | 13.8         | 596                            | 675            | 79             | 13.3         |
| 50 to 99 employees                 | 2,953            | 3,458            | 504            | 17.1         | 1,146                          | 1,107          | -39            | -3.4         |
| 100 to 249 employees               | 18,943           | 17,988           | -954           | -5.0         | 2,035                          | 2,082          | 47             | 2.3          |
| 250 to 499 employees               | 22,413           | 22,794           | 381            | 1.7          | 1,334                          | 1,402          | 68             | 5.1          |
| 500 or more employees              | 652,878          | 752,419          | 99,541         | 15.2         | 2,264                          | 2,332          | 68             | 3.0          |
| <b>Wholesalers</b>                 | <b>401,855</b>   | <b>416,894</b>   | <b>15,039</b>  | <b>3.7</b>   | <b>6,178</b>                   | <b>6,906</b>   | <b>728</b>     | <b>11.8</b>  |
| no. employees unknown (2)          | 848              | 1,164            | 316            | 37.3         | 102                            | 69             | -33            | -32.4        |
| 1 to 19 employees                  | 6,217            | 7,057            | 841            | 13.5         | 968                            | 1,173          | 205            | 21.2         |
| 20 to 49 employees                 | 11,985           | 14,352           | 2,367          | 19.8         | 1,425                          | 1,616          | 191            | 13.4         |
| 50 to 99 employees                 | 17,807           | 18,420           | 613            | 3.4          | 1,146                          | 1,304          | 158            | 13.8         |
| 100 to 249 employees               | 31,097           | 34,500           | 3,403          | 10.9         | 1,246                          | 1,324          | 78             | 6.3          |
| 250 to 499 employees               | 27,949           | 34,021           | 6,073          | 21.7         | 563                            | 636            | 73             | 13.0         |
| 500 or more employees              | 305,954          | 307,380          | 1,426          | 0.5          | 728                            | 784            | 56             | 7.7          |

**Table 1f**  
**Percent Difference Between the 2016 and 2017 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 |                |                |              |
|----------------------------------|-----------------|----------------|----------------|--------------|--------------------------------|----------------|----------------|--------------|
|                                  | 2016            | 2017           | Net Difference | % Difference | 2016                           | 2017           | Net Difference | % Difference |
| <b>Other companies (3)</b>       | <b>357,604</b>  | <b>360,165</b> | <b>2,561</b>   | <b>0.7</b>   | <b>6,373</b>                   | <b>7,093</b>   | <b>720</b>     | <b>11.3</b>  |
| no. employees unknown (2)        | 170             | 371            | 202            | 118.7        | 78                             | 59             | -19            | -24.4        |
| 1 to 19 employees                | 2,120           | 1,519          | -601           | -28.4        | 660                            | 800            | 140            | 21.2         |
| 20 to 49 employees               | 2,400           | 1,889          | -511           | -21.3        | 917                            | 1,151          | 234            | 25.5         |
| 50 to 99 employees               | 2,157           | 3,240          | 1,083          | 50.2         | 810                            | 984            | 174            | 21.5         |
| 100 to 249 employees             | 6,967           | 8,440          | 1,472          | 21.1         | 1,121                          | 1,211          | 90             | 8.0          |
| 250 to 499 employees             | 22,772          | 22,108         | -664           | -2.9         | 712                            | 753            | 41             | 5.8          |
| 500 or more employees            | 321,017         | 322,598        | 1,581          | 0.5          | 2,075                          | 2,135          | 60             | 2.9          |
| <b>Single location companies</b> | <b>453,151</b>  | <b>456,905</b> | <b>3,754</b>   | <b>0.8</b>   | <b>191,209</b>                 | <b>196,748</b> | <b>5,539</b>   | <b>2.9</b>   |
| no. employees unknown (2)        | 129,959         | 139,448        | 9,489          | 7.3          | 73,403                         | 77,412         | 4,009          | 5.5          |
| 1 to 19 employees                | 129,222         | 131,175        | 1,953          | 1.5          | 85,405                         | 87,703         | 2,298          | 2.7          |
| 20 to 49 employees               | 58,007          | 60,339         | 2,332          | 4.0          | 18,292                         | 17,936         | -356           | -1.9         |
| 50 to 99 employees               | 44,773          | 40,356         | -4,416         | -9.9         | 7,812                          | 7,490          | -322           | -4.1         |
| 100 to 249 employees             | 47,141          | 45,086         | -2,055         | -4.4         | 4,542                          | 4,486          | -56            | -1.2         |
| 250 to 499 employees             | 30,482          | 26,951         | -3,531         | -11.6        | 1,097                          | 1,076          | -21            | -1.9         |
| 500 or more employees            | 13,568          | 13,550         | -18            | -0.1         | 658                            | 645            | -13            | -2.0         |
| <b>Manufacturers</b>             | <b>85,039</b>   | <b>82,632</b>  | <b>-2,406</b>  | <b>-2.8</b>  | <b>31,434</b>                  | <b>32,191</b>  | <b>757</b>     | <b>2.4</b>   |
| no. employees unknown (2)        | 31,382          | 30,784         | -598           | -1.9         | 7,797                          | 8,258          | 461            | 5.9          |
| 1 to 19 employees                | 7,044           | 7,008          | -35            | -0.5         | 10,926                         | 11,356         | 430            | 3.9          |
| 20 to 49 employees               | 6,130           | 5,985          | -145           | -2.4         | 6,026                          | 6,038          | 12             | 0.2          |
| 50 to 99 employees               | 7,431           | 6,745          | -686           | -9.2         | 3,631                          | 3,473          | -158           | -4.4         |
| 100 to 249 employees             | 14,711          | 15,406         | 694            | 4.7          | 2,336                          | 2,355          | 19             | 0.8          |
| 250 to 499 employees             | 10,592          | 9,351          | -1,241         | -11.7        | 546                            | 535            | -11            | -2           |
| 500 or more employees            | 7,748           | 7,353          | -396           | -5.1         | 172                            | 176            | 4              | 2.3          |
| <b>Wholesalers</b>               | <b>266,176</b>  | <b>264,724</b> | <b>-1,452</b>  | <b>-0.5</b>  | <b>82,889</b>                  | <b>83,336</b>  | <b>447</b>     | <b>0.5</b>   |
| no. employees unknown (2)        | 52,750          | 59,966         | 7,215          | 13.7         | 28,938                         | 29,800         | 862            | 3            |
| 1 to 19 employees                | 92,663          | 92,734         | 71             | 0.1          | 44,068                         | 44,165         | 97             | 0.2          |
| 20 to 49 employees               | 44,606          | 45,109         | 504            | 1.1          | 6,755                          | 6,451          | -304           | -4.5         |
| 50 to 99 employees               | 31,108          | 28,204         | -2,904         | -9.3         | 2,014                          | 1,887          | -127           | -6.3         |
| 100 to 249 employees             | 22,137          | 18,981         | -3,156         | -14.3        | 893                            | 833            | -60            | -6.7         |
| 250 to 499 employees             | 18,862          | 16,049         | -2,812         | -14.9        | 163                            | 145            | -18            | -11          |
| 500 or more employees            | 4,050           | 3,681          | -368           | -9.1         | 58                             | 55             | -3             | -5.2         |
| <b>Other companies (3)</b>       | <b>101,936</b>  | <b>109,548</b> | <b>7,612</b>   | <b>7.5</b>   | <b>76,886</b>                  | <b>81,221</b>  | <b>4,335</b>   | <b>5.6</b>   |
| no. employees unknown (2)        | 45,826          | 48,698         | 2,872          | 6.3          | 36,668                         | 39,354         | 2,686          | 7.3          |
| 1 to 19 employees                | 29,515          | 31,433         | 1,918          | 6.5          | 30,411                         | 32,182         | 1,771          | 5.8          |
| 20 to 49 employees               | 7,272           | 9,245          | 1,973          | 27.1         | 5,511                          | 5,447          | -64            | -1.2         |
| 50 to 99 employees               | 6,233           | 5,407          | -826           | -13.3        | 2,167                          | 2,130          | -37            | -1.7         |
| 100 to 249 employees             | 10,292          | 10,700         | 407            | 4.0          | 1,313                          | 1,298          | -15            | -1.1         |
| 250 to 499 employees             | 1,028           | 1,550          | 522            | 50.8         | 388                            | 396            | 8              | 2.1          |
| 500 or more employees            | 1,770           | 2,516          | 746            | 42.1         | 428                            | 414            | -14            | -3.3         |

(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 2016 or 2017.

(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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 1g**  
**2017 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>86,523</b>                  | <b>1,191,753</b>  | <b>100.0</b>            | <b>1,887,653</b> | <b>100.0</b>            |
| no. employees unknown (2)          | 14,466                         | 60,640  | 5.1                     | 85,842           | 4.5                     |
| 1 to 19 employees                  | 36,066                         | 35,784  | 3.0                     | 88,052           | 4.7                     |
| 20 to 49 employees                 | 13,352                         | 29,450  | 2.5                     | 66,056           | 3.5                     |
| 50 to 99 employees                 | 7,683                          | 30,485  | 2.6                     | 60,561           | 3.2                     |
| 100 to 249 employees               | 6,901                          | 78,819  | 6.6                     | 95,730           | 5.1                     |
| 250 to 499 employees               | 3,074                          | 53,296  | 4.5                     | 101,807          | 5.4                     |
| 500 or more employees              | 4,981                          | 903,278   | 75.8                    | 1,389,605        | 73.6                    |
| <b>Manufacturers</b>               | <b>26,033</b>                  | <b>796,561</b>  | <b>66.8</b>             | <b>869,171</b>   | <b>46.0</b>             |
| no. employees unknown (2)          | 3,053                          | 25,961  | 2.2                     | 24,394           | 1.3                     |
| 1 to 19 employees                  | 6,001                          | 3,827   | 0.3                     | 5,253            | 0.3                     |
| 20 to 49 employees                 | 4,945                          | 6,117   | 0.5                     | 6,246            | 0.3                     |
| 50 to 99 employees                 | 3,840                          | 10,658  | 0.9                     | 9,597            | 0.5                     |
| 100 to 249 employees               | 3,936                          | 41,431  | 3.5                     | 32,668           | 1.7                     |
| 250 to 499 employees               | 1,806                          | 31,057  | 2.6                     | 31,646           | 1.7                     |
| 500 or more employees              | 2,452                          | 677,509   | 56.8                    | 759,368          | 40.2                    |
| <b>Wholesalers</b>                 | <b>40,367</b>                  | <b>240,307</b>  | <b>20.2</b>             | <b>611,365</b>   | <b>32.4</b>             |
| no. employees unknown (2)          | 6,729                          | 24,296  | 2.0                     | 36,621           | 1.9                     |
| 1 to 19 employees                  | 21,874                         | 24,352  | 2.0                     | 69,815           | 3.7                     |
| 20 to 49 employees                 | 5,955                          | 16,680  | 1.4                     | 51,026           | 2.7                     |
| 50 to 99 employees                 | 2,568                          | 13,338  | 1.1                     | 43,872           | 2.3                     |
| 100 to 249 employees               | 1,779                          | 26,169  | 2.2                     | 51,692           | 2.7                     |
| 250 to 499 employees               | 674                            | 14,165  | 1.2                     | 48,860           | 2.6                     |
| 500 or more employees              | 788                            | 121,306   | 10.2                    | 309,479          | 16.4                    |
| <b>Other companies (3)</b>         | <b>20,123</b>                  | <b>154,885</b>  | <b>13.0</b>             | <b>407,117</b>   | <b>21.6</b>             |
| no. employees unknown (2)          | 4,684                          | 10,383  | 0.9                     | 24,827           | 1.3                     |
| 1 to 19 employees                  | 8,191                          | 7,605   | 0.6                     | 12,984           | 0.7                     |
| 20 to 49 employees                 | 2,452                          | 6,653   | 0.6                     | 8,784            | 0.5                     |
| 50 to 99 employees                 | 1,275                          | 6,489   | 0.5                     | 7,093            | 0.4                     |
| 100 to 249 employees               | 1,186                          | 11,219  | 0.9                     | 11,371           | 0.6                     |
| 250 to 499 employees               | 594                            | 8,074   | 0.7                     | 21,301           | 1.1                     |
| 500 or more employees              | 1,741                          | 104,463   | 8.8                     | 320,758          | 17.0                    |
| <b>Multiple location companies</b> | <b>16,570</b>                  | <b>1,006,983</b>  | <b>84.5</b>             | <b>1,558,474</b> | <b>82.6</b>             |
| no. employees unknown (2)          | 138                            | 605   | 0.1                     | 1,834            | 0.1                     |
| 1 to 19 employees                  | 1,155                          | 2,426   | 0.2                     | 6,907            | 0.4                     |
| 20 to 49 employees                 | 2,237                          | 7,098   | 0.6                     | 15,322           | 0.8                     |
| 50 to 99 employees                 | 2,503                          | 9,700   | 0.8                     | 23,277           | 1.2                     |
| 100 to 249 employees               | 3,651                          | 48,218  | 4.0                     | 59,220           | 3.1                     |
| 250 to 499 employees               | 2,308                          | 44,333  | 3.7                     | 75,529           | 4.0                     |
| 500 or more employees              | 4,578                          | 894,603   | 75.1                    | 1,376,384        | 72.9                    |
| <b>Manufacturers</b>               | <b>7,220</b>                   | <b>721,221</b>  | <b>60.5</b>             | <b>797,374</b>   | <b>42.2</b>             |
| no. employees unknown (2)          | 49                             | (D)   | (D)                     | 331              | 0.0                     |
| 1 to 19 employees                  | 128                            | 217   | 0.0                     | 275              | 0.0                     |
| 20 to 49 employees                 | 541                            | 863   | 0.1                     | 1,123            | 0.1                     |
| 50 to 99 employees                 | 979                            | 3,355   | 0.3                     | 3,316            | 0.2                     |
| 100 to 249 employees               | 1,913                          | 18,488  | 1.6                     | (D)              | (D)                     |
| 250 to 499 employees               | 1,327                          | (D)   | (D)                     | 22,603           | 1.2                     |
| 500 or more employees              | 2,283                          | 672,098   | 56.4                    | (D)              | (D)                     |
| <b>Wholesalers</b>                 | <b>5,534</b>                   | <b>162,698</b>  | <b>13.7</b>             | <b>409,799</b>   | <b>21.7</b>             |
| no. employees unknown (2)          | 60                             | (D)   | (D)                     | 1,155            | 0.1                     |
| 1 to 19 employees                  | 762                            | 1,730   | 0.1                     | 6,063            | 0.3                     |
| 20 to 49 employees                 | 1,229                          | 4,445   | 0.4                     | 12,669           | 0.7                     |
| 50 to 99 employees                 | 1,072                          | 4,395   | 0.4                     | 17,383           | 0.9                     |
| 100 to 249 employees               | 1,117                          | 20,563  | 1.7                     | 33,624           | 1.8                     |
| 250 to 499 employees               | 555                            | (D)   | (D)                     | 33,044           | 1.8                     |
| 500 or more employees              | 739                            | 119,674   | 10.0                    | 305,860          | 16.2                    |

**Table 1g**  
**2017 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>3,816</b>                   | <b>123,063</b>  | <b>10.3</b>             | <b>351,301</b> | <b>18.6</b>             |
| no. employees unknown (2)        | 29                             | (D)   | (D)                     | 348            | 0.0                     |
| 1 to 19 employees                | 265                            | 480   | 0.0                     | 569            | 0.0                     |
| 20 to 49 employees               | 467                            | 1,791   | 0.2                     | 1,529          | 0.1                     |
| 50 to 99 employees               | 452                            | 1,949   | 0.2                     | 2,578          | 0.1                     |
| 100 to 249 employees             | 621                            | 9,167   | 0.8                     | (D)            | (D)                     |
| 250 to 499 employees             | 426                            | (D)   | (D)                     | 19,882         | 1.1                     |
| 500 or more employees            | 1,556                          | 102,831   | 8.6                     | (D)            | (D)                     |
| <b>Single location companies</b> | <b>69,953</b>                  | <b>184,770</b>  | <b>15.5</b>             | <b>329,180</b> | <b>17.4</b>             |
| no. employees unknown (2)        | 14,328                         | 60,035  | 5.0                     | 84,007         | 4.5                     |
| 1 to 19 employees                | 34,911                         | 33,358  | 2.8                     | 81,144         | 4.3                     |
| 20 to 49 employees               | 11,115                         | 22,352  | 1.9                     | 50,734         | 2.7                     |
| 50 to 99 employees               | 5,180                          | 20,786  | 1.7                     | 37,285         | 2.0                     |
| 100 to 249 employees             | 3,250                          | 30,601  | 2.6                     | 36,510         | 1.9                     |
| 250 to 499 employees             | 766                            | 8,963   | 0.8                     | 26,278         | 1.4                     |
| 500 or more employees            | 403                            | 8,675   | 0.7                     | 13,221         | 0.7                     |
| <b>Manufacturers</b>             | <b>18,813</b>                  | <b>75,339</b>   | <b>6.3</b>              | <b>71,798</b>  | <b>3.8</b>              |
| no. employees unknown (2)        | 3,004                          | (D)   | (D)                     | 24,063         | 1.3                     |
| 1 to 19 employees                | 5,873                          | 3,610   | 0.3                     | 4,978          | 0.3                     |
| 20 to 49 employees               | 4,404                          | 5,255   | 0.4                     | 5,122          | 0.3                     |
| 50 to 99 employees               | 2,861                          | 7,303   | 0.6                     | 6,281          | 0.3                     |
| 100 to 249 employees             | 2,023                          | 22,942  | 1.9                     | (D)            | (D)                     |
| 250 to 499 employees             | 479                            | (D)   | (D)                     | 9,043          | 0.5                     |
| 500 or more employees            | 169                            | 5,411   | 0.5                     | (D)            | (D)                     |
| <b>Wholesalers</b>               | <b>34,833</b>                  | <b>77,608</b>   | <b>6.5</b>              | <b>201,566</b> | <b>10.7</b>             |
| no. employees unknown (2)        | 6,669                          | (D)   | (D)                     | 35,466         | 1.9                     |
| 1 to 19 employees                | 21,112                         | 22,623  | 1.9                     | 63,752         | 3.4                     |
| 20 to 49 employees               | 4,726                          | 12,235  | 1.0                     | 38,357         | 2.0                     |
| 50 to 99 employees               | 1,496                          | 8,943   | 0.8                     | 26,489         | 1.4                     |
| 100 to 249 employees             | 662                            | 5,607   | 0.5                     | 18,068         | 1.0                     |
| 250 to 499 employees             | 119                            | (D)   | (D)                     | 15,816         | 0.8                     |
| 500 or more employees            | 49                             | 1,632   | 0.1                     | 3,619          | 0.2                     |
| <b>Other companies (3)</b>       | <b>16,307</b>                  | <b>31,822</b>   | <b>2.7</b>              | <b>55,816</b>  | <b>3.0</b>              |
| no. employees unknown (2)        | 4,655                          | (D)   | (D)                     | 24,479         | 1.3                     |
| 1 to 19 employees                | 7,926                          | 7,125   | 0.6                     | 12,415         | 0.7                     |
| 20 to 49 employees               | 1,985                          | 4,862   | 0.4                     | 7,255          | 0.4                     |
| 50 to 99 employees               | 823                            | 4,540   | 0.4                     | 4,515          | 0.2                     |
| 100 to 249 employees             | 565                            | 2,052   | 0.2                     | (D)            | (D)                     |
| 250 to 499 employees             | 168                            | (D)   | (D)                     | 1,419          | 0.1                     |
| 500 or more employees            | 185                            | 1,632   | 0.1                     | (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 2016 or 2017.

(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 table is compiled using data from export and import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 1h**  
**2016 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>85,732</b>                  | <b>1,114,232</b>  | <b>100.0</b>            | <b>1,767,441</b> | <b>100.0</b>            |
| no. employees unknown (2)          | 13,906                         | 44,869  | 4.0                     | 78,410           | 4.4                     |
| 1 to 19 employees                  | 35,779                         | 35,457  | 3.2                     | 86,309           | 4.9                     |
| 20 to 49 employees                 | 13,457                         | 27,871  | 2.5                     | 62,076           | 3.5                     |
| 50 to 99 employees                 | 7,861                          | 29,243  | 2.6                     | 63,367           | 3.6                     |
| 100 to 249 employees               | 6,907                          | 74,440  | 6.7                     | 92,676           | 5.2                     |
| 250 to 499 employees               | 2,974                          | 52,458  | 4.7                     | 98,448           | 5.6                     |
| 500 or more employees              | 4,848                          | 849,893   | 76.3                    | 1,286,156        | 72.8                    |
| <b>Manufacturers</b>               | <b>25,666</b>                  | <b>724,042</b>  | <b>65.0</b>             | <b>771,384</b>   | <b>43.6</b>             |
| no. employees unknown (2)          | 2,835                          | 21,863  | 2.0                     | 24,743           | 1.4                     |
| 1 to 19 employees                  | 5,780                          | 3,585   | 0.3                     | 5,504            | 0.3                     |
| 20 to 49 employees                 | 4,942                          | 6,414   | 0.6                     | 6,265            | 0.4                     |
| 50 to 99 employees                 | 4,028                          | 10,650  | 1.0                     | 9,797            | 0.6                     |
| 100 to 249 employees               | 3,932                          | 40,580  | 3.6                     | 32,667           | 1.8                     |
| 250 to 499 employees               | 1,764                          | 31,549  | 2.8                     | 32,011           | 1.8                     |
| 500 or more employees              | 2,385                          | 609,401   | 54.7                    | 660,398          | 37.4                    |
| <b>Wholesalers</b>                 | <b>40,366</b>                  | <b>226,980</b>  | <b>20.4</b>             | <b>602,244</b>   | <b>34.1</b>             |
| no. employees unknown (2)          | 6,553                          | 14,024  | 1.3                     | 32,422           | 1.8                     |
| 1 to 19 employees                  | 22,026                         | 24,542  | 2.2                     | 69,771           | 3.9                     |
| 20 to 49 employees                 | 6,080                          | 16,158  | 1.5                     | 48,783           | 2.8                     |
| 50 to 99 employees                 | 2,559                          | 13,448  | 1.2                     | 46,133           | 2.6                     |
| 100 to 249 employees               | 1,774                          | 23,322  | 2.1                     | 50,900           | 2.9                     |
| 250 to 499 employees               | 643                            | 13,662  | 1.2                     | 46,042           | 2.6                     |
| 500 or more employees              | 731                            | 121,825   | 10.9                    | 308,195          | 17.4                    |
| <b>Other companies (3)</b>         | <b>19,700</b>                  | <b>163,209</b>  | <b>14.6</b>             | <b>393,813</b>   | <b>22.3</b>             |
| no. employees unknown (2)          | 4,518                          | 8,982   | 0.8                     | 21,245           | 1.2                     |
| 1 to 19 employees                  | 7,973                          | 7,330   | 0.7                     | 11,035           | 0.6                     |
| 20 to 49 employees                 | 2,435                          | 5,300   | 0.5                     | 7,028            | 0.4                     |
| 50 to 99 employees                 | 1,274                          | 5,145   | 0.5                     | 7,437            | 0.4                     |
| 100 to 249 employees               | 1,201                          | 10,538  | 0.9                     | 9,109            | 0.5                     |
| 250 to 499 employees               | 567                            | 7,247   | 0.7                     | 20,395           | 1.2                     |
| 500 or more employees              | 1,732                          | 118,667   | 10.7                    | 317,563          | 18.0                    |
| <b>Multiple location companies</b> | <b>15,630</b>                  | <b>943,986</b>  | <b>84.7</b>             | <b>1,440,099</b> | <b>81.5</b>             |
| no. employees unknown (2)          | 133                            | 303   | 0.0                     | 1,013            | 0.1                     |
| 1 to 19 employees                  | 977                            | 1,889   | 0.2                     | 7,177            | 0.4                     |
| 20 to 49 employees                 | 2,000                          | 6,941   | 0.6                     | 13,320           | 0.8                     |
| 50 to 99 employees                 | 2,325                          | 10,180  | 0.9                     | 21,855           | 1.2                     |
| 100 to 249 employees               | 3,584                          | 44,195  | 4.0                     | 55,169           | 3.1                     |
| 250 to 499 employees               | 2,173                          | 40,464  | 3.6                     | 68,781           | 3.9                     |
| 500 or more employees              | 4,438                          | 840,013   | 75.4                    | 1,272,784        | 72.0                    |
| <b>Manufacturers</b>               | <b>7,034</b>                   | <b>648,548</b>  | <b>58.2</b>             | <b>696,795</b>   | <b>39.4</b>             |
| no. employees unknown (2)          | 21                             | 48  | 0.0                     | (D)              | (D)                     |
| 1 to 19 employees                  | 123                            | 149   | 0.0                     | 196              | 0.0                     |
| 20 to 49 employees                 | 496                            | 726   | 0.1                     | 954              | 0.1                     |
| 50 to 99 employees                 | 1,007                          | 3,304   | 0.3                     | 2,836            | 0.2                     |
| 100 to 249 employees               | 1,898                          | 18,671  | 1.7                     | (D)              | (D)                     |
| 250 to 499 employees               | 1,268                          | 22,955  | 2.1                     | 21,654           | 1.2                     |
| 500 or more employees              | 2,221                          | 602,696   | 54.1                    | 652,722          | 36.9                    |
| <b>Wholesalers</b>                 | <b>4,999</b>                   | <b>161,308</b>  | <b>14.5</b>             | <b>396,703</b>   | <b>22.4</b>             |
| no. employees unknown (2)          | 76                             | 197   | 0.0                     | 786              | 0.0                     |
| 1 to 19 employees                  | 635                            | 1,413   | 0.1                     | 5,587            | 0.3                     |
| 20 to 49 employees                 | 1,094                          | 4,817   | 0.4                     | 10,852           | 0.6                     |
| 50 to 99 employees                 | 941                            | 5,894   | 0.5                     | 17,070           | 1.0                     |
| 100 to 249 employees               | 1,065                          | (D)   | (D)                     | 30,618           | 1.7                     |
| 250 to 499 employees               | 508                            | (D)   | (D)                     | 27,624           | 1.6                     |
| 500 or more employees              | 680                            | (D)   | (D)                     | 304,166          | 17.2                    |

**Table 1h**  
**2016 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>       | 3,597                          | 134,129   | 12.0                    | 346,600 | 19.6                    |
| no. employees unknown (2)        | 36                             | 58  | 0.0                     | (D)     | (D)                     |
| 1 to 19 employees                | 219                            | 328   | 0.0                     | 1,394   | 0.1                     |
| 20 to 49 employees               | 410                            | 1,398   | 0.1                     | 1,514   | 0.1                     |
| 50 to 99 employees               | 377                            | 982   | 0.1                     | 1,948   | 0.1                     |
| 100 to 249 employees             | 621                            | (D)   | (D)                     | (D)     | (D)                     |
| 250 to 499 employees             | 397                            | (D)   | (D)                     | 19,503  | 1.1                     |
| 500 or more employees            | 1,537                          | (D)   | (D)                     | 315,896 | 17.9                    |
| <b>Single location companies</b> | 70,102                         | 170,246   | 15.3                    | 327,342 | 18.5                    |
| no. employees unknown (2)        | 13,773                         | 44,566  | 4.0                     | 77,397  | 4.4                     |
| 1 to 19 employees                | 34,802                         | 33,568  | 3.0                     | 79,132  | 4.5                     |
| 20 to 49 employees               | 11,457                         | 20,930  | 1.9                     | 48,756  | 2.8                     |
| 50 to 99 employees               | 5,536                          | 19,063  | 1.7                     | 41,512  | 2.3                     |
| 100 to 249 employees             | 3,323                          | 30,245  | 2.7                     | 37,508  | 2.1                     |
| 250 to 499 employees             | 801                            | 11,994  | 1.1                     | 29,667  | 1.7                     |
| 500 or more employees            | 410                            | 9,880   | 0.9                     | 13,371  | 0.8                     |
| <b>Manufacturers</b>             | 18,632                         | 75,494  | 6.8                     | 74,589  | 4.2                     |
| no. employees unknown (2)        | 2,814                          | 21,815  | 2.0                     | (D)     | (D)                     |
| 1 to 19 employees                | 5,657                          | 3,437   | 0.3                     | 5,307   | 0.3                     |
| 20 to 49 employees               | 4,446                          | 5,687   | 0.5                     | 5,311   | 0.3                     |
| 50 to 99 employees               | 3,021                          | 7,346   | 0.7                     | 6,960   | 0.4                     |
| 100 to 249 employees             | 2,034                          | 21,910  | 2.0                     | (D)     | (D)                     |
| 250 to 499 employees             | 496                            | 8,594   | 0.8                     | 10,357  | 0.6                     |
| 500 or more employees            | 164                            | 6,705   | 0.6                     | 7,675   | 0.4                     |
| <b>Wholesalers</b>               | 35,367                         | 65,673  | 5.9                     | 205,541 | 11.6                    |
| no. employees unknown (2)        | 6,477                          | 13,827  | 1.2                     | 31,635  | 1.8                     |
| 1 to 19 employees                | 21,391                         | 23,129  | 2.1                     | 64,184  | 3.6                     |
| 20 to 49 employees               | 4,986                          | 11,341  | 1.0                     | 37,931  | 2.1                     |
| 50 to 99 employees               | 1,618                          | 7,554   | 0.7                     | 29,062  | 1.6                     |
| 100 to 249 employees             | 709                            | (D)   | (D)                     | 20,282  | 1.1                     |
| 250 to 499 employees             | 135                            | (D)   | (D)                     | 18,417  | 1.0                     |
| 500 or more employees            | 51                             | (D)   | (D)                     | 4,029   | 0.2                     |
| <b>Other companies (3)</b>       | 16,103                         | 29,080  | 2.6                     | 47,212  | 2.7                     |
| no. employees unknown (2)        | 4,482                          | 8,924   | 0.8                     | (D)     | (D)                     |
| 1 to 19 employees                | 7,754                          | 7,002   | 0.6                     | 9,641   | 0.5                     |
| 20 to 49 employees               | 2,025                          | 3,901   | 0.4                     | 5,514   | 0.3                     |
| 50 to 99 employees               | 897                            | 4,163   | 0.4                     | 5,490   | 0.3                     |
| 100 to 249 employees             | 580                            | (D)   | (D)                     | (D)     | (D)                     |
| 250 to 499 employees             | 170                            | (D)   | (D)                     | 893     | 0.1                     |
| 500 or more employees            | 195                            | (D)   | (D)                     | 1,666   | 0.1                     |

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2016 or 2017.

(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 table is compiled using data from export and import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.



**Table 2a**  
**Top Companies' Share of the 2017 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 2016-2017             |             |
|---------------------------------|--------------------------------|------------------|------------------|-----------------------------|--------------------------------|-------------|
|                                 |                                |                  |                  |                             | Number of Identified Exporters | Known Value |
| <b>All identified companies</b> | <b>290,142</b>                 | <b>1,377,324</b> | <b>100.0</b>     | <b>100.0</b>                | <b>-0.2</b>                    | <b>6.3</b>  |
| Top 4 companies                 | 4                              | 106,927          | 7.8              | 7.8                         | -                              | -0.4        |
| Top 8 companies                 | 8                              | 164,614          | 12.0             | 12.0                        | -                              | 3.4         |
| Top 20 companies                | 20                             | 274,528          | 19.9             | 19.9                        | -                              | 4.9         |
| Top 50 companies                | 50                             | 433,677          | 31.5             | 31.5                        | -                              | 10.0        |
| Top 100 companies               | 100                            | 563,013          | 40.9             | 40.9                        | -                              | 8.9         |
| Top 250 companies               | 250                            | 735,969          | 53.4             | 53.4                        | -                              | 8.2         |
| Top 500 companies               | 500                            | 862,483          | 62.6             | 62.6                        | -                              | 7.7         |
| Top 1000 companies              | 1,000                          | 983,060          | 71.4             | 71.4                        | -                              | 7.5         |
| Top 2000 companies              | 2,000                          | 1,089,705        | 79.1             | 79.1                        | -                              | 7.3         |
| <b>Manufacturers</b>            | <b>72,128</b>                  | <b>837,687</b>   | <b>60.8</b>      | <b>100.0</b>                | <b>0.1</b>                     | <b>8.2</b>  |
| Top 4 companies                 | 4                              | 106,927          | 7.8              | 12.8                        | -                              | 3.6         |
| Top 8 companies                 | 8                              | 164,614          | 12.0             | 19.7                        | -                              | 10.0        |
| Top 20 companies                | 20                             | 267,410          | 19.4             | 31.9                        | -                              | 11.4        |
| Top 50 companies                | 50                             | 391,124          | 28.4             | 46.7                        | -                              | 13.5        |
| Top 100 companies               | 100                            | 478,788          | 34.8             | 57.2                        | -                              | 12.6        |
| Top 250 companies               | 250                            | 578,398          | 42.0             | 69.0                        | -                              | 10.7        |
| Top 500 companies               | 500                            | 649,371          | 47.1             | 77.5                        | -                              | 9.8         |
| Top 1000 companies              | 1,000                          | 709,531          | 51.5             | 84.7                        | -                              | 9.2         |
| Top 2000 companies              | 2,000                          | 756,742          | 54.9             | 90.3                        | -                              | 8.8         |
| <b>Wholesalers</b>              | <b>96,062</b>                  | <b>315,370</b>   | <b>22.9</b>      | <b>100.0</b>                | <b>-1.3</b>                    | <b>6.0</b>  |
| Top 4 companies                 | 4                              | 33,774           | 2.5              | 10.7                        | -                              | 20.1        |
| Top 8 companies                 | 8                              | 55,145           | 4.0              | 17.5                        | -                              | 22.8        |
| Top 20 companies                | 20                             | 91,387           | 6.6              | 29.0                        | -                              | 13.6        |
| Top 50 companies                | 50                             | 126,487          | 9.2              | 40.1                        | -                              | 8.6         |
| Top 100 companies               | 100                            | 153,402          | 11.1             | 48.6                        | -                              | 6.8         |
| Top 250 companies               | 250                            | 188,576          | 13.7             | 59.8                        | -                              | 7.0         |
| Top 500 companies               | 500                            | 214,723          | 15.6             | 68.1                        | -                              | 7.1         |
| Top 1000 companies              | 1,000                          | 238,128          | 17.3             | 75.5                        | -                              | 7.0         |
| Top 2000 companies              | 2,000                          | 259,180          | 18.8             | 82.2                        | -                              | 6.9         |
| <b>Other companies (3)</b>      | <b>121,952</b>                 | <b>224,267</b>   | <b>16.3</b>      | <b>100.0</b>                | <b>0.6</b>                     | <b>0.2</b>  |
| Top 4 companies                 | 4                              | 20,897           | 1.5              | 9.3                         | -                              | -43.2       |
| Top 8 companies                 | 8                              | 32,179           | 2.3              | 14.3                        | -                              | -32.2       |
| Top 20 companies                | 20                             | 54,138           | 3.9              | 24.1                        | -                              | -19.7       |
| Top 50 companies                | 50                             | 85,434           | 6.2              | 38.1                        | -                              | -9.0        |
| Top 100 companies               | 100                            | 111,158          | 8.1              | 49.6                        | -                              | -3.8        |
| Top 250 companies               | 250                            | 143,652          | 10.4             | 64.1                        | -                              | -0.9        |
| Top 500 companies               | 500                            | 164,375          | 11.9             | 73.3                        | -                              | 0.2         |
| Top 1000 companies              | 1,000                          | 181,206          | 13.2             | 80.8                        | -                              | 0.3         |
| Top 2000 companies              | 2,000                          | 194,673          | 14.1             | 86.8                        | -                              | 0.2         |

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 2b**  
**Top Companies' Share of the 2016 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>290,606</b>                 | <b>1,295,621</b> | <b>100.0</b>     | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 107,376          | 8.3              | 8.3                         |
| Top 8 companies                 | 8                              | 159,172          | 12.3             | 12.3                        |
| Top 20 companies                | 20                             | 261,695          | 20.2             | 20.2                        |
| Top 50 companies                | 50                             | 394,425          | 30.4             | 30.4                        |
| Top 100 companies               | 100                            | 517,184          | 39.9             | 39.9                        |
| Top 250 companies               | 250                            | 679,881          | 52.5             | 52.5                        |
| Top 500 companies               | 500                            | 801,082          | 61.8             | 61.8                        |
| Top 1000 companies              | 1,000                          | 914,629          | 70.6             | 70.6                        |
| Top 2000 companies              | 2,000                          | 1,015,941        | 78.4             | 78.4                        |
| <b>Manufacturers</b>            | <b>72,047</b>                  | <b>774,345</b>   | <b>59.8</b>      | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 103,234          | 8.0              | 13.3                        |
| Top 8 companies                 | 8                              | 149,704          | 11.6             | 19.3                        |
| Top 20 companies                | 20                             | 239,941          | 18.5             | 31.0                        |
| Top 50 companies                | 50                             | 344,497          | 26.6             | 44.5                        |
| Top 100 companies               | 100                            | 425,049          | 32.8             | 54.9                        |
| Top 250 companies               | 250                            | 522,689          | 40.3             | 67.5                        |
| Top 500 companies               | 500                            | 591,508          | 45.7             | 76.4                        |
| Top 1000 companies              | 1,000                          | 650,005          | 50.2             | 83.9                        |
| Top 2000 companies              | 2,000                          | 695,730          | 53.7             | 89.8                        |
| <b>Wholesalers</b>              | <b>97,280</b>                  | <b>297,528</b>   | <b>23.0</b>      | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 28,130           | 2.2              | 9.5                         |
| Top 8 companies                 | 8                              | 44,918           | 3.5              | 15.1                        |
| Top 20 companies                | 20                             | 80,419           | 6.2              | 27.0                        |
| Top 50 companies                | 50                             | 116,432          | 9.0              | 39.1                        |
| Top 100 companies               | 100                            | 143,636          | 11.1             | 48.3                        |
| Top 250 companies               | 250                            | 176,295          | 13.6             | 59.3                        |
| Top 500 companies               | 500                            | 200,408          | 15.5             | 67.4                        |
| Top 1000 companies              | 1,000                          | 222,592          | 17.2             | 74.8                        |
| Top 2000 companies              | 2,000                          | 242,560          | 18.7             | 81.5                        |
| <b>Other companies (3)</b>      | <b>121,279</b>                 | <b>223,748</b>   | <b>17.3</b>      | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 36,821           | 2.8              | 16.5                        |
| Top 8 companies                 | 8                              | 47,444           | 3.7              | 21.2                        |
| Top 20 companies                | 20                             | 67,406           | 5.2              | 30.1                        |
| Top 50 companies                | 50                             | 93,902           | 7.2              | 42.0                        |
| Top 100 companies               | 100                            | 115,596          | 8.9              | 51.7                        |
| Top 250 companies               | 250                            | 144,952          | 11.2             | 64.8                        |
| Top 500 companies               | 500                            | 164,027          | 12.7             | 73.3                        |
| Top 1000 companies              | 1,000                          | 180,651          | 13.9             | 80.7                        |
| Top 2000 companies              | 2,000                          | 194,276          | 15.0             | 86.8                        |

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

(2) Percent of company type value is computed relative to the sector's total value.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 2c**  
**Top Companies' Share of the 2017 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 2016-2017             |             |
|---------------------------------|--------------------------------|------------------|------------------|-----------------------------|--------------------------------|-------------|
|                                 |                                |                  |                  |                             | Number of Identified Importers | Known Value |
| <b>All identified companies</b> | <b>218,585</b>                 | <b>2,032,453</b> | <b>100.0</b>     | <b>100.0</b>                | <b>3.4</b>                     | <b>6.3</b>  |
| Top 4 companies                 | 4                              | 145,589          | 7.2              | 7.2                         | -                              | 9.7         |
| Top 8 companies                 | 8                              | 240,465          | 11.8             | 11.8                        | -                              | 7.8         |
| Top 20 companies                | 20                             | 434,793          | 21.4             | 21.4                        | -                              | 6.5         |
| Top 50 companies                | 50                             | 682,050          | 33.6             | 33.6                        | -                              | 6.3         |
| Top 100 companies               | 100                            | 871,473          | 42.9             | 42.9                        | -                              | 7.5         |
| Top 250 companies               | 250                            | 1,122,420        | 55.2             | 55.2                        | -                              | 7.4         |
| Top 500 companies               | 500                            | 1,306,175        | 64.3             | 64.3                        | -                              | 6.9         |
| Top 1000 companies              | 1,000                          | 1,466,790        | 72.2             | 72.2                        | -                              | 6.6         |
| Top 2000 companies              | 2,000                          | 1,612,311        | 79.3             | 79.3                        | -                              | 6.6         |
| <b>Manufacturers</b>            | <b>40,029</b>                  | <b>881,121</b>   | <b>43.4</b>      | <b>100.0</b>                | <b>2.6</b>                     | <b>12.4</b> |
| Top 4 companies                 | 4                              | 130,227          | 6.4              | 14.8                        | -                              | 2.5         |
| Top 8 companies                 | 8                              | 203,181          | 10.0             | 23.1                        | -                              | 5.2         |
| Top 20 companies                | 20                             | 343,545          | 16.9             | 39.0                        | -                              | 12.0        |
| Top 50 companies                | 50                             | 470,939          | 23.2             | 53.4                        | -                              | 17.2        |
| Top 100 companies               | 100                            | 563,665          | 27.7             | 64.0                        | -                              | 16.7        |
| Top 250 companies               | 250                            | 671,358          | 33.0             | 76.2                        | -                              | 15.3        |
| Top 500 companies               | 500                            | 738,987          | 36.4             | 83.9                        | -                              | 14.2        |
| Top 1000 companies              | 1,000                          | 793,529          | 39.0             | 90.1                        | -                              | 13.3        |
| Top 2000 companies              | 2,000                          | 833,090          | 41.0             | 94.5                        | -                              | 12.8        |
| <b>Wholesalers</b>              | <b>90,242</b>                  | <b>681,619</b>   | <b>33.5</b>      | <b>100.0</b>                | <b>1.3</b>                     | <b>2.0</b>  |
| Top 4 companies                 | 4                              | 75,269           | 3.7              | 11.0                        | -                              | 1.5         |
| Top 8 companies                 | 8                              | 114,110          | 5.6              | 16.7                        | -                              | 0.3         |
| Top 20 companies                | 20                             | 170,831          | 8.4              | 25.1                        | -                              | -2.8        |
| Top 50 companies                | 50                             | 239,619          | 11.8             | 35.2                        | -                              | -2.4        |
| Top 100 companies               | 100                            | 292,258          | 14.4             | 42.9                        | -                              | -1.9        |
| Top 250 companies               | 250                            | 357,099          | 17.6             | 52.4                        | -                              | -1.7        |
| Top 500 companies               | 500                            | 407,774          | 20.1             | 59.8                        | -                              | -0.6        |
| Top 1000 companies              | 1,000                          | 461,606          | 22.7             | 67.7                        | -                              | 0.5         |
| Top 2000 companies              | 2,000                          | 514,295          | 25.3             | 75.5                        | -                              | 1.0         |
| <b>Other companies (3)</b>      | <b>88,314</b>                  | <b>469,713</b>   | <b>23.1</b>      | <b>100.0</b>                | <b>6.1</b>                     | <b>2.2</b>  |
| Top 4 companies                 | 4                              | 97,528           | 4.8              | 20.8                        | -                              | 13.0        |
| Top 8 companies                 | 8                              | 139,123          | 6.8              | 29.6                        | -                              | 3.4         |
| Top 20 companies                | 20                             | 197,619          | 9.7              | 42.1                        | -                              | -0.8        |
| Top 50 companies                | 50                             | 255,080          | 12.6             | 54.3                        | -                              | -1.1        |
| Top 100 companies               | 100                            | 307,643          | 15.1             | 65.5                        | -                              | 0.8         |
| Top 250 companies               | 250                            | 366,878          | 18.1             | 78.1                        | -                              | 1.3         |
| Top 500 companies               | 500                            | 399,295          | 19.6             | 85.0                        | -                              | 1.7         |
| Top 1000 companies              | 1,000                          | 422,087          | 20.8             | 89.9                        | -                              | 1.7         |
| Top 2000 companies              | 2,000                          | 438,807          | 21.6             | 93.4                        | -                              | 1.8         |

(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, 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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 2d**  
**Top Companies' Share of the 2016 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>211,335</b>                 | <b>1,911,184</b> | <b>100.0</b>     | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 132,775          | 6.9              | 6.9                         |
| Top 8 companies                 | 8                              | 222,984          | 11.7             | 11.7                        |
| Top 20 companies                | 20                             | 408,383          | 21.4             | 21.4                        |
| Top 50 companies                | 50                             | 641,491          | 33.6             | 33.6                        |
| Top 100 companies               | 100                            | 810,789          | 42.4             | 42.4                        |
| Top 250 companies               | 250                            | 1,045,361        | 54.7             | 54.7                        |
| Top 500 companies               | 500                            | 1,221,740        | 63.9             | 63.9                        |
| Top 1000 companies              | 1,000                          | 1,375,594        | 72.0             | 72.0                        |
| Top 2000 companies              | 2,000                          | 1,512,572        | 79.1             | 79.1                        |
| <b>Manufacturers</b>            | <b>39,009</b>                  | <b>783,612</b>   | <b>41.0</b>      | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 127,103          | 6.7              | 16.2                        |
| Top 8 companies                 | 8                              | 193,149          | 10.1             | 24.6                        |
| Top 20 companies                | 20                             | 306,798          | 16.1             | 39.2                        |
| Top 50 companies                | 50                             | 401,783          | 21.0             | 51.3                        |
| Top 100 companies               | 100                            | 482,909          | 25.3             | 61.6                        |
| Top 250 companies               | 250                            | 582,281          | 30.5             | 74.3                        |
| Top 500 companies               | 500                            | 647,244          | 33.9             | 82.6                        |
| Top 1000 companies              | 1,000                          | 700,484          | 36.7             | 89.4                        |
| Top 2000 companies              | 2,000                          | 738,627          | 38.6             | 94.3                        |
| <b>Wholesalers</b>              | <b>89,067</b>                  | <b>668,032</b>   | <b>35.0</b>      | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 74,130           | 3.9              | 11.1                        |
| Top 8 companies                 | 8                              | 113,732          | 6.0              | 17.0                        |
| Top 20 companies                | 20                             | 175,671          | 9.2              | 26.3                        |
| Top 50 companies                | 50                             | 245,632          | 12.9             | 36.8                        |
| Top 100 companies               | 100                            | 297,809          | 15.6             | 44.6                        |
| Top 250 companies               | 250                            | 363,453          | 19.0             | 54.4                        |
| Top 500 companies               | 500                            | 410,281          | 21.5             | 61.4                        |
| Top 1000 companies              | 1,000                          | 459,343          | 24.0             | 68.8                        |
| Top 2000 companies              | 2,000                          | 509,211          | 26.6             | 76.2                        |
| <b>Other companies (3)</b>      | <b>83,259</b>                  | <b>459,540</b>   | <b>24.0</b>      | <b>100.0</b>                |
| Top 4 companies                 | 4                              | 86,274           | 4.5              | 18.8                        |
| Top 8 companies                 | 8                              | 134,513          | 7.0              | 29.3                        |
| Top 20 companies                | 20                             | 199,202          | 10.4             | 43.3                        |
| Top 50 companies                | 50                             | 257,927          | 13.5             | 56.1                        |
| Top 100 companies               | 100                            | 305,202          | 16.0             | 66.4                        |
| Top 250 companies               | 250                            | 362,167          | 18.9             | 78.8                        |
| Top 500 companies               | 500                            | 392,682          | 20.5             | 85.5                        |
| Top 1000 companies              | 1,000                          | 414,950          | 21.7             | 90.3                        |
| Top 2000 companies              | 2,000                          | 431,194          | 22.6             | 93.8                        |

(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, 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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 3a**  
**2017 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>1,377,324</b> | <b>290,142</b>                 | <b>476,554</b>      | <b>34.6</b>    | <b>14.6</b>                                 | <b>900,770</b>          | <b>65.4</b>    | <b>97.6</b>                                 |
| no. employees unknown (3)          | 135,628          | 116,446                        | 42,986              | 31.7           | 10.5  | 92,643                  | 68.3           | 96.4  |
| 1 to 19 employees                  | 81,652           | 105,239                        | 8,828               | 10.8           | 10.3  | 72,824                  | 89.2           | 98.3  |
| 20 to 49 employees                 | 46,096           | 29,701                         | 5,055               | 11.0           | 17.1  | 41,041                  | 89.0           | 98.9  |
| 50 to 99 employees                 | 39,618           | 14,791                         | 6,903               | 17.4           | 25.5  | 32,715                  | 82.6           | 98.8  |
| 100 to 249 employees               | 88,605           | 11,870                         | 20,708              | 23.4           | 34.1  | 67,897                  | 76.6           | 98.8  |
| 250 to 499 employees               | 68,055           | 4,808                          | 18,331              | 26.9           | 45.7  | 49,724                  | 73.1           | 98.7  |
| 500 or more employees              | 917,670          | 7,287                          | 373,743             | 40.7           | 57.7  | 543,927                 | 59.3           | 98.3  |
| <b>Manufacturers</b>               | <b>837,687</b>   | <b>72,128</b>                  | <b>312,714</b>      | <b>37.3</b>    | <b>19.9</b>                                 | <b>524,973</b>          | <b>62.7</b>    | <b>98.9</b>                                 |
| no. employees unknown (3)          | 42,932           | 17,684                         | 13,338              | 31.1           | 13.6  | 29,594                  | 68.9           | 98.1  |
| 1 to 19 employees                  | 7,839            | 23,048                         | 751                 | 9.6            | 8.9   | 7,088                   | 90.4           | 98.8  |
| 20 to 49 employees                 | 10,640           | 12,914                         | 1,220               | 11.5           | 16.1  | 9,420                   | 88.5           | 99.3  |
| 50 to 99 employees                 | 14,694           | 7,370                          | 1,697               | 11.5           | 26.2  | 12,997                  | 88.5           | 99.5  |
| 100 to 249 employees               | 46,116           | 6,048                          | 9,706               | 21.0           | 39.8  | 36,410                  | 79.0           | 99.5  |
| 250 to 499 employees               | 33,943           | 2,301                          | 8,836               | 26.0           | 57.7  | 25,106                  | 74.0           | 99.6  |
| 500 or more employees              | 681,523          | 2,763                          | 277,165             | 40.7           | 78.5  | 404,358                 | 59.3           | 99.9  |
| <b>Wholesalers</b>                 | <b>315,370</b>   | <b>96,062</b>                  | <b>108,620</b>      | <b>34.4</b>    | <b>15.2</b>                                 | <b>206,750</b>          | <b>65.6</b>    | <b>98.4</b>                                 |
| no. employees unknown (3)          | 48,408           | 32,988                         | 20,566              | 42.5           | 10.6  | 27,842                  | 57.5           | 97.6  |
| 1 to 19 employees                  | 49,356           | 45,404                         | 4,753               | 9.6            | 12.8  | 44,603                  | 90.4           | 98.6  |
| 20 to 49 employees                 | 24,848           | 9,356                          | 2,758               | 11.1           | 21.9  | 22,090                  | 88.9           | 99.2  |
| 50 to 99 employees                 | 16,360           | 3,826                          | 4,010               | 24.5           | 31.0  | 12,350                  | 75.5           | 99.3  |
| 100 to 249 employees               | 28,419           | 2,587                          | 7,819               | 27.5           | 37.2  | 20,600                  | 72.5           | 99.4  |
| 250 to 499 employees               | 24,749           | 963                            | 7,475               | 30.2           | 48.2  | 17,274                  | 69.8           | 99.5  |
| 500 or more employees              | 123,232          | 938                            | 61,240              | 49.7           | 66.6  | 61,992                  | 50.3           | 99.5  |
| <b>Other companies (4)</b>         | <b>224,267</b>   | <b>121,952</b>                 | <b>55,220</b>       | <b>24.6</b>    | <b>11.0</b>                                 | <b>169,047</b>          | <b>75.4</b>    | <b>96.3</b>                                 |
| no. employees unknown (3)          | 44,288           | 65,774                         | 9,082               | 20.5           | 9.6   | 35,206                  | 79.5           | 95.3  |
| 1 to 19 employees                  | 24,457           | 36,787                         | 3,323               | 13.6           | 8.3   | 21,133                  | 86.4           | 97.6  |
| 20 to 49 employees                 | 10,608           | 7,431                          | 1,077               | 10.2           | 12.6  | 9,531                   | 89.8           | 97.9  |
| 50 to 99 employees                 | 8,564            | 3,595                          | 1,196               | 14.0           | 18.1  | 7,368                   | 86.0           | 96.9  |
| 100 to 249 employees               | 14,071           | 3,235                          | 3,184               | 22.6           | 21.1  | 10,888                  | 77.4           | 97.0  |
| 250 to 499 employees               | 9,363            | 1,544                          | 2,020               | 21.6           | 26.3  | 7,343                   | 78.4           | 96.8  |
| 500 or more employees              | 112,916          | 3,586                          | 35,338              | 31.3           | 39.3  | 77,577                  | 68.7           | 96.7  |
| <b>Multiple location companies</b> | <b>1,043,454</b> | <b>28,644</b>                  | <b>401,364</b>      | <b>38.5</b>    | <b>36.9</b>                                 | <b>642,090</b>          | <b>61.5</b>    | <b>98.6</b>                                 |
| no. employees unknown (3)          | 2,318            | 284                            | 96                  | 4.2            | 26.1  | 2,222                   | 95.8           | 97.9  |
| 1 to 19 employees                  | 3,743            | 2,759                          | 460                 | 12.3           | 15.9  | 3,283                   | 87.7           | 98.0  |
| 20 to 49 employees                 | 10,842           | 4,626                          | 1,891               | 17.4           | 20.0  | 8,950                   | 82.6           | 98.6  |
| 50 to 99 employees                 | 12,913           | 4,677                          | 2,202               | 17.1           | 27.2  | 10,711                  | 82.9           | 98.8  |
| 100 to 249 employees               | 53,774           | 6,184                          | 11,564              | 21.5           | 35.7  | 42,210                  | 78.5           | 98.9  |
| 250 to 499 employees               | 51,415           | 3,584                          | 13,640              | 26.5           | 47.4  | 37,775                  | 73.5           | 98.9  |
| 500 or more employees              | 908,449          | 6,530                          | 371,510             | 40.9           | 60.4  | 536,939                 | 59.1           | 98.2  |
| <b>Manufacturers</b>               | <b>731,012</b>   | <b>10,288</b>                  | <b>286,425</b>      | <b>39.2</b>    | <b>49.8</b>                                 | <b>444,587</b>          | <b>60.8</b>    | <b>99.6</b>                                 |
| no. employees unknown (3)          | 406              | 91                             | (D)                 | (D)            | 30.8  | (D)                     | (D)            | 100.0                                       |
| 1 to 19 employees                  | 303              | 357                            | 33                  | 11.0           | 13.7  | 270                     | 89.0           | 98.9  |
| 20 to 49 employees                 | 1,326            | 1,162                          | 150                 | 11.3           | 22.2  | 1,176                   | 88.7           | 99.0  |
| 50 to 99 employees                 | 4,237            | 1,684                          | 703                 | 16.6           | 30.9  | 3,534                   | 83.4           | 99.5  |
| 100 to 249 employees               | 20,946           | 2,782                          | 2,204               | 10.5           | 44.0  | 18,743                  | 89.5           | 99.6  |
| 250 to 499 employees               | 28,008           | 1,661                          | (D)                 | (D)            | 59.9  | (D)                     | (D)            | 99.8  |
| 500 or more employees              | 675,786          | 2,551                          | 275,503             | 40.8           | 80.2  | 400,283                 | 59.2           | 99.9  |
| <b>Wholesalers</b>                 | <b>175,127</b>   | <b>8,721</b>                   | <b>73,760</b>       | <b>42.1</b>    | <b>33.0</b>                                 | <b>101,367</b>          | <b>57.9</b>    | <b>99.0</b>                                 |
| no. employees unknown (3)          | 217              | 105                            | (D)                 | (D)            | 28.6  | (D)                     | (D)            | 95.2  |
| 1 to 19 employees                  | 2,598            | 1,434                          | 296                 | 11.4           | 19.7  | 2,302                   | 88.6           | 98.2  |
| 20 to 49 employees                 | 6,954            | 2,074                          | 1,393               | 20.0           | 23.3  | 5,561                   | 80.0           | 98.8  |
| 50 to 99 employees                 | 5,765            | 1,716                          | 776                 | 13.5           | 29.1  | 4,990                   | 86.5           | 99.5  |
| 100 to 249 employees               | 22,290           | 1,699                          | 6,538               | 29.3           | 35.7  | 15,752                  | 70.7           | 99.2  |
| 250 to 499 employees               | 15,716           | 813                            | (D)                 | (D)            | 47.5  | (D)                     | (D)            | 99.6  |
| 500 or more employees              | 121,587          | 880                            | 60,890              | 50.1           | 67.2  | 60,697                  | 49.9           | 99.4  |

**Table 3a**  
**2017 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>137,316</b>  | <b>9,635</b>                   | <b>41,179</b>       | <b>30.0</b>    | <b>26.6</b>                                 | <b>96,136</b>           | <b>70.0</b>    | <b>97.1</b>                                 |
| no. employees unknown (3)        | 1,696           | 88                             | (D)                 | (D)            | 18.2  | (D)                     | (D)            | 98.9  |
| 1 to 19 employees                | 841             | 968                            | 131                 | 15.5           | 11.3  | 711                     | 84.5           | 97.3  |
| 20 to 49 employees               | 2,561           | 1,390                          | 348                 | 13.6           | 13.2  | 2,213                   | 86.4           | 97.8  |
| 50 to 99 employees               | 2,911           | 1,277                          | 724                 | 24.9           | 19.9  | 2,187                   | 75.1           | 97.1  |
| 100 to 249 employees             | 10,538          | 1,703                          | 2,823               | 26.8           | 22.3  | 7,715                   | 73.2           | 97.5  |
| 250 to 499 employees             | 7,691           | 1,110                          | (D)                 | (D)            | 28.6  | (D)                     | (D)            | 97.0  |
| 500 or more employees            | 111,077         | 3,099                          | 35,117              | 31.6           | 42.1  | 75,960                  | 68.4           | 96.5  |
| <b>Single location companies</b> | <b>333,870</b>  | <b>261,498</b>                 | <b>75,190</b>       | <b>22.5</b>    | <b>12.2</b>                                 | <b>258,680</b>          | <b>77.5</b>    | <b>97.5</b>                                 |
| no. employees unknown (3)        | 133,310         | 116,162                        | 42,889              | 32.2           | 10.4  | 90,421                  | 67.8           | 96.4  |
| 1 to 19 employees                | 77,909          | 102,480                        | 8,367               | 10.7           | 10.2  | 69,541                  | 89.3           | 98.3  |
| 20 to 49 employees               | 35,254          | 25,075                         | 3,164               | 9.0            | 16.5  | 32,090                  | 91.0           | 99.0  |
| 50 to 99 employees               | 26,705          | 10,114                         | 4,701               | 17.6           | 24.7  | 22,004                  | 82.4           | 98.8  |
| 100 to 249 employees             | 34,831          | 5,686                          | 9,144               | 26.3           | 32.4  | 25,688                  | 73.7           | 98.6  |
| 250 to 499 employees             | 16,640          | 1,224                          | 4,691               | 28.2           | 40.8  | 11,949                  | 71.8           | 98.0  |
| 500 or more employees            | 9,221           | 757                            | 2,234               | 24.2           | 34.5  | 6,988                   | 75.8           | 98.5  |
| <b>Manufacturers</b>             | <b>106,675</b>  | <b>61,840</b>                  | <b>26,288</b>       | <b>24.6</b>    | <b>14.9</b>                                 | <b>80,387</b>           | <b>75.4</b>    | <b>98.8</b>                                 |
| no. employees unknown (3)        | 42,526          | 17,593                         | (D)                 | (D)            | 13.5  | (D)                     | (D)            | 98.1  |
| 1 to 19 employees                | 7,536           | 22,691                         | 718                 | 9.5            | 8.8   | 6,818                   | 90.5           | 98.8  |
| 20 to 49 employees               | 9,314           | 11,752                         | 1,070               | 11.5           | 15.4  | 8,244                   | 88.5           | 99.3  |
| 50 to 99 employees               | 10,457          | 5,686                          | 994                 | 9.5            | 24.8  | 9,463                   | 90.5           | 99.5  |
| 100 to 249 employees             | 25,169          | 3,266                          | 7,502               | 29.8           | 36.2  | 17,667                  | 70.2           | 99.4  |
| 250 to 499 employees             | 5,934           | 640                            | (D)                 | (D)            | 51.9  | (D)                     | (D)            | 99.1  |
| 500 or more employees            | 5,738           | 212                            | 1,662               | 29.0           | 57.5  | 4,075                   | 71.0           | 100.0                                       |
| <b>Wholesalers</b>               | <b>140,244</b>  | <b>87,341</b>                  | <b>34,861</b>       | <b>24.9</b>    | <b>13.4</b>                                 | <b>105,383</b>          | <b>75.1</b>    | <b>98.3</b>                                 |
| no. employees unknown (3)        | 48,192          | 32,883                         | (D)                 | (D)            | 10.6  | (D)                     | (D)            | 97.6  |
| 1 to 19 employees                | 46,757          | 43,970                         | 4,457               | 9.5            | 12.6  | 42,300                  | 90.5           | 98.6  |
| 20 to 49 employees               | 17,893          | 7,282                          | 1,365               | 7.6            | 21.5  | 16,528                  | 92.4           | 99.4  |
| 50 to 99 employees               | 10,595          | 2,110                          | 3,235               | 30.5           | 32.6  | 7,360                   | 69.5           | 99.2  |
| 100 to 249 employees             | 6,129           | 888                            | 1,281               | 20.9           | 40.0  | 4,848                   | 79.1           | 99.8  |
| 250 to 499 employees             | 9,033           | 150                            | (D)                 | (D)            | 52.0  | (D)                     | (D)            | 98.7  |
| 500 or more employees            | 1,645           | 58                             | 350                 | 21.3           | 58.6  | 1,295                   | 78.7           | 100.0                                       |
| <b>Other companies (4)</b>       | <b>86,952</b>   | <b>112,317</b>                 | <b>14,041</b>       | <b>16.1</b>    | <b>9.7</b>                                  | <b>72,911</b>           | <b>83.9</b>    | <b>96.2</b>                                 |
| no. employees unknown (3)        | 42,592          | 65,686                         | (D)                 | (D)            | 9.5   | (D)                     | (D)            | 95.3  |
| 1 to 19 employees                | 23,615          | 35,819                         | 3,193               | 13.5           | 8.2   | 20,423                  | 86.5           | 97.6  |
| 20 to 49 employees               | 8,047           | 6,041                          | 729                 | 9.1            | 12.5  | 7,318                   | 90.9           | 97.9  |
| 50 to 99 employees               | 5,653           | 2,318                          | 472                 | 8.4            | 17.1  | 5,181                   | 91.6           | 96.8  |
| 100 to 249 employees             | 3,533           | 1,532                          | 361                 | 10.2           | 19.9  | 3,173                   | 89.8           | 96.3  |
| 250 to 499 employees             | 1,672           | 434                            | (D)                 | (D)            | 20.5  | (D)                     | (D)            | 96.3  |
| 500 or more employees            | 1,839           | 487                            | 221                 | 12.0           | 21.6  | 1,617                   | 88.0           | 97.7  |

(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 2017.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 3b**  
**2016 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>1,295,621</b> | <b>290,606</b>                 | <b>443,519</b>      | <b>34.2</b>    | <b>14.4</b>                                 | <b>852,101</b>          | <b>65.8</b>    | <b>97.8</b>                                 |
| no. employees unknown (3)          | 114,228          | 115,747                        | 30,569              | 26.8           | 10.2  | 83,659                  | 73.2           | 96.6  |
| 1 to 19 employees                  | 79,070           | 105,584                        | 9,116               | 11.5           | 10.3  | 69,953                  | 88.5           | 98.4  |
| 20 to 49 employees                 | 44,340           | 30,308                         | 4,022               | 9.1            | 16.6  | 40,319                  | 90.9           | 98.9  |
| 50 to 99 employees                 | 38,309           | 15,140                         | 5,441               | 14.2           | 25.2  | 32,868                  | 85.8           | 98.9  |
| 100 to 249 employees               | 87,386           | 12,012                         | 21,606              | 24.7           | 33.9  | 65,781                  | 75.3           | 98.9  |
| 250 to 499 employees               | 69,922           | 4,680                          | 24,693              | 35.3           | 45.0  | 45,229                  | 64.7           | 98.7  |
| 500 or more employees              | 862,366          | 7,135                          | 348,073             | 40.4           | 57.7  | 514,293                 | 59.6           | 98.3  |
| <b>Manufacturers</b>               | <b>774,345</b>   | <b>72,047</b>                  | <b>290,562</b>      | <b>37.5</b>    | <b>19.6</b>                                 | <b>483,783</b>          | <b>62.5</b>    | <b>98.9</b>                                 |
| no. employees unknown (3)          | 38,043           | 17,295                         | 13,086              | 34.4           | 13.9  | 24,957                  | 65.6           | 98.1  |
| 1 to 19 employees                  | 7,810            | 22,842                         | 1,236               | 15.8           | 8.5   | 6,574                   | 84.2           | 98.9  |
| 20 to 49 employees                 | 10,910           | 13,139                         | 975                 | 8.9            | 15.0  | 9,935                   | 91.1           | 99.3  |
| 50 to 99 employees                 | 14,661           | 7,683                          | 1,469               | 10.0           | 25.7  | 13,192                  | 90.0           | 99.5  |
| 100 to 249 employees               | 44,902           | 6,115                          | 10,670              | 23.8           | 39.2  | 34,232                  | 76.2           | 99.5  |
| 250 to 499 employees               | 44,025           | 2,286                          | 17,766              | 40.4           | 57.2  | 26,259                  | 59.6           | 99.7  |
| 500 or more employees              | 613,995          | 2,687                          | 245,361             | 40.0           | 79.6  | 368,634                 | 60.0           | 99.8  |
| <b>Wholesalers</b>                 | <b>297,528</b>   | <b>97,280</b>                  | <b>92,637</b>       | <b>31.1</b>    | <b>14.9</b>                                 | <b>204,891</b>          | <b>68.9</b>    | <b>98.5</b>                                 |
| no. employees unknown (3)          | 37,390           | 33,239                         | 10,387              | 27.8           | 10.0  | 27,002                  | 72.2           | 97.8  |
| 1 to 19 employees                  | 48,710           | 46,173                         | 5,047               | 10.4           | 12.8  | 43,663                  | 89.6           | 98.7  |
| 20 to 49 employees                 | 24,398           | 9,623                          | 1,783               | 7.3            | 21.7  | 22,615                  | 92.7           | 99.3  |
| 50 to 99 employees                 | 16,491           | 3,858                          | 3,090               | 18.7           | 31.4  | 13,401                  | 81.3           | 99.2  |
| 100 to 249 employees               | 29,077           | 2,619                          | 6,951               | 23.9           | 38.7  | 22,125                  | 76.1           | 99.1  |
| 250 to 499 employees               | 17,683           | 887                            | 5,576               | 31.5           | 46.9  | 12,107                  | 68.5           | 98.9  |
| 500 or more employees              | 123,779          | 881                            | 59,801              | 48.3           | 65.8  | 63,978                  | 51.7           | 99.9  |
| <b>Other companies (4)</b>         | <b>223,748</b>   | <b>121,279</b>                 | <b>60,321</b>       | <b>27.0</b>    | <b>10.9</b>                                 | <b>163,427</b>          | <b>73.0</b>    | <b>96.4</b>                                 |
| no. employees unknown (3)          | 38,795           | 65,213                         | 7,095               | 18.3           | 9.4   | 31,700                  | 81.7           | 95.5  |
| 1 to 19 employees                  | 22,550           | 36,569                         | 2,833               | 12.6           | 8.3   | 19,716                  | 87.4           | 97.6  |
| 20 to 49 employees                 | 9,032            | 7,546                          | 1,263               | 14.0           | 12.9  | 7,769                   | 86.0           | 97.6  |
| 50 to 99 employees                 | 7,157            | 3,599                          | 882                 | 12.3           | 17.5  | 6,275                   | 87.7           | 97.4  |
| 100 to 249 employees               | 13,408           | 3,278                          | 3,984               | 29.7           | 20.4  | 9,424                   | 70.3           | 97.5  |
| 250 to 499 employees               | 8,213            | 1,507                          | 1,351               | 16.4           | 25.3  | 6,862                   | 83.6           | 97.1  |
| 500 or more employees              | 124,592          | 3,567                          | 42,912              | 34.4           | 39.3  | 81,680                  | 65.6           | 96.7  |
| <b>Multiple location companies</b> | <b>983,556</b>   | <b>27,353</b>                  | <b>382,355</b>      | <b>38.9</b>    | <b>37.1</b>                                 | <b>601,201</b>          | <b>61.1</b>    | <b>98.7</b>                                 |
| no. employees unknown (3)          | 437              | 366                            | 15                  | 3.5            | 18.3  | 422                     | 96.5           | 99.2  |
| 1 to 19 employees                  | 3,382            | 2,416                          | 477                 | 14.1           | 15.6  | 2,905                   | 85.9           | 98.6  |
| 20 to 49 employees                 | 9,526            | 4,282                          | 1,265               | 13.3           | 20.0  | 8,261                   | 86.7           | 98.5  |
| 50 to 99 employees                 | 13,296           | 4,468                          | 2,256               | 17.0           | 27.3  | 11,040                  | 83.0           | 98.9  |
| 100 to 249 employees               | 52,181           | 6,107                          | 12,090              | 23.2           | 36.1  | 40,090                  | 76.8           | 98.9  |
| 250 to 499 employees               | 52,768           | 3,392                          | 20,271              | 38.4           | 46.5  | 32,497                  | 61.6           | 98.9  |
| 500 or more employees              | 851,967          | 6,322                          | 345,981             | 40.6           | 60.8  | 505,986                 | 59.4           | 98.3  |
| <b>Manufacturers</b>               | <b>667,765</b>   | <b>10,065</b>                  | <b>262,657</b>      | <b>39.3</b>    | <b>49.8</b>                                 | <b>405,107</b>          | <b>60.7</b>    | <b>99.6</b>                                 |
| no. employees unknown (3)          | 85               | 75                             | 1                   | 1.6            | 18.7  | 84                      | 98.4           | 100.0                                       |
| 1 to 19 employees                  | 202              | 314                            | 21                  | 10.5           | 12.1  | 181                     | 89.5           | 99.0  |
| 20 to 49 employees                 | 1,286            | 1,075                          | 108                 | 8.4            | 21.6  | 1,178                   | 91.6           | 99.2  |
| 50 to 99 employees                 | 4,268            | 1,722                          | 559                 | 13.1           | 30.2  | 3,709                   | 86.9           | 99.4  |
| 100 to 249 employees               | 20,636           | 2,776                          | 2,933               | 14.2           | 44.3  | 17,704                  | 85.8           | 99.7  |
| 250 to 499 employees               | 34,258           | 1,617                          | 15,163              | 44.3           | 60.0  | 19,095                  | 55.7           | 99.7  |
| 500 or more employees              | 607,030          | 2,486                          | 243,872             | 40.2           | 80.9  | 363,158                 | 59.8           | 99.8  |
| <b>Wholesalers</b>                 | <b>172,651</b>   | <b>8,107</b>                   | <b>71,295</b>       | <b>41.3</b>    | <b>33.0</b>                                 | <b>101,356</b>          | <b>58.7</b>    | <b>99.1</b>                                 |
| no. employees unknown (3)          | 265              | 168                            | 8                   | 3.0            | 20.2  | 257                     | 97.0           | 99.4  |
| 1 to 19 employees                  | 2,363            | 1,257                          | 315                 | 13.3           | 18.8  | 2,048                   | 86.7           | 99.0  |
| 20 to 49 employees                 | 6,162            | 1,903                          | 636                 | 10.3           | 23.1  | 5,526                   | 89.7           | 98.8  |
| 50 to 99 employees                 | 7,445            | 1,565                          | 1,503               | 20.2           | 30.9  | 5,941                   | 79.8           | 99.2  |
| 100 to 249 employees               | 22,311           | 1,676                          | 5,592               | 25.1           | 36.6  | 16,720                  | 74.9           | 99.0  |
| 250 to 499 employees               | 12,347           | 720                            | 3,829               | 31.0           | 44.4  | 8,518                   | 69.0           | 99.2  |
| 500 or more employees              | 121,758          | 818                            | 59,412              | 48.8           | 66.6  | 62,346                  | 51.2           | 100.0                                       |

**Table 3b**  
**2016 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>143,141</b>  | <b>9,181</b>                   | <b>48,402</b>       | <b>33.8</b>    | <b>26.8</b>                                 | <b>94,738</b>           | <b>66.2</b>    | <b>97.2</b>                                 |
| no. employees unknown (3)        | 87              | 123                            | 6                   | 6.8            | 15.4  | 81                      | 93.2           | 98.4  |
| 1 to 19 employees                | 817             | 845                            | 140                 | 17.2           | 12.3  | 677                     | 82.8           | 97.8  |
| 20 to 49 employees               | 2,077           | 1,304                          | 520                 | 25.0           | 14.2  | 1,557                   | 75.0           | 97.5  |
| 50 to 99 employees               | 1,584           | 1,181                          | 194                 | 12.2           | 18.3  | 1,390                   | 87.8           | 97.6  |
| 100 to 249 employees             | 9,233           | 1,655                          | 3,566               | 38.6           | 21.6  | 5,667                   | 61.4           | 97.2  |
| 250 to 499 employees             | 6,163           | 1,055                          | 1,279               | 20.8           | 27.2  | 4,884                   | 79.2           | 97.5  |
| 500 or more employees            | 123,179         | 3,018                          | 42,696              | 34.7           | 42.6  | 80,483                  | 65.3           | 96.7  |
| <b>Single location companies</b> | <b>312,065</b>  | <b>263,253</b>                 | <b>61,165</b>       | <b>19.6</b>    | <b>12.0</b>                                 | <b>250,900</b>          | <b>80.4</b>    | <b>97.7</b>                                 |
| no. employees unknown (3)        | 113,791         | 115,381                        | 30,553              | 26.9           | 10.2  | 83,237                  | 73.1           | 96.6  |
| 1 to 19 employees                | 75,688          | 103,168                        | 8,640               | 11.4           | 10.2  | 67,048                  | 88.6           | 98.4  |
| 20 to 49 employees               | 34,815          | 26,026                         | 2,757               | 7.9            | 16.1  | 32,058                  | 92.1           | 98.9  |
| 50 to 99 employees               | 25,013          | 10,672                         | 3,185               | 12.7           | 24.4  | 21,828                  | 87.3           | 98.9  |
| 100 to 249 employees             | 35,206          | 5,905                          | 9,515               | 27.0           | 31.8  | 25,690                  | 73.0           | 98.9  |
| 250 to 499 employees             | 17,154          | 1,288                          | 4,422               | 25.8           | 41.1  | 12,732                  | 74.2           | 98.2  |
| 500 or more employees            | 10,399          | 813                            | 2,092               | 20.1           | 33.8  | 8,306                   | 79.9           | 97.8  |
| <b>Manufacturers</b>             | <b>106,580</b>  | <b>61,982</b>                  | <b>27,904</b>       | <b>26.2</b>    | <b>14.7</b>                                 | <b>78,676</b>           | <b>73.8</b>    | <b>98.8</b>                                 |
| no. employees unknown (3)        | 37,958          | 17,220                         | 13,085              | 34.5           | 13.9  | 24,873                  | 65.5           | 98.1  |
| 1 to 19 employees                | 7,608           | 22,528                         | 1,214               | 16.0           | 8.4   | 6,394                   | 84.0           | 98.9  |
| 20 to 49 employees               | 9,624           | 12,064                         | 867                 | 9.0            | 14.5  | 8,757                   | 91.0           | 99.3  |
| 50 to 99 employees               | 10,393          | 5,961                          | 910                 | 8.8            | 24.4  | 9,483                   | 91.2           | 99.5  |
| 100 to 249 employees             | 24,265          | 3,339                          | 7,737               | 31.9           | 34.9  | 16,528                  | 68.1           | 99.3  |
| 250 to 499 employees             | 9,768           | 669                            | 2,603               | 26.7           | 50.5  | 7,164                   | 73.3           | 99.9  |
| 500 or more employees            | 6,964           | 201                            | 1,488               | 21.4           | 62.7  | 5,476                   | 78.6           | 99.5  |
| <b>Wholesalers</b>               | <b>124,877</b>  | <b>89,173</b>                  | <b>21,341</b>       | <b>17.1</b>    | <b>13.3</b>                                 | <b>103,535</b>          | <b>82.9</b>    | <b>98.4</b>                                 |
| no. employees unknown (3)        | 37,125          | 33,071                         | 10,379              | 28             | 10  | 26,746                  | 72.0           | 97.8  |
| 1 to 19 employees                | 46,347          | 44,916                         | 4,732               | 10.2           | 12.6  | 41,615                  | 89.8           | 98.7  |
| 20 to 49 employees               | 18,236          | 7,720                          | 1,147               | 6.3            | 21.4  | 17,089                  | 93.7           | 99.4  |
| 50 to 99 employees               | 9,046           | 2,293                          | 1,587               | 17.5           | 31.8  | 7,459                   | 82.5           | 99.2  |
| 100 to 249 employees             | 6,765           | 943                            | 1,360               | 20.1           | 42.4  | 5,405                   | 79.9           | 99.2  |
| 250 to 499 employees             | 5,336           | 167                            | 1,747               | 32.7           | 57.5  | 3,589                   | 67.3           | 97.6  |
| 500 or more employees            | 2,021           | 63                             | 389                 | 19.2           | 55.6  | 1,632                   | 80.8           | 98.4  |
| <b>Other companies (4)</b>       | <b>80,608</b>   | <b>112,098</b>                 | <b>11,919</b>       | <b>14.8</b>    | <b>9.6</b>                                  | <b>68,689</b>           | <b>85.2</b>    | <b>96.4</b>                                 |
| no. employees unknown (3)        | 38,708          | 65,090                         | 7,089               | 18.3           | 9.3   | 31,619                  | 81.7           | 95.5  |
| 1 to 19 employees                | 21,733          | 35,724                         | 2,693               | 12.4           | 8.2   | 19,040                  | 87.6           | 97.6  |
| 20 to 49 employees               | 6,955           | 6,242                          | 743                 | 10.7           | 12.7  | 6,212                   | 89.3           | 97.6  |
| 50 to 99 employees               | 5,574           | 2,418                          | 688                 | 12.3           | 17.2  | 4,886                   | 87.7           | 97.2  |
| 100 to 249 employees             | 4,175           | 1,623                          | 418                 | 10.0           | 19.1  | 3,757                   | 90.0           | 97.8  |
| 250 to 499 employees             | 2,050           | 452                            | 72                  | 3.5            | 21.0  | 1,978                   | 96.5           | 96.0  |
| 500 or more employees            | 1,413           | 549                            | 215                 | 15.2           | 20.8  | 1,198                   | 84.8           | 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 2016.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.



**Table 4a**  
**2017 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>1,377,324</b> | <b>290,142</b>                 | <b>4.9</b>                                   | <b>58.8</b>                             | <b>6.2</b>     | <b>24.5</b>                             | <b>6.5</b>     | <b>8.9</b>                              | <b>13.7</b>     | <b>5.8</b>                              | <b>19.1</b>     | <b>1.6</b>                              | <b>49.6</b>    | <b>0.4</b>                              |
| no. employees unknown(2)         | 135,628          | 116,446                        | 21.4   | 75.2                                    | 15.8           | 17.9                                    | 13.0           | 4.3                                     | 24.7            | 2.1                                     | 21.3            | 0.4                                     | 3.8            | 0.0                                     |
| 1 to 19 employees                | 81,652           | 105,239                        | 25.4   | 55.9                                    | 27.8           | 29.3                                    | 19.7           | 9.8                                     | 21.4            | 4.6                                     | 3.8             | 0.4                                     | 1.9            | 0.0                                     |
| 20 to 49 employees               | 46,096           | 29,701                         | 14.4   | 40.9                                    | 16.7           | 30.7                                    | 18.5           | 14.8                                    | 29.3            | 11.2                                    | 19.1            | 2.2                                     | 2.0            | 0.1                                     |
| 50 to 99 employees               | 39,618           | 14,791                         | 6.6  | 34.1                                    | 14.7           | 31.0                                    | 17.4           | 15.9                                    | 36.7            | 14.5                                    | 20.5            | 4.1                                     | 4.2            | 0.4                                     |
| 100 to 249 employees             | 88,605           | 11,870                         | 3.1  | 32.0                                    | 13.6           | 26.7                                    | 10.9           | 16.6                                    | 29.2            | 16.9                                    | 17.1            | 6.7                                     | 26.0           | 1.1                                     |
| 250 to 499 employees             | 68,055           | 4,808                          | 2.1  | 27.6                                    | 7.9            | 24.5                                    | 13.0           | 15.8                                    | 32.6            | 19.7                                    | 28.4            | 10.5                                    | 16.0           | 1.9                                     |
| 500 or more employees            | 917,670          | 7,287                          | 0.5  | 25.9                                    | 1.2            | 19.4                                    | 2.3            | 12.0                                    | 6.7             | 16.9                                    | 19.5            | 14.8                                    | 69.8           | 11.0                                    |
| <b>Manufacturers</b>             | <b>837,687</b>   | <b>72,128</b>                  | <b>1.5</b>                                   | <b>42.9</b>                             | <b>3.3</b>     | <b>28.9</b>                             | <b>3.8</b>     | <b>13.1</b>                             | <b>9.6</b>      | <b>10.6</b>                             | <b>19.8</b>     | <b>3.4</b>                              | <b>62.1</b>    | <b>1.0</b>                              |
| no. employees unknown(2)         | 42,932           | 17,684                         | 11.5   | 60.9                                    | 10.3           | 24.7                                    | 8.5            | 8.1                                     | 19.4            | 5.2                                     | 45.9            | 1.1                                     | 4.4            | 0.1                                     |
| 1 to 19 employees                | 7,839            | 23,048                         | 21.2   | 50.3                                    | 25.3           | 31.4                                    | 25.1           | 11.7                                    | 25.1            | 6.2                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 20 to 49 employees               | 10,640           | 12,914                         | 14.9   | 36.3                                    | 22.6           | 32.8                                    | 20.7           | 15.7                                    | 31.3            | 12.8                                    | 10.4            | 2.4                                     | 0.1            | 0.0                                     |
| 50 to 99 employees               | 14,694           | 7,370                          | 8.0  | 26.9                                    | 17.4           | 33.1                                    | 20.1           | 18.2                                    | 34.8            | 16.4                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 100 to 249 employees             | 46,116           | 6,048                          | 3.4  | 22.9                                    | 18.6           | 27.9                                    | 10.4           | 19.3                                    | 27.5            | 20.0                                    | 16.2            | 8.6                                     | 23.8           | 1.3                                     |
| 250 to 499 employees             | 33,943           | 2,301                          | 2.2  | 14.5                                    | 7.6            | 23.3                                    | 19.8           | 19.3                                    | 33.8            | 25.2                                    | 26.3            | 14.5                                    | 10.2           | 3.3                                     |
| 500 or more employees            | 681,523          | 2,763                          | 0.1  | 8.1                                     | 0.7            | 13.0                                    | 1.4            | 12.7                                    | 5.5             | 23.2                                    | 18.4            | 23.2                                    | 73.8           | 19.8                                    |
| <b>Wholesalers</b>               | <b>315,370</b>   | <b>96,062</b>                  | <b>7.9</b>                                   | <b>51.9</b>                             | <b>10.3</b>    | <b>29.2</b>                             | <b>9.6</b>     | <b>10.7</b>                             | <b>20.3</b>     | <b>6.5</b>                              | <b>17.9</b>     | <b>1.5</b>                              | <b>34.0</b>    | <b>0.3</b>                              |
| no. employees unknown(2)         | 48,408           | 32,988                         | 21.4   | 68.0                                    | 20.4           | 23.2                                    | 12.3           | 5.6                                     | 34.6            | 2.6                                     | 8.2             | 0.5                                     | 3.2            | 0.1                                     |
| 1 to 19 employees                | 49,356           | 45,404                         | 20.9   | 49.0                                    | 26.7           | 33.2                                    | 22.6           | 11.7                                    | 22.9            | 5.4                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 20 to 49 employees               | 24,848           | 9,356                          | 11.6   | 33.5                                    | 11.8           | 32.1                                    | 18.3           | 18.2                                    | 30.5            | 12.8                                    | 24.4            | 3.0                                     | 3.5            | 0.3                                     |
| 50 to 99 employees               | 16,360           | 3,826                          | 2.9  | 26.9                                    | 11.1           | 31.6                                    | 18.7           | 18.3                                    | 44.1            | 18.1                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 100 to 249 employees             | 28,419           | 2,587                          | 1.4  | 24.5                                    | 7.8            | 27.4                                    | 10.0           | 18.0                                    | 22.4            | 21.1                                    | 16.6            | 7.5                                     | 41.7           | 1.5                                     |
| 250 to 499 employees             | 24,749           | 963                            | 1.6  | 21.2                                    | 3.0            | 24.8                                    | 5.1            | 15.9                                    | 28.9            | 24.2                                    | 32.4            | 12.8                                    | 29.0           | 1.1                                     |
| 500 or more employees            | 123,232          | 938                            | 0.2  | 12.5                                    | 1.3            | 16.0                                    | 1.3            | 11.9                                    | 6.2             | 21.9                                    | 23.3            | 22.2                                    | 67.7           | 15.6                                    |
| <b>Other companies (3)</b>       | <b>224,267</b>   | <b>121,952</b>                 | <b>13.4</b>                                  | <b>73.6</b>                             | <b>11.8</b>    | <b>18.3</b>                             | <b>11.9</b>    | <b>4.9</b>                              | <b>19.7</b>     | <b>2.6</b>                              | <b>18.1</b>     | <b>0.6</b>                              | <b>25.2</b>    | <b>0.1</b>                              |
| no. employees unknown(2)         | 44,288           | 65,774                         | 31.0   | 82.6                                    | 16.0           | 13.5                                    | 18.2           | 2.6                                     | 19.0            | 1.1                                     | 11.8            | 0.2                                     | 3.9            | 0.0                                     |
| 1 to 19 employees                | 24,457           | 36,787                         | 35.7   | 67.9                                    | 30.8           | 23.1                                    | 12.2           | 6.3                                     | 17.1            | 2.5                                     | 2.3             | 0.2                                     | 1.9            | 0.0                                     |
| 20 to 49 employees               | 10,608           | 7,431                          | 20.6   | 58.2                                    | 22.2           | 25.2                                    | 17.1           | 9.0                                     | 24.3            | 6.4                                     | 15.4            | 1.0                                     | 0.5            | 0.1                                     |
| 50 to 99 employees               | 8,564            | 3,595                          | 11.2   | 56.3                                    | 16.8           | 26.1                                    | 10.4           | 8.8                                     | 25.7            | 6.8                                     | 35.9            | 2.0                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 14,071           | 3,235                          | 5.6  | 55.2                                    | 9.2            | 24.0                                    | 14.0           | 10.4                                    | 48.5            | 7.8                                     | 21.2            | 2.3                                     | 1.6            | 0.3                                     |
| 250 to 499 employees             | 9,363            | 1,544                          | 3.1  | 51.2                                    | 21.9           | 26.1                                    | 8.7            | 10.6                                    | 38.0            | 8.6                                     | 25.5            | 3.1                                     | 2.8            | 0.4                                     |
| 500 or more employees            | 112,916          | 3,586                          | 3.0  | 43.0                                    | 4.1            | 25.3                                    | 9.1            | 11.3                                    | 14.5            | 10.7                                    | 21.8            | 6.5                                     | 47.5           | 3.2                                     |

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2017.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 4b**  
**2016 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>1,295,621</b> | <b>290,606</b>                 | <b>5.0</b>                                   | <b>58.5</b>                             | <b>6.7</b>     | <b>24.8</b>                             | <b>6.2</b>     | <b>8.9</b>                              | <b>13.3</b>     | <b>5.8</b>                              | <b>18.7</b>     | <b>1.6</b>                              | <b>50.1</b>    | <b>0.4</b>                              |
| no. employees unknown(2)         | 114,228          | 115,747                        | 23.7   | 75.2                                    | 20.2           | 18.1                                    | 12.7           | 4.3                                     | 19.2            | 2.1                                     | 20.3            | 0.4                                     | 4.0            | 0.0                                     |
| 1 to 19 employees                | 79,070           | 105,584                        | 25.9   | 55.5                                    | 28.3           | 29.8                                    | 20.1           | 9.7                                     | 18.6            | 4.5                                     | 6.4             | 0.5                                     | 0.8            | 0.0                                     |
| 20 to 49 employees               | 44,340           | 30,308                         | 12.5   | 40.6                                    | 19.6           | 30.9                                    | 15.8           | 14.8                                    | 31.8            | 11.3                                    | 15.0            | 2.2                                     | 5.3            | 0.2                                     |
| 50 to 99 employees               | 38,309           | 15,140                         | 8.3  | 34.7                                    | 14.4           | 29.7                                    | 20.3           | 16.9                                    | 34.2            | 14.3                                    | 20.8            | 4.0                                     | 2.0            | 0.4                                     |
| 100 to 249 employees             | 87,386           | 12,012                         | 3.3  | 31.7                                    | 12.8           | 26.3                                    | 10.5           | 16.2                                    | 31.7            | 17.9                                    | 19.8            | 6.8                                     | 21.9           | 1.1                                     |
| 250 to 499 employees             | 69,922           | 4,680                          | 2.4  | 28.3                                    | 6.6            | 24.0                                    | 9.1            | 15.3                                    | 29.7            | 19.9                                    | 26.0            | 10.2                                    | 26.2           | 2.4                                     |
| 500 or more employees            | 862,366          | 7,135                          | 0.5  | 25.9                                    | 1.3            | 19.3                                    | 2.2            | 12.2                                    | 7.0             | 16.2                                    | 19.1            | 15.4                                    | 69.9           | 10.9                                    |
| <b>Manufacturers</b>             | <b>774,345</b>   | <b>72,047</b>                  | <b>1.7</b>                                   | <b>42.6</b>                             | <b>3.1</b>     | <b>29.0</b>                             | <b>4.2</b>     | <b>13.4</b>                             | <b>10.5</b>     | <b>10.6</b>                             | <b>19.7</b>     | <b>3.4</b>                              | <b>60.7</b>    | <b>1.1</b>                              |
| no. employees unknown(2)         | 38,043           | 17,295                         | 10.9   | 60.4                                    | 10.8           | 25.2                                    | 10.3           | 8.4                                     | 19.1            | 4.8                                     | 43.1            | 1.1                                     | 5.8            | 0.1                                     |
| 1 to 19 employees                | 7,810            | 22,842                         | 26.2   | 50.2                                    | 26.8           | 31.7                                    | 21.9           | 11.8                                    | 19.8            | 5.9                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 20 to 49 employees               | 10,910           | 13,139                         | 19.3   | 36.1                                    | 22.2           | 32.7                                    | 19.3           | 16.2                                    | 29.6            | 12.6                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 50 to 99 employees               | 14,661           | 7,683                          | 8.4  | 28.0                                    | 16.8           | 31.7                                    | 20.8           | 18.8                                    | 33.3            | 16.5                                    | 18.5            | 4.6                                     | 2.2            | 0.4                                     |
| 100 to 249 employees             | 44,902           | 6,115                          | 3.2  | 22.0                                    | 16.2           | 27.9                                    | 10.8           | 18.9                                    | 27.7            | 21.4                                    | 19.2            | 8.5                                     | 22.8           | 1.3                                     |
| 250 to 499 employees             | 44,025           | 2,286                          | 2.6  | 15.0                                    | 5.5            | 23.0                                    | 10.2           | 18.2                                    | 29.6            | 25.8                                    | 22.1            | 14.3                                    | 30.1           | 3.8                                     |
| 500 or more employees            | 613,995          | 2,687                          | 0.2  | 7.3                                     | 0.5            | 12.4                                    | 2.0            | 13.8                                    | 6.4             | 22.3                                    | 18.6            | 24.5                                    | 72.3           | 19.7                                    |
| <b>Wholesalers</b>               | <b>297,528</b>   | <b>97,280</b>                  | <b>8.0</b>                                   | <b>52.0</b>                             | <b>11.7</b>    | <b>29.4</b>                             | <b>9.1</b>     | <b>10.5</b>                             | <b>18.8</b>     | <b>6.5</b>                              | <b>15.9</b>     | <b>1.4</b>                              | <b>36.5</b>    | <b>0.3</b>                              |
| no. employees unknown(2)         | 37,390           | 33,239                         | 26.7   | 68.6                                    | 30.0           | 23.1                                    | 10.9           | 5.3                                     | 21.2            | 2.5                                     | 7.6             | 0.4                                     | 3.7            | 0.0                                     |
| 1 to 19 employees                | 48,710           | 46,173                         | 20.4   | 48.9                                    | 27.2           | 33.6                                    | 22.3           | 11.5                                    | 21.7            | 5.4                                     | 7.5             | 0.6                                     | 0.9            | 0.0                                     |
| 20 to 49 employees               | 24,398           | 9,623                          | 8.6  | 32.8                                    | 18.6           | 33.1                                    | 13.9           | 17.3                                    | 32.7            | 13.5                                    | 17.0            | 2.9                                     | 9.3            | 0.4                                     |
| 50 to 99 employees               | 16,491           | 3,858                          | 6.6  | 27.9                                    | 9.3            | 29.6                                    | 23.0           | 19.9                                    | 41.5            | 17.1                                    | 17.2            | 4.9                                     | 2.5            | 0.6                                     |
| 100 to 249 employees             | 29,077           | 2,619                          | 1.6  | 24.1                                    | 7.4            | 26.6                                    | 9.3            | 17.6                                    | 36.3            | 22.1                                    | 15.4            | 8.2                                     | 30.0           | 1.3                                     |
| 250 to 499 employees             | 17,683           | 887                            | 1.4  | 20.7                                    | 2.2            | 25.0                                    | 6.4            | 16.1                                    | 26.1            | 24.9                                    | 37.2            | 10.8                                    | 26.6           | 2.4                                     |
| 500 or more employees            | 123,779          | 881                            | 0.1  | 11.4                                    | 1.3            | 16.7                                    | 0.9            | 11.7                                    | 6.0             | 22.0                                    | 18.5            | 22.9                                    | 73.2           | 15.3                                    |
| <b>Other companies (3)</b>       | <b>223,748</b>   | <b>121,279</b>                 | <b>12.5</b>                                  | <b>73.3</b>                             | <b>12.4</b>    | <b>18.5</b>                             | <b>9.1</b>     | <b>4.9</b>                              | <b>15.6</b>     | <b>2.5</b>                              | <b>19.1</b>     | <b>0.6</b>                              | <b>31.2</b>    | <b>0.1</b>                              |
| no. employees unknown(2)         | 38,795           | 65,213                         | 33.3   | 82.4                                    | 20.1           | 13.7                                    | 16.7           | 2.6                                     | 17.4            | 1.1                                     | 10.0            | 0.2                                     | 2.5            | 0.0                                     |
| 1 to 19 employees                | 22,550           | 36,569                         | 37.6   | 67.1                                    | 31.1           | 23.8                                    | 14.6           | 6.3                                     | 11.4            | 2.5                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 20 to 49 employees               | 9,032            | 7,546                          | 14.8   | 58.5                                    | 19.0           | 25.1                                    | 16.7           | 9.1                                     | 32.0            | 6.0                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 50 to 99 employees               | 7,157            | 3,599                          | 12.1   | 56.4                                    | 21.6           | 25.7                                    | 12.8           | 9.5                                     | 19.3            | 6.6                                     | 33.8            | 1.6                                     | 0.5            | 0.1                                     |
| 100 to 249 employees             | 13,408           | 3,278                          | 7.1  | 55.7                                    | 13.0           | 23.2                                    | 12.3           | 10.3                                    | 35.0            | 8.2                                     | 31.3            | 2.3                                     | 1.4            | 0.4                                     |
| 250 to 499 employees             | 8,213            | 1,507                          | 3.1  | 53.1                                    | 22.4           | 24.8                                    | 9.1            | 10.4                                    | 37.8            | 8.0                                     | 22.8            | 3.5                                     | 4.9            | 0.3                                     |
| 500 or more employees            | 124,592          | 3,567                          | 2.6  | 43.5                                    | 4.9            | 25.1                                    | 4.7            | 11.1                                    | 10.9            | 10.2                                    | 22.3            | 6.8                                     | 54.6           | 3.2                                     |

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2016.

(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 table is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 4c**  
**2017 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>2,032,453</b> | <b>218,585</b>                 | <b>4.7</b>                                     | <b>62.6</b>                             | <b>9.6</b>     | <b>27.8</b>                             | <b>9.4</b>     | <b>6.6</b>                              | <b>19.8</b>     | <b>2.5</b>                              | <b>35.7</b>     | <b>0.4</b>                              | <b>20.9</b>    | <b>0.0</b>                              |
| no. employees unknown(2)         | 141,315          | 77,594                         | 21.0   | 76.7                                    | 26.4           | 19.4                                    | 19.1           | 3.0                                     | 22.5            | 0.9                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 1 to 19 employees                | 140,076          | 89,862                         | 29.7   | 63.7                                    | 38.7           | 30.7                                    | 15.9           | 4.7                                     | 8.8             | 0.9                                     | (D)             | 0.0                                     | (D)            | 0.0                                     |
| 20 to 49 employees               | 77,753           | 21,378                         | 14.8   | 48.2                                    | 41.7           | 37.7                                    | 26.1           | 11.2                                    | 14.8            | 2.6                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 50 to 99 employees               | 65,475           | 10,885                         | 8.1  | 41.1                                    | 28.5           | 38.4                                    | 32.9           | 15.4                                    | 25.0            | 4.8                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 100 to 249 employees             | 106,014          | 9,103                          | 3.6  | 34.7                                    | 22.0           | 37.2                                    | 33.3           | 19.5                                    | 32.1            | 8.1                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 250 to 499 employees             | 105,875          | 3,867                          | 1.0  | 26.2                                    | 11.1           | 32.8                                    | 22.5           | 23.9                                    | 33.0            | 15.8                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 500 or more employees            | 1,395,946        | 5,896                          | 0.2  | 20.2                                    | 1.2            | 21.3                                    | 3.0            | 19.3                                    | 18.7            | 27.2                                    | 48.4            | 10.5                                    | 28.6           | 1.5                                     |
| <b>Manufacturers</b>             | <b>881,121</b>   | <b>40,029</b>                  | <b>1.2</b>                                     | <b>52.9</b>                             | <b>3.7</b>     | <b>32.3</b>                             | <b>5.7</b>     | <b>9.3</b>                              | <b>16.8</b>     | <b>4.4</b>                              | <b>44.2</b>     | <b>1.0</b>                              | <b>28.3</b>    | <b>0.1</b>                              |
| no. employees unknown(2)         | 31,116           | 8,312                          | 10.9   | 70.6                                    | 14.5           | 23.3                                    | 17.4           | 4.4                                     | (D)             | (D)                                     | (D)             | (D)                                     | 0.0            | 0.0                                     |
| 1 to 19 employees                | 7,334            | 11,542                         | 31.5   | 68.9                                    | 46.6           | 28.3                                    | 16.5           | 2.6                                     | 5.4             | 0.2                                     | 0.0             | 0.0                                     | 0.0            | 0.0                                     |
| 20 to 49 employees               | 7,157            | 6,713                          | 19.2   | 52.9                                    | 51.6           | 39.6                                    | 23.9           | 6.8                                     | (D)             | (D)                                     | (D)             | (D)                                     | 0.0            | 0.0                                     |
| 50 to 99 employees               | 10,203           | 4,580                          | 8.8  | 40.9                                    | 43.0           | 44.0                                    | 32.1           | 12.8                                    | 16.2            | 2.3                                     | 0.0             | 0.0                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 33,394           | 4,437                          | 5.2  | 30.9                                    | 20.0           | 42.4                                    | 27.5           | 20.1                                    | 37.4            | 6.4                                     | 9.9             | 0.1                                     | 0.0            | 0.0                                     |
| 250 to 499 employees             | 32,146           | 1,937                          | 1.3  | 18.5                                    | 13.9           | 36.2                                    | 35.3           | 28.4                                    | 44.2            | 16.1                                    | 5.3             | 0.8                                     | 0.0            | 0.0                                     |
| 500 or more employees            | 759,771          | 2,508                          | 0.1  | 8.1                                     | 0.8            | 18.2                                    | 2.4            | 23.2                                    | 14.4            | 34.7                                    | 49.5            | 14.0                                    | 32.8           | 1.8                                     |
| <b>Wholesalers</b>               | <b>681,619</b>   | <b>90,242</b>                  | <b>9.3</b>                                     | <b>56.3</b>                             | <b>17.6</b>    | <b>32.8</b>                             | <b>14.6</b>    | <b>8.0</b>                              | <b>23.2</b>     | <b>2.6</b>                              | <b>26.7</b>     | <b>0.3</b>                              | <b>8.7</b>     | <b>0.0</b>                              |
| no. employees unknown(2)         | 61,130           | 29,869                         | 26.7   | 71.8                                    | 33.2           | 23.6                                    | 17.2           | 3.6                                     | 15.0            | 0.9                                     | 7.9             | 0.0                                     | 0.0            | 0.0                                     |
| 1 to 19 employees                | 99,791           | 45,338                         | 32.8   | 55.7                                    | 42.6           | 36.9                                    | 17.2           | 6.3                                     | 7.2             | 1.1                                     | 0.1             | 0.0                                     | 0.0            | 0.0                                     |
| 20 to 49 employees               | 59,461           | 8,067                          | 14.5   | 32.1                                    | 40.3           | 44.1                                    | 27.5           | 18.7                                    | 17.0            | 4.9                                     | 0.7             | 0.2                                     | 0.0            | 0.0                                     |
| 50 to 99 employees               | 46,624           | 3,191                          | 7.4  | 25.3                                    | 25.8           | 38.3                                    | 34.2           | 25.7                                    | 28.7            | 10.1                                    | 3.9             | 0.6                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 53,481           | 2,157                          | 2.6  | 21.6                                    | 25.6           | 33.7                                    | 31.7           | 28.9                                    | 29.8            | 14.9                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 250 to 499 employees             | 50,071           | 781                            | 0.6  | 17.4                                    | 11.3           | 26.4                                    | 21.6           | 26.2                                    | 33.6            | 26.9                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 500 or more employees            | 311,061          | 839                            | 0.1  | 10.5                                    | 0.5            | 16.9                                    | 3.8            | 17.2                                    | 27.4            | 38.4                                    | (D)             | 15.5                                    | (D)            | 1.5                                     |
| <b>Other companies (3)</b>       | <b>469,713</b>   | <b>88,314</b>                  | <b>4.6</b>                                     | <b>73.5</b>                             | <b>8.8</b>     | <b>20.7</b>                             | <b>8.8</b>     | <b>4.0</b>                              | <b>20.4</b>     | <b>1.6</b>                              | <b>32.7</b>     | <b>0.3</b>                              | <b>24.8</b>    | <b>0.1</b>                              |
| no. employees unknown(2)         | 49,069           | 39,413                         | 20.3   | 81.6                                    | 25.4           | 15.4                                    | 22.6           | 2.3                                     | (D)             | (D)                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 1 to 19 employees                | 32,952           | 32,982                         | 19.7   | 72.8                                    | 25.2           | 23.1                                    | 11.8           | 3.2                                     | 14.3            | 0.9                                     | (D)             | 0.1                                     | (D)            | 0.0                                     |
| 20 to 49 employees               | 11,134           | 6,598                          | 13.1   | 63.3                                    | 42.4           | 28.1                                    | 20.3           | 6.6                                     | (D)             | (D)                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 50 to 99 employees               | 8,647            | 3,114                          | 11.3   | 57.6                                    | 25.9           | 30.4                                    | 27.3           | 8.7                                     | 15.6            | 3.1                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 100 to 249 employees             | 19,139           | 2,509                          | 3.4  | 52.5                                    | 15.2           | 31.1                                    | 47.6           | 10.3                                    | 29.2            | 5.3                                     | 4.3             | 0.6                                     | 0.4            | 0.1                                     |
| 250 to 499 employees             | 23,658           | 1,149                          | 1.3  | 45.3                                    | 6.9            | 31.2                                    | 6.8            | 14.6                                    | 16.6            | 7.8                                     | (D)             | 0.7                                     | (D)            | 0.3                                     |
| 500 or more employees            | 325,114          | 2,549                          | 0.5  | 35.3                                    | 2.8            | 25.8                                    | 3.4            | 16.2                                    | 20.4            | 16.0                                    | (D)             | 5.4                                     | (D)            | 1.3                                     |

(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 2017.

(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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.

**Table 4d**  
**2016 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>1,911,184</b> | <b>211,335</b>                 | <b>4.4</b>                                     | <b>61.9</b>                             | <b>9.4</b>     | <b>28.3</b>                             | <b>10.0</b>    | <b>6.8</b>                              | <b>21.3</b>     | <b>2.6</b>                              | <b>34.4</b>     | <b>0.4</b>                              | <b>20.7</b>    | <b>0.0</b>                              |
| no. employees unknown(2)         | 131,117          | 73,613                         | 18.1   | 76.5                                    | 25.6           | 19.5                                    | 23.7           | 3.0                                     | 16.6            | 0.9                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 1 to 19 employees                | 137,773          | 87,203                         | 27.1   | 62.7                                    | 39.2           | 31.5                                    | 15.1           | 4.8                                     | 9.9             | (D)                                     | (D)             | (D)                                     | (D)            | 0.0                                     |
| 20 to 49 employees               | 73,422           | 21,230                         | 13.1   | 47.9                                    | 42.8           | 37.9                                    | 27.3           | 11.3                                    | 14.7            | (D)                                     | 2.1             | (D)                                     | 0.0            | 0.0                                     |
| 50 to 99 employees               | 67,691           | 10,914                         | 6.4  | 41.0                                    | 29.1           | 38.3                                    | 32.3           | 15.6                                    | 25.1            | (D)                                     | 7.1             | (D)                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 104,148          | 8,944                          | 3.3  | 33.3                                    | 19.6           | 37.5                                    | 29.8           | 20.3                                    | 40.8            | 8.5                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 250 to 499 employees             | 103,617          | 3,706                          | 1.6  | 27.0                                    | 8.9            | 31.2                                    | 24.2           | 24.7                                    | 34.6            | 15.8                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 500 or more employees            | 1,293,417        | 5,725                          | 0.2  | 20.3                                    | 0.8            | 21.0                                    | 3.2            | 19.8                                    | 20.5            | 27.0                                    | 47.5            | 10.6                                    | 27.8           | 1.4                                     |
| <b>Manufacturers</b>             | <b>783,612</b>   | <b>39,009</b>                  | <b>1.4</b>                                     | <b>52.3</b>                             | <b>4.0</b>     | <b>32.6</b>                             | <b>6.5</b>     | <b>9.6</b>                              | <b>20.1</b>     | <b>4.4</b>                              | <b>41.5</b>     | <b>1.0</b>                              | <b>26.5</b>    | <b>0.1</b>                              |
| no. employees unknown(2)         | 31,523           | 7,827                          | 7.5  | 70.3                                    | 17.4           | 23.8                                    | 15.2           | 4.3                                     | 25.0            | 1.4                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 1 to 19 employees                | 7,258            | 11,096                         | 29.6   | 68.2                                    | 45.3           | 29.1                                    | 13.6           | 2.4                                     | (D)             | (D)                                     | (D)             | (D)                                     | 0.0            | 0.0                                     |
| 20 to 49 employees               | 7,160            | 6,622                          | 19.7   | 53.0                                    | 53.5           | 39.3                                    | 22.6           | 7.1                                     | (D)             | (D)                                     | (D)             | (D)                                     | 0.0            | 0.0                                     |
| 50 to 99 employees               | 10,384           | 4,777                          | 10.2   | 41.0                                    | 38.4           | 43.6                                    | 31.7           | 13.0                                    | (D)             | (D)                                     | (D)             | (D)                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 33,654           | 4,371                          | 5.1  | 30.1                                    | 18.8           | 42.8                                    | 29.2           | 21.0                                    | 45.7            | 6.1                                     | 1.1             | 0.1                                     | 0.0            | 0.0                                     |
| 250 to 499 employees             | 33,006           | 1,880                          | 2.4  | 19.5                                    | 11.6           | 33.8                                    | 39.8           | 30.2                                    | 42.6            | 16.0                                    | 3.6             | 0.6                                     | 0.0            | 0.0                                     |
| 500 or more employees            | 660,626          | 2,436                          | 0.2  | 7.7                                     | 0.7            | 18.0                                    | 2.6            | 23.8                                    | 17.7            | 35.0                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| <b>Wholesalers</b>               | <b>668,032</b>   | <b>89,067</b>                  | <b>8.1</b>                                     | <b>56.0</b>                             | <b>16.8</b>    | <b>33.0</b>                             | <b>15.0</b>    | <b>8.2</b>                              | <b>24.4</b>     | <b>2.6</b>                              | <b>27.1</b>     | <b>0.3</b>                              | <b>8.5</b>     | <b>0.0</b>                              |
| no. employees unknown(2)         | 53,598           | 29,040                         | 24.7   | 72.2                                    | 31.0           | 23.3                                    | 24.6           | 3.7                                     | 8.7             | 0.8                                     | 11.1            | 0.0                                     | 0.0            | 0.0                                     |
| 1 to 19 employees                | 98,880           | 45,036                         | 29.6   | 55.3                                    | 42.3           | 37.2                                    | 16.7           | 6.4                                     | (D)             | 1.1                                     | (D)             | 0.0                                     | 0.0            | 0.0                                     |
| 20 to 49 employees               | 56,591           | 8,180                          | 12.2   | 31.8                                    | 42.3           | 44.4                                    | 28.2           | 18.6                                    | (D)             | 5.1                                     | (D)             | 0.2                                     | 0.0            | 0.0                                     |
| 50 to 99 employees               | 48,916           | 3,160                          | 5.4  | 24.4                                    | 26.9           | 39.0                                    | 32.5           | 25.7                                    | (D)             | 10.3                                    | (D)             | 0.6                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 53,234           | 2,139                          | 2.2  | 20.1                                    | 21.6           | 33.6                                    | 36.3           | 29.2                                    | 30.4            | 16.1                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 250 to 499 employees             | 46,810           | 726                            | 1.4  | 17.8                                    | 9.6            | 24.2                                    | 22.6           | 27.7                                    | (D)             | 27.3                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| 500 or more employees            | 310,003          | 786                            | 0.2  | 10.2                                    | 0.3            | 15.8                                    | 2.8            | 19.8                                    | 29.8            | 37.3                                    | (D)             | (D)                                     | (D)            | (D)                                     |
| <b>Other companies (3)</b>       | <b>459,540</b>   | <b>83,259</b>                  | <b>3.9</b>                                     | <b>72.7</b>                             | <b>7.6</b>     | <b>21.2</b>                             | <b>8.6</b>     | <b>4.0</b>                              | <b>18.7</b>     | <b>1.7</b>                              | <b>32.6</b>     | <b>0.3</b>                              | <b>28.6</b>    | <b>0.1</b>                              |
| no. employees unknown(2)         | 45,996           | 36,746                         | 17.6   | 81.3                                    | 25.0           | 15.7                                    | 28.5           | 2.2                                     | 20.0            | 0.8                                     | (D)             | (D)                                     | (D)            | (D)                                     |
| 1 to 19 employees                | 31,635           | 31,071                         | 18.7   | 71.5                                    | 28.1           | 24.1                                    | 10.5           | 3.4                                     | (D)             | 0.9                                     | 5.5             | 0.1                                     | (D)            | 0.0                                     |
| 20 to 49 employees               | 9,671            | 6,428                          | 13.7   | 63.0                                    | 37.9           | 28.3                                    | 25.3           | 6.3                                     | 21.2            | 2.2                                     | 1.9             | 0.2                                     | 0.0            | 0.0                                     |
| 50 to 99 employees               | 8,390            | 2,977                          | 7.5  | 58.5                                    | 30.3           | 29.1                                    | 32.4           | 9.3                                     | (D)             | 2.9                                     | (D)             | 0.2                                     | 0.0            | 0.0                                     |
| 100 to 249 employees             | 17,260           | 2,434                          | 2.8  | 50.7                                    | 14.6           | 31.6                                    | 11.1           | 11.2                                    | 63.1            | 6.0                                     | (D)             | 0.5                                     | (D)            | 0.1                                     |
| 250 to 499 employees             | 23,801           | 1,100                          | 0.8  | 46.1                                    | 3.9            | 31.3                                    | 5.6            | 13.5                                    | (D)             | 8.1                                     | 1.0             | (D)                                     | (D)            | (D)                                     |
| 500 or more employees            | 322,787          | 2,503                          | 0.4  | 35.8                                    | 1.5            | 25.6                                    | 4.5            | 15.9                                    | 17.1            | 15.9                                    | 43.9            | 5.6                                     | 32.7           | 1.3                                     |

(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 2016.

(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 table is compiled using data from import trade information and the Business Register. For information on nonsampling errors and other data limitations, see the explanatory notes.





**Table 5c**  
**Percent Difference Between 2016 and 2017 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>95,262</b>  | <b>6.6</b>   | <b>81,704</b>   | <b>6.3</b>   | <b>-464</b>                    | <b>-0.2</b>  |
| <b>Top 25 countries</b>    | <b>81,338</b>  | <b>6.6</b>   | <b>71,270</b>   | <b>6.5</b>   | <b>-817</b>                    | <b>-0.3</b>  |
| Canada                     | 15,468         | 5.8          | 9,087           | 4.5          | 3,144                          | 3.4          |
| Mexico                     | 13,613         | 5.9          | 11,398          | 5.4          | -1,431                         | -2.5         |
| China                      | 14,292         | 12.4         | 13,991          | 12.8         | 221                            | 0.6          |
| Japan                      | 4,369          | 6.9          | 3,408           | 5.6          | -543                           | -2.0         |
| United Kingdom             | 969            | 1.8          | 805             | 1.6          | -724                           | -1.7         |
| Germany                    | 4,533          | 9.2          | 4,224           | 9.0          | -25                            | -0.1         |
| Korea, South               | 6,017          | 14.2         | 6,430           | 16.6         | -191                           | -0.8         |
| Netherlands                | 1,820          | 4.6          | 1,782           | 4.7          | 24                             | 0.1          |
| Hong Kong                  | 5,044          | 14.5         | 4,908           | 16.1         | -1,147                         | -4.5         |
| Brazil                     | 7,115          | 23.6         | 6,829           | 24.0         | -1                             | 0.0          |
| France                     | 2,463          | 7.9          | 2,214           | 7.5          | -21                            | -0.1         |
| Belgium                    | -2,174         | -6.8         | -1,981          | -6.4         | -263                           | -2.4         |
| Singapore                  | 3,081          | 11.5         | 2,772           | 11.0         | -675                           | -3.3         |
| Taiwan                     | -308           | -1.2         | 216             | 0.9          | 49                             | 0.3          |
| India                      | 4,037          | 18.6         | 3,206           | 16.2         | 272                            | 1.5          |
| Australia                  | 2,367          | 10.7         | 2,142           | 11.2         | 378                            | 1.2          |
| Switzerland                | -1,092         | -4.8         | -537            | -2.5         | -355                           | -3.2         |
| United Arab Emirates       | -2,382         | -10.6        | -1,722          | -8.5         | -503                           | -2.9         |
| Italy                      | 1,697          | 10.2         | 1,619           | 10.2         | -103                           | -0.6         |
| Saudi Arabia               | -1,624         | -9.0         | -1,593          | -10.6        | -831                           | -7.8         |
| Chile                      | 683            | 5.3          | 719             | 6.1          | 14                             | 0.1          |
| Colombia                   | 245            | 1.9          | 170             | 1.4          | -303                           | -2.2         |
| Malaysia                   | 1,133          | 9.6          | 978             | 8.5          | -115                           | -1.0         |
| Israel                     | -646           | -4.9         | -400            | -3.8         | -146                           | -1.0         |
| Spain                      | 666            | 6.4          | 450             | 4.6          | 38                             | 0.3          |
| <b>All other countries</b> | <b>13,924</b>  | <b>6.2</b>   | <b>10,434</b>   | <b>5.2</b>   | <b>85</b>                      | <b>0.1</b>   |
| Africa                     | -216           | -1.0         | -412            | -2.1         | 167                            | 0.7          |
| APEC                       | 67,180         | 7.4          | 57,023          | 7.2          | 57                             | 0.0          |
| ASEAN                      | 3,444          | 4.6          | 2,682           | 3.8          | -736                           | -1.8         |
| Asia - South               | 5,338          | 20.5         | 4,122           | 18.0         | 295                            | 1.4          |
| Asia - Near East           | -3,979         | -5.8         | -4,431          | -7.5         | -1,064                         | -2.7         |
| CAFTA                      | 1,911          | 6.7          | 1,823           | 6.9          | -282                           | -1.0         |
| Cent. Am. Common Market    | 1,839          | 8.8          | 1,828           | 9.5          | -21                            | -0.1         |
| Euro Area                  | 11,036         | 5.5          | 9,828           | 5.2          | -464                           | -0.7         |
| Europe                     | 15,009         | 4.7          | 14,158          | 4.7          | -339                           | -0.3         |
| European Union             | 13,653         | 5.1          | 12,355          | 4.9          | -670                           | -0.7         |
| LAFTA                      | 24,175         | 7.7          | 21,522          | 7.4          | -2,049                         | -2.4         |
| NATO Allies                | 29,387         | 5.5          | 21,639          | 4.8          | 2,378                          | 1.5          |
| North America              | 29,080         | 5.9          | 20,485          | 5.0          | 1,579                          | 1.2          |
| OECD - Europe              | 55,925         | 5.8          | 46,045          | 5.5          | 80                             | 0.0          |
| OPEC                       | -11,751        | -16.5        | -11,934         | -18.8        | -3,617                         | -8.7         |
| Pacific Rim Countries      | 36,792         | 10.2         | 35,492          | 10.6         | -1,599                         | -1.6         |
| South/Central America      | 14,231         | 10.5         | 13,452          | 10.7         | -840                           | -1.0         |
| 20 Latin Amer. Republics   | 26,625         | 7.6          | 23,890          | 7.3          | -1,935                         | -1.9         |

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

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







**Table 5f**  
**Percent Difference Between 2016 and 2017 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>152,079</b> | <b>7.0</b>   | <b>121,269</b>  | <b>6.3</b>   | <b>7,250</b>                   | <b>3.4</b>   |
| <b>Top 25 countries</b>    | <b>124,980</b> | <b>6.5</b>   | <b>98,195</b>   | <b>5.8</b>   | <b>7,011</b>                   | <b>3.6</b>   |
| China                      | 42,602         | 9.2          | 39,239          | 9.0          | 5,434                          | 4.7          |
| Mexico                     | 18,753         | 6.4          | 15,944          | 6.0          | 111                            | 0.7          |
| Canada                     | 21,335         | 7.7          | 11,462          | 6.5          | 97                             | 0.6          |
| Japan                      | 4,371          | 3.3          | 4,308           | 3.4          | -87                            | -0.7         |
| Germany                    | 3,449          | 3.0          | 906             | 0.9          | 203                            | 0.9          |
| Korea, South               | 1,535          | 2.2          | 434             | 0.7          | -84                            | -0.6         |
| United Kingdom             | -990           | -1.8         | -907            | -2.0         | 293                            | 1.6          |
| Italy                      | 4,615          | 10.2         | 3,327           | 8.3          | 388                            | 1.6          |
| France                     | 2,202          | 4.7          | 1,630           | 4.0          | 201                            | 1.6          |
| Ireland                    | 3,334          | 7.3          | 2,063           | 4.8          | 27                             | 1.2          |
| India                      | 2,517          | 5.5          | 1,132           | 2.7          | 351                            | 1.9          |
| Vietnam                    | 4,378          | 10.4         | 3,521           | 8.8          | 401                            | 5.1          |
| Taiwan                     | 3,178          | 8.1          | 2,966           | 8.3          | -197                           | -0.8         |
| Malaysia                   | 740            | 2.0          | 517             | 1.5          | 3                              | 0.1          |
| Switzerland                | -375           | -1.0         | -163            | -0.5         | -91                            | -1.4         |
| Thailand                   | 1,639          | 5.6          | 1,963           | 7.3          | 43                             | 0.6          |
| Brazil                     | 3,396          | 13.0         | 2,700           | 12.3         | -18                            | -0.3         |
| Israel                     | -259           | -1.2         | -1,027          | -5.1         | -20                            | -0.5         |
| Indonesia                  | 1,011          | 5.3          | 266             | 1.5          | -99                            | -1.7         |
| Singapore                  | 1,534          | 8.6          | 1,261           | 8.3          | 13                             | 0.4          |
| Saudi Arabia               | 1,953          | 11.5         | 1,758           | 10.7         | 3                              | 0.7          |
| Netherlands                | 1,694          | 10.5         | 1,894           | 15.1         | 451                            | 5.6          |
| Russia                     | 2,522          | 17.3         | 2,742           | 21.6         | 63                             | 4.2          |
| Spain                      | 2,248          | 16.7         | 1,624           | 13.5         | 462                            | 4.8          |
| Belgium                    | -2,034         | -12.0        | -1,572          | -11.2        | 82                             | 1.7          |
| <b>All other countries</b> | <b>27,100</b>  | <b>10.8</b>  | <b>23,073</b>   | <b>10.5</b>  | <b>-898</b>                    | <b>-1.5</b>  |
| Africa                     | 6,872          | 25.9         | 5,830           | 26.3         | 181                            | 2.8          |
| APEC                       | 108,617        | 7.3          | 88,975          | 6.9          | 5,427                          | 3.4          |
| ASEAN                      | 11,302         | 7.1          | 9,483           | 6.4          | 290                            | 1.3          |
| Asia - South               | 2,466          | 4.2          | 943             | 1.8          | 393                            | 1.7          |
| Asia - Near East           | 7,303          | 12.9         | 5,692           | 10.9         | -9                             | -0.1         |
| CAFTA                      | 261            | 1.1          | 281             | 1.3          | 143                            | 3.0          |
| Cent. Am. Common Market    | 197            | 1.1          | 293             | 1.8          | 18                             | 0.5          |
| Euro Area                  | 17,433         | 5.4          | 11,314          | 3.9          | 1,373                          | 2.4          |
| Europe                     | 23,410         | 4.8          | 17,062          | 4.0          | 2,002                          | 2.7          |
| European Union             | 18,525         | 4.4          | 11,731          | 3.2          | 1,665                          | 2.4          |
| LAFTA                      | 26,215         | 7.0          | 22,866          | 6.8          | 205                            | 0.8          |
| NATO Allies                | 36,534         | 5.8          | 21,589          | 4.4          | 1,863                          | 2.4          |
| North America              | 40,087         | 7.0          | 27,406          | 6.2          | 164                            | 0.6          |
| OECD - Europe              | 68,807         | 5.4          | 47,818          | 4.5          | 1,847                          | 1.8          |
| OPEC                       | -5,390         | -6.9         | -6,067          | -8.4         | -5,010                         | -56.3        |
| Pacific Rim Countries      | 57,184         | 7.1          | 50,816          | 6.7          | 5,234                          | 3.7          |
| South/Central America      | 8,269          | 7.7          | 7,651           | 8.1          | 192                            | 1.0          |
| 20 Latin Amer. Republics   | 26,527         | 6.7          | 23,213          | 6.5          | 320                            | 1.1          |

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

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

**Table 5g**  
**2017 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>1,191,753</b>       | <b>1,887,653</b>       | <b>86,523</b>                                   | <b>60,640</b>                | <b>85,842</b>          | <b>14,466</b>                                   | <b>35,784</b>          | <b>88,052</b>          | <b>36,066</b>                                   | <b>29,450</b>          | <b>66,056</b>          | <b>13,352</b>                                   |
| Mexico                   | 177,665                | 265,004                | 6,838   | 19,692                       | 10,542                 | 1,012   | 4,235                  | 8,177                  | 1,437   | 3,610                  | 4,790                  | 690   |
| Canada                   | 148,420                | 156,951                | 7,768   | 733                          | 836                    | 418   | 410                    | 1,416                  | 1,074   | 863                    | 807                    | 919   |
| China                    | 88,940                 | 330,536                | 13,648  | 1,323                        | 9,796                  | 1,581   | 1,276                  | 9,478                  | 3,177   | 1,025                  | 7,270                  | 2,018   |
| Japan                    | 46,850                 | 123,099                | 4,725   | 1,971                        | 782                    | 372   | 864                    | 1,591                  | 878   | 608                    | 1,553                  | 496   |
| United Kingdom           | 42,527                 | 39,384                 | 6,957   | 591                          | 1,114                  | 667   | 1,123                  | 1,007                  | 1,305   | 737                    | 1,049                  | 839   |
| Germany                  | 42,011                 | 94,459                 | 7,795   | 853                          | 1,248                  | 701   | 359                    | 2,138                  | 1,469   | 518                    | 2,613                  | 937   |
| Korea, South             | 30,238                 | 55,505                 | 3,698   | 463                          | 691                    | 347   | 595                    | 1,938                  | 779   | 166                    | 1,465                  | 379   |
| Netherlands              | 29,199                 | 10,620                 | 2,512   | 967                          | 482                    | 210   | 158                    | 440                    | 356   | 106                    | 372                    | 227   |
| France                   | 25,780                 | 33,125                 | 3,310   | 230                          | 561                    | 317   | 239                    | 611                    | 497   | 246                    | 702                    | 320   |
| Brazil                   | 22,445                 | 15,045                 | 1,495   | 1,579                        | 544                    | 135   | 479                    | 406                    | 173   | 53                     | 71                     | 86  |
| Singapore                | 20,140                 | 15,332                 | 1,473   | 586                          | 576                    | 124   | 62                     | (D)                    | 149   | 78                     | (D)                    | 105   |
| Belgium                  | 19,640                 | 8,568                  | 1,287   | 281                          | 754                    | 86  | 183                    | 206                    | 138   | 75                     | 61                     | 78  |
| Taiwan                   | 16,898                 | 27,326                 | 4,593   | 407                          | 1,373                  | 422   | 156                    | 1,609                  | 835   | 141                    | 1,316                  | 576   |
| Switzerland              | 14,946                 | 25,505                 | 1,768   | 236                          | 967                    | 128   | 581                    | 656                    | 298   | 310                    | 496                    | 144   |
| Hong Kong                | 14,721                 | 1,804                  | 2,693   | 412                          | 205                    | 279   | 536                    | 175                    | 544   | 241                    | 132                    | 318   |
| India                    | 14,546                 | 21,309                 | 3,178   | 487                          | 2,015                  | 303   | 252                    | 1,233                  | 609   | 338                    | 1,049                  | 317   |
| Italy                    | 13,142                 | 30,497                 | 4,310   | 112                          | 1,285                  | 391   | 137                    | 1,173                  | 844   | 158                    | 2,014                  | 509   |
| Australia                | 12,289                 | 4,801                  | 1,724   | 232                          | 184                    | 151   | 53                     | 224                    | 265   | 54                     | 100                    | 161   |
| Malaysia                 | 8,899                  | 31,058                 | 1,427   | 180                          | 1,303                  | 97  | 16                     | 222                    | 97  | 68                     | 253                    | 100   |
| United Arab Emirates     | 7,948                  | 792                    | 402   | 87                           | 257                    | 37  | (D)                    | 43                     | 78  | 34                     | 17                     | 28  |
| Ireland                  | 7,885                  | 41,300                 | 704   | 76                           | 38                     | 50  | 6                      | 28                     | 55  | 13                     | 19                     | 38  |
| Saudi Arabia             | 6,337                  | 10,661                 | 140   | 42                           | (D)                    | 10  | (D)                    | 3                      | 8   | 7                      | 0                      | 6   |
| Spain                    | 6,321                  | 8,040                  | 1,694   | 49                           | 131                    | 114   | 61                     | 314                    | 239   | 47                     | 254                    | 149   |
| Thailand                 | 6,316                  | 19,749                 | 1,586   | 213                          | 1,739                  | 120   | 92                     | 446                    | 200   | 32                     | 474                    | 106   |
| Israel                   | 6,136                  | 15,617                 | 1,246   | 117                          | 726                    | 130   | 268                    | 380                    | 207   | 109                    | 389                    | 116   |
| Africa                   | 4,554                  | 6,038                  | 817   | 56                           | 103                    | 80  | 49                     | 90                     | 128   | 15                     | 75                     | 58  |
| APEC                     | 592,684                | 1,080,395              | 29,819  | 26,472                       | 28,990                 | 3,966   | 8,428                  | 27,592                 | 8,623   | 7,020                  | 20,116                 | 4,635   |
| ASEAN                    | 45,142                 | 103,898                | 4,201   | 1,103                        | 4,256                  | 414   | 228                    | 2,181                  | 670   | 272                    | 2,341                  | 405   |
| Asia - South             | 15,398                 | 22,928                 | 3,373   | 515                          | 2,054                  | 339   | 265                    | 1,349                  | 665   | 343                    | 1,099                  | 334   |
| Asia - Near East         | 24,512                 | 27,874                 | 1,708   | 286                          | 1,163                  | 188   | 949                    | 443                    | 319   | 152                    | 411                    | 158   |
| CAFTA                    | 7,597                  | 15,012                 | 1,204   | 362                          | 671                    | 119   | 147                    | 645                    | 238   | 133                    | 318                    | 125   |
| Cent. Am. Common Market  | 5,458                  | 11,840                 | 850   | 218                          | 500                    | 91  | 94                     | 548                    | 150   | 60                     | 209                    | 79  |
| Euro Area                | 148,278                | 241,155                | 14,174  | 2,608                        | 5,044                  | 1,571   | 1,183                  | 5,198                  | 3,391   | 1,289                  | 7,265                  | 1,974   |
| Europe                   | 225,911                | 339,077                | 19,115  | 3,662                        | 7,661                  | 2,298   | 3,088                  | 7,819                  | 5,049   | 2,433                  | 9,444                  | 2,775   |
| European Union           | 198,725                | 303,252                | 18,251  | 3,283                        | 6,505                  | 2,148   | 2,356                  | 6,611                  | 4,647   | 2,071                  | 8,703                  | 2,658   |
| LAFTA                    | 217,014                | 305,910                | 8,435   | 22,289                       | 11,920                 | 1,306   | 4,892                  | 9,745                  | 1,893   | 3,854                  | 5,126                  | 873   |
| NATO Allies              | 342,326                | 405,476                | 21,846  | 4,046                        | 7,046                  | 2,439   | 2,814                  | 8,072                  | 5,472   | 2,926                  | 8,493                  | 3,229   |
| North America            | 326,086                | 421,954                | 12,555  | 20,425                       | 11,378                 | 1,386   | 4,645                  | 9,593                  | 2,470   | 4,474                  | 5,597                  | 1,546   |
| OECD - Europe            | 647,159                | 958,499                | 30,326  | 26,895                       | 21,568                 | 3,982   | 9,473                  | 22,004                 | 8,875   | 7,860                  | 18,679                 | 4,555   |
| OPEC                     | 20,697                 | 24,468                 | 795   | (D)                          | 566                    | 88  | 747                    | 231                    | 172   | 53                     | 67                     | 57  |
| Pacific Rim Countries    | 246,974                | 605,976                | 21,625  | 5,687                        | 15,250                 | 2,665   | 3,587                  | 15,739                 | 6,100   | 2,414                  | 13,315                 | 3,363   |
| South/Central America    | 49,594                 | 57,494                 | 3,749   | 2,976                        | 2,076                  | 479   | 868                    | 2,309                  | 788   | 405                    | 676                    | 363   |
| 20 Latin Amer. Republics | 225,989                | 321,293                | 9,182   | 22,653                       | 12,605                 | 1,424   | 5,057                  | 10,436                 | 2,134   | 3,995                  | 5,452                  | 985   |

**Table 5g**  
**2017 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>30,485</b>          | <b>60,561</b>          | <b>7,683</b>                                    | <b>78,819</b>          | <b>95,730</b>          | <b>6,901</b>                                    | <b>53,296</b>          | <b>101,807</b>         | <b>3,074</b>                                    | <b>903,278</b>         | <b>1,389,605</b>       | <b>4,981</b>                                    |
| Mexico                   | 1,920                  | 3,353                  | 561   | 7,597                  | 8,374                  | 770   | 7,366                  | 8,766                  | 587   | 133,245                | 221,001                | 1,781   |
| Canada                   | 2,358                  | 1,360                  | 872   | 2,959                  | 2,249                  | 1,169   | 4,634                  | 3,942                  | 848   | 136,463                | 146,341                | 2,468   |
| China                    | 1,366                  | 6,561                  | 1,575   | 4,330                  | 17,207                 | 1,869   | 2,325                  | 17,218                 | 1,079   | 77,295                 | 263,007                | 2,349   |
| Japan                    | 675                    | 3,462                  | 477   | 1,375                  | 4,903                  | 564   | 1,644                  | 4,801                  | 443   | 39,714                 | 106,007                | 1,495   |
| United Kingdom           | 946                    | 756                    | 709   | 7,799                  | 984                    | 925   | 2,075                  | 6,536                  | 579   | 29,256                 | 27,939                 | 1,933   |
| Germany                  | 703                    | 2,327                  | 865   | 1,239                  | 3,494                  | 1,068   | 1,281                  | 3,519                  | 699   | 37,058                 | 79,120                 | 2,056   |
| Korea, South             | 176                    | 1,670                  | 303   | 1,022                  | 4,152                  | 393   | 511                    | 1,610                  | 285   | 27,304                 | 43,979                 | 1,212   |
| Netherlands              | 242                    | 254                    | 201   | 1,538                  | 331                    | 267   | 467                    | 462                    | 213   | 25,722                 | 8,278                  | 1,038   |
| France                   | 677                    | 1,258                  | 298   | 3,340                  | 3,009                  | 409   | 536                    | 1,814                  | 269   | 20,512                 | 25,171                 | 1,200   |
| Brazil                   | 224                    | 363                    | 104   | 1,038                  | 820                    | 141   | 225                    | 1,004                  | 124   | 18,847                 | 11,837                 | 732   |
| Singapore                | 73                     | 42                     | 109   | 1,282                  | 95                     | 141   | 332                    | 318                    | 131   | 17,726                 | 13,559                 | 714   |
| Belgium                  | 306                    | 374                    | 82  | 290                    | 479                    | 122   | 300                    | (D)                    | 108   | 18,205                 | (D)                    | 673   |
| Taiwan                   | 174                    | 1,554                  | 508   | 386                    | 1,632                  | 577   | 969                    | 1,162                  | 389   | 14,664                 | 18,680                 | 1,286   |
| Switzerland              | 920                    | 921                    | 144   | 199                    | 604                    | 173   | 912                    | 1,020                  | 126   | 11,788                 | 20,840                 | 755   |
| Hong Kong                | 724                    | 255                    | 245   | 766                    | (D)                    | 306   | 894                    | (D)                    | 216   | 11,148                 | 691                    | 785   |
| India                    | 346                    | 909                    | 263   | 874                    | (D)                    | 354   | 255                    | (D)                    | 255   | 11,993                 | 12,431                 | 1,077   |
| Italy                    | 378                    | 2,245                  | 390   | 692                    | 1,155                  | 494   | 248                    | 1,432                  | 324   | 11,418                 | 21,194                 | 1,358   |
| Australia                | 59                     | 219                    | 136   | 202                    | 87                     | 171   | 101                    | 315                    | 123   | 11,589                 | 3,671                  | 717   |
| Malaysia                 | 72                     | 90                     | 97  | 126                    | 398                    | 125   | 254                    | 437                    | 142   | 8,182                  | 28,356                 | 769   |
| United Arab Emirates     | (D)                    | 10                     | 20  | 37                     | (D)                    | 42  | (D)                    | (D)                    | 25  | 6,733                  | 313                    | 172   |
| Ireland                  | 20                     | 16                     | 40  | 104                    | 224                    | 69  | 341                    | 47                     | 56  | 7,326                  | 40,928                 | 396   |
| Saudi Arabia             | (D)                    | 0                      | 4   | 4                      | (D)                    | 11  | 2                      | (D)                    | 6   | 6,262                  | 10,425                 | 95  |
| Spain                    | 96                     | 185                    | 129   | 234                    | 727                    | 189   | 139                    | 535                    | 136   | 5,695                  | 5,893                  | 738   |
| Thailand                 | 65                     | 456                    | 108   | 187                    | 622                    | 135   | 111                    | 1,005                  | 139   | 5,617                  | 15,006                 | 778   |
| Israel                   | 272                    | 668                    | 89  | 362                    | (D)                    | 106   | 50                     | (D)                    | 67  | 4,959                  | 8,012                  | 531   |
| Africa                   | 75                     | 60                     | 53  | 120                    | 287                    | 80  | 27                     | 81                     | 54  | 4,212                  | 5,343                  | 364   |
| APEC                     | 7,884                  | 20,753                 | 3,339   | 21,663                 | 42,037                 | 3,631   | 19,398                 | 41,933                 | 1,973   | 501,819                | 898,973                | 3,652   |
| ASEAN                    | 260                    | 1,689                  | 394   | 1,815                  | 2,056                  | 466   | 831                    | 3,010                  | 392   | 40,632                 | 88,365                 | 1,460   |
| Asia - South             | 349                    | 940                    | 273   | 877                    | 2,489                  | 382   | 264                    | 1,392                  | 268   | 12,783                 | 13,606                 | 1,112   |
| Asia - Near East         | 444                    | (D)                    | 114   | 407                    | (D)                    | 154   | 292                    | (D)                    | 98  | 21,982                 | 19,457                 | 677   |
| CAFTA                    | 167                    | 552                    | 101   | 1,679                  | 786                    | 126   | 191                    | 543                    | 74  | 4,917                  | 11,497                 | 421   |
| Cent. Am. Common Market  | 114                    | 477                    | 65  | 1,561                  | 579                    | 74  | 71                     | 367                    | 48  | 3,339                  | 9,160                  | 343   |
| Euro Area                | 2,476                  | 7,052                  | 1,608   | 7,612                  | 10,400                 | 1,880   | 3,392                  | 9,078                  | 1,086   | 129,718                | 197,118                | 2,664   |
| Europe                   | 4,555                  | 9,224                  | 2,163   | 16,209                 | 13,315                 | 2,421   | 6,754                  | 19,807                 | 1,366   | 189,210                | 271,806                | 3,043   |
| European Union           | 3,540                  | 8,212                  | 2,091   | 15,569                 | 12,026                 | 2,364   | 5,724                  | 18,217                 | 1,344   | 166,182                | 242,979                | 2,999   |
| LAFTA                    | 2,770                  | 4,015                  | 721   | 11,938                 | 10,700                 | 941   | 7,942                  | 10,738                 | 691   | 163,329                | 253,666                | 2,010   |
| NATO Allies              | 5,885                  | 9,313                  | 2,589   | 18,641                 | 13,220                 | 2,933   | 10,004                 | 19,684                 | 1,680   | 298,010                | 339,649                | 3,504   |
| North America            | 4,278                  | 4,713                  | 1,347   | 10,556                 | 10,623                 | 1,750   | 12,000                 | 12,708                 | 1,183   | 269,708                | 367,342                | 2,873   |
| OECD - Europe            | 10,026                 | 20,419                 | 3,391   | 30,729                 | 33,629                 | 3,693   | 21,090                 | 43,917                 | 1,996   | 541,086                | 798,282                | 3,834   |
| OPEC                     | 368                    | 74                     | 40  | (D)                    | (D)                    | 68  | (D)                    | (D)                    | 45  | 18,016                 | 22,848                 | 325   |
| Pacific Rim Countries    | 3,362                  | 14,779                 | 2,414   | 9,621                  | 29,279                 | 2,668   | 7,137                  | 26,472                 | 1,483   | 215,167                | 491,141                | 2,932   |
| South/Central America    | 1,056                  | 1,245                  | 297   | 6,483                  | 3,226                  | 373   | 1,609                  | 2,581                  | 269   | 36,196                 | 45,382                 | 1,180   |
| 20 Latin Amer. Republics | 2,958                  | 4,587                  | 805   | 14,059                 | 11,560                 | 1,033   | 8,398                  | 11,285                 | 726   | 168,869                | 265,367                | 2,075   |

(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 2017.

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

**Table 5h**  
**2016 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>1,114,232</b>       | <b>1,767,441</b>       | <b>85,732</b>                                  | <b>44,869</b>                | <b>78,410</b>          | <b>13,906</b>                                  | <b>35,457</b>          | <b>86,309</b>          | <b>35,779</b>                                  | <b>27,871</b>          | <b>62,076</b>          | <b>13,457</b>                                   |
| Mexico                   | 157,963                | 249,675                | 6,785  | 10,388                       | 11,773                 | 1,010  | 2,873                  | 6,202                  | 1,395  | 3,100                  | 4,691                  | 703   |
| Canada                   | 142,429                | 148,450                | 7,637  | 547                          | 912                    | 382  | 1,788                  | 910                    | 1,028  | 655                    | 646                    | 915   |
| China                    | 82,118                 | 290,364                | 13,317   | 1,591                        | 9,616                  | 1,443  | 1,090                  | 11,222                 | 3,095  | 1,118                  | 6,607                  | 1,970   |
| Japan                    | 45,152                 | 118,744                | 4,854  | 1,317                        | 563                    | 352  | 1,042                  | 1,747                  | 941  | 1,125                  | 1,733                  | 516   |
| Germany                  | 38,785                 | 93,104                 | 7,722  | 897                          | 1,332                  | 600  | 332                    | 2,282                  | 1,421  | 357                    | 2,081                  | 994   |
| United Kingdom           | 38,000                 | 40,454                 | 6,872  | 645                          | 1,033                  | 655  | 808                    | 1,186                  | 1,271  | 721                    | 636                    | 872   |
| Netherlands              | 28,147                 | 9,264                  | 2,529  | 983                          | 512                    | 191  | 170                    | 461                    | 348  | 174                    | 357                    | 243   |
| Korea, South             | 26,618                 | 53,898                 | 3,714  | 612                          | 1,497                  | 352  | 497                    | 1,911                  | 805  | 246                    | 1,232                  | 367   |
| France                   | 23,442                 | 31,989                 | 3,276  | 218                          | 549                    | 286  | 307                    | 609                    | 517  | 499                    | 684                    | 343   |
| Belgium                  | 19,701                 | 9,399                  | 1,328  | 139                          | 725                    | 81   | 197                    | (D)                    | 138  | 71                     | 112                    | 108   |
| Brazil                   | 18,880                 | 13,251                 | 1,521  | 1,430                        | 517                    | 142  | 270                    | 816                    | 178  | 156                    | 78                     | 89  |
| Taiwan                   | 17,417                 | 24,786                 | 4,534  | 223                          | 1,123                  | 386  | 220                    | 1,242                  | 794  | 137                    | 1,220                  | 605   |
| Singapore                | 17,064                 | 13,014                 | 1,417  | 214                          | 245                    | 116  | 56                     | 67                     | 145  | 57                     | 26                     | 109   |
| Switzerland              | 16,763                 | 23,027                 | 1,829  | 242                          | 541                    | 129  | 414                    | 685                    | 313  | 340                    | 429                    | 169   |
| Hong Kong                | 13,345                 | 3,208                  | 2,686  | 302                          | 185                    | 260  | 694                    | 192                    | 527  | 264                    | 143                    | 316   |
| India                    | 11,961                 | 26,729                 | 3,181  | 204                          | 1,775                  | 317  | 328                    | 1,378                  | 613  | 494                    | 1,236                  | 310   |
| United Arab Emirates     | 10,586                 | 420                    | 459  | 59                           | 43                     | 44   | 852                    | (D)                    | 99   | 36                     | 6                      | 28  |
| Italy                    | 10,487                 | 27,460                 | 4,319  | 87                           | 1,081                  | 352  | 141                    | 1,241                  | 851  | 115                    | 1,985                  | 524   |
| Australia                | 10,392                 | 4,285                  | 1,696  | 155                          | 118                    | 140  | 46                     | 215                    | 262  | 59                     | 441                    | 172   |
| Malaysia                 | 8,481                  | 30,086                 | 1,386  | 206                          | 871                    | 84   | 17                     | 220                    | 105  | 52                     | 122                    | 90  |
| Saudi Arabia             | 6,836                  | 10,157                 | 158  | 16                           | (D)                    | 13   | 5                      | 1                      | 5  | 11                     | 1                      | 13  |
| Israel                   | 6,679                  | 16,511                 | 1,243  | 133                          | 509                    | 91   | 399                    | 496                    | 206  | 74                     | 480                    | 116   |
| Ireland                  | 6,436                  | 36,775                 | 685  | 54                           | (D)                    | 39   | 7                      | 32                     | 39   | 18                     | 24                     | 48  |
| Spain                    | 5,986                  | 7,484                  | 1,590  | 137                          | 172                    | 125  | 107                    | 396                    | 212  | 47                     | 184                    | 141   |
| Thailand                 | 5,901                  | 19,534                 | 1,619  | 107                          | 1,605                  | 102  | 72                     | 438                    | 225  | 44                     | 234                    | 100   |
| Africa                   | 4,603                  | 5,923                  | 804  | 53                           | 139                    | 74   | 57                     | 159                    | 124  | 19                     | 50                     | 60  |
| APEC                     | 547,824                | 1,000,726              | 29,539   | 16,139                       | 29,885                 | 3,800  | 8,570                  | 26,419                 | 8,555  | 6,984                  | 18,219                 | 4,622   |
| ASEAN                    | 41,383                 | 98,081                 | 4,199  | 638                          | 3,832                  | 397  | 232                    | 2,039                  | 692  | 246                    | 1,135                  | 418   |
| Asia - South             | 12,361                 | 28,707                 | 3,390  | 245                          | 1,820                  | 359  | 350                    | 1,493                  | 676  | 498                    | 1,342                  | 343   |
| Asia - Near East         | 28,554                 | 29,211                 | 1,776  | 250                          | 604                    | 163  | 1,266                  | 658                    | 322  | 121                    | 491                    | 167   |
| CAFTA                    | 6,844                  | 15,498                 | 1,260  | 307                          | 655                    | 148  | 106                    | 896                    | 228  | 150                    | 440                    | 145   |
| Cent. Am. Common Market  | 4,614                  | 11,941                 | 916  | 172                          | 492                    | 108  | 73                     | 528                    | 157  | 72                     | 297                    | 96  |
| Euro Area                | 137,193                | 230,853                | 14,098   | 2,598                        | 5,243                  | 1,444  | 1,300                  | 5,579                  | 3,348  | 1,383                  | 6,536                  | 2,038   |
| Europe                   | 209,149                | 326,446                | 19,039   | 3,673                        | 7,375                  | 2,164  | 2,671                  | 8,497                  | 5,053  | 2,556                  | 8,302                  | 2,877   |
| European Union           | 182,334                | 294,677                | 18,141   | 3,370                        | 6,613                  | 2,002  | 2,158                  | 7,066                  | 4,640  | 2,171                  | 7,644                  | 2,753   |
| LAFTA                    | 194,753                | 284,279                | 8,418  | (D)                          | 13,199                 | 1,298  | 3,310                  | 7,957                  | 1,874  | 3,627                  | 5,345                  | 884   |
| NATO Allies              | 320,332                | 391,785                | 21,667   | 3,793                        | 6,772                  | 2,277  | 3,952                  | 7,962                  | 5,408  | 2,804                  | 7,360                  | 3,325   |
| North America            | 300,392                | 398,125                | 12,397   | 10,935                       | 12,685                 | 1,341  | 4,661                  | 7,112                  | 2,394  | 3,755                  | 5,338                  | 1,550   |
| OECD - Europe            | 599,962                | 914,801                | 30,334   | 16,991                       | 22,768                 | 3,829  | 9,302                  | 19,908                 | 8,915  | 7,817                  | 17,696                 | 4,668   |
| OPEC                     | 26,371                 | 29,606                 | 1,362  | 271                          | 411                    | 121  | 943                    | 380                    | 236  | 94                     | 178                    | 111   |
| Pacific Rim Countries    | 227,930                | 554,032                | 21,470   | 4,704                        | 14,486                 | 2,534  | 3,709                  | 17,233                 | 6,074  | 3,101                  | 11,835                 | 3,360   |
| South/Central America    | 46,056                 | 51,562                 | 3,855  | 2,831                        | 2,165                  | 502  | 647                    | 2,738                  | 798  | 766                    | 1,125                  | 382   |
| 20 Latin Amer. Republics | 202,934                | 300,272                | 9,185  | 13,208                       | 13,858                 | 1,441  | 3,431                  | 8,897                  | 2,102  | 3,783                  | 5,796                  | 1,012   |

**Table 5h**  
**2016 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>29,243</b>          | <b>63,367</b>          | <b>7,861</b>                                   | <b>74,440</b>          | <b>92,676</b>          | <b>6,907</b>                                   | <b>52,458</b>          | <b>98,448</b>          | <b>2,974</b>                                   | <b>849,893</b>         | <b>1,286,156</b>       | <b>4,848</b>                                    |
| Mexico                   | 4,043                  | 3,729                  | 614  | 6,136                  | 8,463                  | 767  | 7,691                  | 8,289                  | 560  | 123,733                | 206,526                | 1,736   |
| Canada                   | 1,688                  | 2,157                  | 872  | 3,409                  | 2,109                  | 1,168  | 4,512                  | 5,637                  | 800  | 129,830                | 136,078                | 2,472   |
| China                    | 1,139                  | 8,662                  | 1,616  | 3,124                  | 13,282                 | 1,843  | 2,496                  | 14,920                 | 1,035  | 71,561                 | 226,055                | 2,315   |
| Japan                    | 765                    | 3,615                  | 507  | 1,647                  | 5,085                  | 617  | 2,045                  | 3,778                  | 432  | 37,211                 | 102,222                | 1,489   |
| Germany                  | 591                    | 1,876                  | 859  | 1,237                  | 4,254                  | 1,142  | 1,161                  | 3,759                  | 705  | 34,209                 | 77,520                 | 2,001   |
| United Kingdom           | 563                    | 673                    | 709  | 4,232                  | 1,528                  | 903  | 1,122                  | 7,223                  | 596  | 29,909                 | 28,174                 | 1,866   |
| Netherlands              | 135                    | 271                    | 194  | 1,781                  | 354                    | 306  | 1,249                  | 322                    | 212  | 23,654                 | 6,988                  | 1,035   |
| Korea, South             | 147                    | 1,621                  | 314  | 971                    | 2,480                  | 395  | 530                    | 3,000                  | 283  | 23,616                 | 42,157                 | 1,198   |
| France                   | 353                    | 1,185                  | 287  | 3,240                  | 3,006                  | 386  | 685                    | 1,367                  | 279  | 18,140                 | 24,589                 | 1,178   |
| Belgium                  | 171                    | 313                    | 73   | 684                    | 383                    | 131  | 471                    | (D)                    | 106  | 17,967                 | 6,477                  | 691   |
| Brazil                   | 158                    | 184                    | 99   | 2,116                  | 424                    | 157  | 146                    | 436                    | 113  | 14,605                 | 10,795                 | 743   |
| Taiwan                   | 136                    | 1,285                  | 530  | 288                    | 2,433                  | 592  | 1,096                  | 1,181                  | 380  | 15,316                 | 16,301                 | 1,247   |
| Singapore                | 104                    | 33                     | 103  | 851                    | 87                     | 160  | 260                    | 1,163                  | 122  | 15,523                 | 11,393                 | 662   |
| Switzerland              | 878                    | 1,136                  | 135  | 2,726                  | 689                    | 191  | 128                    | 980                    | 140  | 12,034                 | 18,567                 | 752   |
| Hong Kong                | 408                    | 271                    | 262  | 524                    | (D)                    | 335  | 609                    | (D)                    | 219  | 10,544                 | 678                    | 767   |
| India                    | 279                    | 590                    | 254  | 326                    | (D)                    | 365  | 316                    | (D)                    | 254  | 10,014                 | 13,151                 | 1,068   |
| United Arab Emirates     | 111                    | 29                     | 26   | 66                     | 64                     | 57   | 13                     | (D)                    | 29   | 9,449                  | 239                    | 176   |
| Italy                    | 251                    | 2,093                  | 403  | 586                    | 1,585                  | 496  | 246                    | 1,275                  | 376  | 9,061                  | 18,200                 | 1,317   |
| Australia                | 64                     | 113                    | 133  | 296                    | 101                    | 181  | 102                    | 317                    | 126  | 9,671                  | 2,981                  | 682   |
| Malaysia                 | 37                     | 193                    | 92   | 91                     | 318                    | 141  | 189                    | 353                    | 138  | 7,889                  | 28,009                 | 736   |
| Saudi Arabia             | (D)                    | 1                      | 12   | 30                     | (D)                    | 12   | (D)                    | (D)                    | 6  | 6,678                  | (D)                    | 97  |
| Israel                   | 279                    | 749                    | 95   | 162                    | (D)                    | 110  | 76                     | (D)                    | 84   | 5,556                  | 9,048                  | 541   |
| Ireland                  | 23                     | 6                      | 34   | 70                     | (D)                    | 65   | 394                    | 157                    | 65   | 5,870                  | 35,828                 | 395   |
| Spain                    | 37                     | 306                    | 110  | 200                    | 236                    | 172  | 96                     | 251                    | 113  | 5,363                  | 5,939                  | 717   |
| Thailand                 | 71                     | 835                    | 124  | 144                    | 551                    | 143  | 54                     | 973                    | 145  | 5,410                  | 14,898                 | 780   |
| Africa                   | 56                     | 111                    | 44   | 170                    | 231                    | 61   | 44                     | 304                    | 61   | 4,204                  | 4,927                  | 380   |
| APEC                     | 8,746                  | 24,292                 | 3,489  | 19,102                 | 37,035                 | 3,633  | 19,985                 | 42,912                 | 1,874  | 468,297                | 821,964                | 3,566   |
| ASEAN                    | 278                    | 2,106                  | 399  | 1,237                  | 2,085                  | 508  | 605                    | 3,619                  | 389  | 38,148                 | 83,264                 | 1,396   |
| Asia - South             | 286                    | 622                    | 265  | 328                    | (D)                    | (D)  | 324                    | (D)                    | (D)  | 10,330                 | 14,713                 | 1,096   |
| Asia - Near East         | 485                    | 781                    | 137  | 260                    | (D)                    | (D)  | 98                     | (D)                    | (D)  | 26,074                 | 21,297                 | 695   |
| CAFTA                    | 272                    | 598                    | 96   | 1,112                  | 1,161                  | 139  | 177                    | 157                    | 64   | 4,720                  | 11,591                 | 440   |
| Cent. Am. Common Market  | 189                    | 559                    | 60   | 862                    | 835                    | 83   | 54                     | 90                     | 45   | 3,191                  | 9,140                  | 367   |
| Euro Area                | 1,618                  | 6,380                  | 1,592  | 7,944                  | 10,977                 | 1,943  | 4,391                  | 9,236                  | 1,130  | 117,960                | 186,904                | 2,603   |
| Europe                   | 3,239                  | 8,678                  | 2,157  | 15,377                 | 14,494                 | 2,478  | 5,992                  | 20,460                 | 1,365  | 175,641                | 258,640                | 2,945   |
| European Union           | 2,274                  | 7,446                  | 2,084  | 12,330                 | 13,207                 | 2,422  | 5,726                  | 18,901                 | 1,335  | 154,304                | 233,800                | 2,905   |
| LAFTA                    | 4,445                  | 4,167                  | 760  | (D)                    | 9,938                  | 948  | 8,735                  | 9,279                  | 660  | 150,727                | 234,394                | 1,994   |
| NATO Allies              | 3,952                  | 9,374                  | 2,606  | 15,827                 | 14,217                 | 2,972  | 9,810                  | 21,877                 | 1,645  | 280,195                | 324,223                | 3,434   |
| North America            | 5,731                  | 5,887                  | 1,384  | 9,544                  | 10,572                 | 1,754  | 12,203                 | 13,926                 | 1,125  | 253,563                | 342,605                | 2,849   |
| OECD - Europe            | 10,225                 | 21,219                 | 3,463  | 29,367                 | 33,232                 | 3,759  | 21,004                 | 45,622                 | 1,961  | 505,255                | 754,356                | 3,739   |
| OPEC                     | 434                    | 348                    | 93   | (D)                    | 676                    | 127  | (D)                    | 505                    | 93   | 23,610                 | 27,107                 | 581   |
| Pacific Rim Countries    | 2,859                  | 16,786                 | 2,541  | 7,883                  | 24,588                 | 2,678  | 7,416                  | 26,875                 | 1,415  | 198,257                | 442,228                | 2,868   |
| South/Central America    | 712                    | 1,102                  | 279  | 6,331                  | 2,709                  | 404  | 1,566                  | 1,178                  | 267  | 33,203                 | 40,545                 | 1,223   |
| 20 Latin Amer. Republics | 4,755                  | 4,831                  | 835  | 12,443                 | 11,116                 | 1,042  | 9,167                  | 9,445                  | 689  | 156,148                | 246,329                | 2,064   |

(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 2016.

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

**Table 6a**  
**2017 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>1,546,273</b> | <b>100.0</b>     | <b>1,377,324</b>     | <b>100.0</b>         | <b>290,142</b>                     | <b>100.0</b>                        | <b>459,654</b>                       | <b>33.4</b>          | <b>282,855</b>                     | <b>97.5</b>                         |
| Alabama                         | 21,786           | 1.4              | 19,985               | 1.5                  | 4,078                              | 1.4                                 | 2,650                                | 13.3                 | 3,279                              | 80.4                                |
| Alaska                          | 4,942            | 0.3              | 4,743                | 0.3                  | 819                                | 0.3                                 | 2,470                                | 52.1                 | 601                                | 73.4                                |
| Arizona                         | 20,917           | 1.4              | 19,520               | 1.4                  | 7,476                              | 2.6                                 | 5,040                                | 25.8                 | 6,511                              | 87.1                                |
| Arkansas                        | 6,234            | 0.4              | 5,771                | 0.4                  | 2,264                              | 0.8                                 | 968                                  | 16.8                 | 1,768                              | 78.1                                |
| California                      | 172,012          | 11.1             | 160,074              | 11.6                 | 71,874                             | 24.8                                | 67,227                               | 42.0                 | 68,540                             | 95.4                                |
| Colorado                        | 8,054            | 0.5              | 7,596                | 0.6                  | 5,594                              | 1.9                                 | 2,053                                | 27.0                 | 4,880                              | 87.2                                |
| Connecticut                     | 14,784           | 1.0              | 13,761               | 1.0                  | 5,579                              | 1.9                                 | 5,046                                | 36.7                 | 4,933                              | 88.4                                |
| Delaware                        | 4,566            | 0.3              | 4,229                | 0.3                  | 2,061                              | 0.7                                 | 909                                  | 21.5                 | 1,759                              | 85.3                                |
| Florida                         | 54,914           | 3.6              | 49,871               | 3.6                  | 58,025                             | 20.0                                | 28,325                               | 56.8                 | 55,014                             | 94.8                                |
| Georgia                         | 37,224           | 2.4              | 33,163               | 2.4                  | 14,406                             | 5.0                                 | 9,074                                | 27.4                 | 12,665                             | 87.9                                |
| Hawaii                          | 952              | 0.1              | 544                  | 0.0                  | 808                                | 0.3                                 | 358                                  | 65.8                 | 696                                | 86.1                                |
| Idaho                           | 3,864            | 0.2              | 3,577                | 0.3                  | 1,590                              | 0.5                                 | 804                                  | 22.5                 | 1,371                              | 86.2                                |
| Illinois                        | 65,187           | 4.2              | 60,835               | 4.4                  | 23,338                             | 8.0                                 | 15,164                               | 24.9                 | 20,885                             | 89.5                                |
| Indiana                         | 37,737           | 2.4              | 34,443               | 2.5                  | 8,332                              | 2.9                                 | 5,367                                | 15.6                 | 7,043                              | 84.5                                |
| Iowa                            | 13,399           | 0.9              | 12,028               | 0.9                  | 3,290                              | 1.1                                 | 2,344                                | 19.5                 | 2,736                              | 83.2                                |
| Kansas                          | 11,243           | 0.7              | 9,340                | 0.7                  | 3,176                              | 1.1                                 | 2,145                                | 23.0                 | 2,643                              | 83.2                                |
| Kentucky                        | 30,857           | 2.0              | 29,538               | 2.1                  | 4,606                              | 1.6                                 | 13,100                               | 44.3                 | 3,638                              | 79.0                                |
| Louisiana                       | 57,005           | 3.7              | 52,931               | 3.8                  | 3,756                              | 1.3                                 | 18,292                               | 34.6                 | 3,170                              | 84.4                                |
| Maine                           | 2,712            | 0.2              | 2,402                | 0.2                  | 1,844                              | 0.6                                 | 1,334                                | 55.5                 | 1,584                              | 85.9                                |
| Maryland                        | 9,317            | 0.6              | 8,452                | 0.6                  | 6,135                              | 2.1                                 | 2,963                                | 35.1                 | 5,340                              | 87.0                                |
| Massachusetts                   | 27,566           | 1.8              | 25,646               | 1.9                  | 10,254                             | 3.5                                 | 8,849                                | 34.5                 | 9,081                              | 88.6                                |
| Michigan                        | 59,870           | 3.9              | 55,639               | 4.0                  | 14,681                             | 5.1                                 | 13,069                               | 23.5                 | 13,101                             | 89.2                                |
| Minnesota                       | 20,692           | 1.3              | 19,303               | 1.4                  | 8,242                              | 2.8                                 | 5,233                                | 27.1                 | 7,173                              | 87.0                                |
| Mississippi                     | 10,995           | 0.7              | 10,365               | 0.8                  | 1,945                              | 0.7                                 | 2,087                                | 20.1                 | 1,491                              | 76.7                                |
| Missouri                        | 14,206           | 0.9              | 13,042               | 0.9                  | 6,100                              | 2.1                                 | 3,494                                | 26.8                 | 5,209                              | 85.4                                |
| Montana                         | 1,616            | 0.1              | 1,384                | 0.1                  | 1,332                              | 0.5                                 | 877                                  | 63.4                 | 1,158                              | 86.9                                |
| Nebraska                        | 7,206            | 0.5              | 6,954                | 0.5                  | 1,760                              | 0.6                                 | 1,427                                | 20.5                 | 1,426                              | 81.0                                |
| Nevada                          | 12,162           | 0.8              | 11,415               | 0.8                  | 3,402                              | 1.2                                 | 1,525                                | 13.4                 | 2,912                              | 85.6                                |
| New Hampshire                   | 5,148            | 0.3              | 4,947                | 0.4                  | 2,529                              | 0.9                                 | 1,511                                | 30.5                 | 2,174                              | 86.0                                |
| New Jersey                      | 34,486           | 2.2              | 31,141               | 2.3                  | 20,632                             | 7.1                                 | 13,321                               | 42.8                 | 18,936                             | 91.8                                |
| New Mexico                      | 3,610            | 0.2              | 3,554                | 0.3                  | 1,277                              | 0.4                                 | 1,585                                | 44.6                 | 1,070                              | 83.8                                |
| New York                        | 77,915           | 5.0              | 64,987               | 4.7                  | 36,769                             | 12.7                                | 38,466                               | 59.2                 | 34,394                             | 93.5                                |
| North Carolina                  | 32,622           | 2.1              | 28,586               | 2.1                  | 10,772                             | 3.7                                 | 6,482                                | 22.7                 | 9,375                              | 87.0                                |
| North Dakota                    | 5,835            | 0.4              | 4,881                | 0.4                  | 1,680                              | 0.6                                 | 2,805                                | 57.5                 | 1,443                              | 85.9                                |
| Ohio                            | 50,103           | 3.2              | 45,451               | 3.3                  | 16,138                             | 5.6                                 | 10,828                               | 23.8                 | 14,355                             | 89.0                                |
| Oklahoma                        | 5,364            | 0.3              | 4,800                | 0.3                  | 2,960                              | 1.0                                 | 1,425                                | 29.7                 | 2,487                              | 84.0                                |
| Oregon                          | 21,895           | 1.4              | 20,972               | 1.5                  | 5,858                              | 2.0                                 | 5,039                                | 24.0                 | 5,214                              | 89.0                                |
| Pennsylvania                    | 38,702           | 2.5              | 35,356               | 2.6                  | 15,241                             | 5.3                                 | 12,110                               | 34.3                 | 13,514                             | 88.7                                |
| Rhode Island                    | 2,392            | 0.2              | 2,129                | 0.2                  | 1,751                              | 0.6                                 | 1,237                                | 58.1                 | 1,529                              | 87.3                                |
| South Carolina                  | 32,199           | 2.1              | 30,299               | 2.2                  | 6,512                              | 2.2                                 | 3,505                                | 11.6                 | 5,517                              | 84.7                                |
| South Dakota                    | 1,360            | 0.1              | 1,221                | 0.1                  | 937                                | 0.3                                 | (D)                                  | (D)                  | 713                                | 76.1                                |
| Tennessee                       | 33,246           | 2.2              | 30,975               | 2.2                  | 7,164                              | 2.5                                 | 5,065                                | 16.4                 | 5,927                              | 82.7                                |
| Texas                           | 264,541          | 17.1             | 248,160              | 18.0                 | 39,690                             | 13.7                                | 96,408                               | 38.8                 | 36,753                             | 92.6                                |
| Utah                            | 11,583           | 0.7              | 9,438                | 0.7                  | 3,525                              | 1.2                                 | 4,146                                | 43.9                 | 3,012                              | 85.4                                |
| Vermont                         | 2,776            | 0.2              | 2,625                | 0.2                  | 1,127                              | 0.4                                 | 528                                  | 20.1                 | 961                                | 85.3                                |
| Virginia                        | 16,509           | 1.1              | 15,428               | 1.1                  | 7,147                              | 2.5                                 | 4,732                                | 30.7                 | 6,079                              | 85.1                                |
| Washington                      | 76,414           | 4.9              | 71,148               | 5.2                  | 12,421                             | 4.3                                 | 13,004                               | 18.3                 | 11,122                             | 89.5                                |
| West Virginia                   | 7,110            | 0.5              | 6,706                | 0.5                  | 1,045                              | 0.4                                 | 3,127                                | 46.6                 | 834                                | 79.8                                |
| Wisconsin                       | 22,306           | 1.4              | 20,059               | 1.5                  | 8,780                              | 3.0                                 | 5,610                                | 28.0                 | 7,603                              | 86.6                                |
| Wyoming                         | 1,196            | 0.1              | 1,127                | 0.1                  | 399                                | 0.1                                 | 661                                  | 58.7                 | 316                                | 79.2                                |
| District of Columbia            | 1,483            | 0.1              | 150                  | 0.0                  | 526                                | 0.2                                 | 111                                  | 73.7                 | 388                                | 73.8                                |
| Puerto Rico                     | 15,876           | 1.0              | 15,687               | 1.1                  | 1,315                              | 0.5                                 | 4,621                                | 29.5                 | 1,122                              | 85.3                                |
| Virgin Islands                  | 961              | 0.1              | 948                  | 0.1                  | 107                                | 0.0                                 | (D)                                  | (D)                  | 79                                 | 73.8                                |
| Unallocated (3)                 | 48,617           | 3.1              | 0                    | 0.0                  | 0                                  | 0.0                                 | 0                                    | 0                    | 0                                  | 0.0                                 |

(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 2017.

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

**Table 6b**  
**2016 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>1,451,011</b> | <b>100.0</b>     | <b>1,295,621</b>     | <b>100.0</b>         | <b>290,606</b>                     | <b>100.0</b>                        | <b>433,255</b>                       | <b>33.4</b>          | <b>283,471</b>                     | <b>97.5</b>                         |
| Alabama                         | 20,420           | 1.4              | 18,745               | 1.4                  | 4,142                              | 1.4                                 | 2,974                                | 15.9                 | 3,338                              | 80.6                                |
| Alaska                          | 4,347            | 0.3              | 4,240                | 0.3                  | 752                                | 0.3                                 | 2,356                                | 55.6                 | 549                                | 73.0                                |
| Arizona                         | 22,006           | 1.5              | 19,675               | 1.5                  | 7,526                              | 2.6                                 | 4,887                                | 24.8                 | 6,581                              | 87.4                                |
| Arkansas                        | 5,707            | 0.4              | 5,268                | 0.4                  | 2,296                              | 0.8                                 | 1,038                                | 19.7                 | 1,793                              | 78.1                                |
| California                      | 163,412          | 11.3             | 151,536              | 11.7                 | 73,303                             | 25.2                                | 65,358                               | 43.1                 | 70,002                             | 95.5                                |
| Colorado                        | 7,573            | 0.5              | 7,212                | 0.6                  | 5,675                              | 2.0                                 | 2,051                                | 28.4                 | 4,946                              | 87.2                                |
| Connecticut                     | 14,386           | 1.0              | 13,576               | 1.0                  | 5,727                              | 2.0                                 | 4,507                                | 33.2                 | 5,052                              | 88.2                                |
| Delaware                        | 4,532            | 0.3              | 4,234                | 0.3                  | 1,803                              | 0.6                                 | 870                                  | 20.6                 | 1,562                              | 86.6                                |
| Florida                         | 52,029           | 3.6              | 47,646               | 3.7                  | 58,381                             | 20.1                                | 27,929                               | 58.6                 | 55,408                             | 94.9                                |
| Georgia                         | 35,626           | 2.5              | 32,150               | 2.5                  | 14,228                             | 4.9                                 | 8,539                                | 26.6                 | 12,490                             | 87.8                                |
| Hawaii                          | 795              | 0.1              | 441                  | 0.0                  | 786                                | 0.3                                 | 280                                  | 63.6                 | 684                                | 87.0                                |
| Idaho                           | 4,875            | 0.3              | 4,605                | 0.4                  | 1,577                              | 0.5                                 | 892                                  | 19.4                 | 1,343                              | 85.2                                |
| Illinois                        | 59,720           | 4.1              | 55,959               | 4.3                  | 22,804                             | 7.8                                 | 14,786                               | 26.4                 | 20,421                             | 89.6                                |
| Indiana                         | 34,639           | 2.4              | 32,111               | 2.5                  | 8,320                              | 2.9                                 | 5,272                                | 16.4                 | 7,010                              | 84.3                                |
| Iowa                            | 12,112           | 0.8              | 10,880               | 0.8                  | 3,216                              | 1.1                                 | 2,366                                | 21.7                 | 2,666                              | 82.9                                |
| Kansas                          | 10,176           | 0.7              | 8,476                | 0.7                  | 3,234                              | 1.1                                 | 2,341                                | 27.6                 | 2,682                              | 82.9                                |
| Kentucky                        | 29,178           | 2.0              | 27,917               | 2.2                  | 4,532                              | 1.6                                 | 12,193                               | 43.7                 | 3,538                              | 78.1                                |
| Louisiana                       | 48,417           | 3.3              | 46,486               | 3.6                  | 3,630                              | 1.2                                 | 16,163                               | 34.8                 | 3,074                              | 84.7                                |
| Maine                           | 2,874            | 0.2              | 2,570                | 0.2                  | 1,893                              | 0.7                                 | 1,310                                | 51.0                 | 1,597                              | 84.4                                |
| Maryland                        | 9,652            | 0.7              | 8,470                | 0.7                  | 6,280                              | 2.2                                 | 2,690                                | 31.8                 | 5,423                              | 86.4                                |
| Massachusetts                   | 25,872           | 1.8              | 24,443               | 1.9                  | 10,194                             | 3.5                                 | 8,794                                | 36.0                 | 9,067                              | 88.9                                |
| Michigan                        | 54,683           | 3.8              | 50,797               | 3.9                  | 14,758                             | 5.1                                 | 12,210                               | 24.0                 | 13,165                             | 89.2                                |
| Minnesota                       | 19,187           | 1.3              | 18,074               | 1.4                  | 8,266                              | 2.8                                 | 5,416                                | 30.0                 | 7,177                              | 86.8                                |
| Mississippi                     | 10,488           | 0.7              | 10,020               | 0.8                  | 2,017                              | 0.7                                 | 1,384                                | 13.8                 | 1,520                              | 75.4                                |
| Missouri                        | 13,929           | 1.0              | 13,153               | 1.0                  | 6,093                              | 2.1                                 | 3,131                                | 23.8                 | 5,178                              | 85.0                                |
| Montana                         | 1,359            | 0.1              | 1,221                | 0.1                  | 1,294                              | 0.4                                 | 684                                  | 56.0                 | 1,105                              | 85.4                                |
| Nebraska                        | 6,379            | 0.4              | 6,161                | 0.5                  | 1,850                              | 0.6                                 | 1,413                                | 22.9                 | 1,495                              | 80.8                                |
| Nevada                          | 9,757            | 0.7              | 9,162                | 0.7                  | 3,278                              | 1.1                                 | 1,790                                | 19.5                 | 2,818                              | 86.0                                |
| New Hampshire                   | 4,139            | 0.3              | 3,938                | 0.3                  | 2,498                              | 0.9                                 | 1,403                                | 35.6                 | 2,139                              | 85.6                                |
| New Jersey                      | 31,197           | 2.1              | 27,794               | 2.1                  | 20,533                             | 7.1                                 | 11,536                               | 41.5                 | 18,847                             | 91.8                                |
| New Mexico                      | 3,631            | 0.3              | 3,541                | 0.3                  | 1,327                              | 0.5                                 | 1,439                                | 40.6                 | 1,105                              | 83.3                                |
| New York                        | 71,235           | 4.9              | 63,099               | 4.9                  | 37,197                             | 12.8                                | 34,789                               | 55.1                 | 34,855                             | 93.7                                |
| North Carolina                  | 30,148           | 2.1              | 26,240               | 2.0                  | 10,867                             | 3.7                                 | 6,621                                | 25.2                 | 9,479                              | 87.2                                |
| North Dakota                    | 5,313            | 0.4              | 4,775                | 0.4                  | 1,615                              | 0.6                                 | 1,815                                | 38.0                 | 1,371                              | 84.9                                |
| Ohio                            | 49,271           | 3.4              | 44,746               | 3.5                  | 15,992                             | 5.5                                 | 10,325                               | 23.1                 | 14,228                             | 89.0                                |
| Oklahoma                        | 5,044            | 0.3              | 4,508                | 0.3                  | 3,042                              | 1.0                                 | 1,200                                | 26.6                 | 2,554                              | 84.0                                |
| Oregon                          | 21,747           | 1.5              | 20,889               | 1.6                  | 5,776                              | 2.0                                 | 4,492                                | 21.5                 | 5,130                              | 88.8                                |
| Pennsylvania                    | 36,457           | 2.5              | 33,424               | 2.6                  | 15,236                             | 5.2                                 | 10,756                               | 32.2                 | 13,557                             | 89.0                                |
| Rhode Island                    | 2,276            | 0.2              | 2,112                | 0.2                  | 1,655                              | 0.6                                 | 1,359                                | 64.3                 | 1,437                              | 86.8                                |
| South Carolina                  | 31,316           | 2.2              | 29,610               | 2.3                  | 6,374                              | 2.2                                 | 3,325                                | 11.2                 | 5,365                              | 84.2                                |
| South Dakota                    | 1,223            | 0.1              | 1,131                | 0.1                  | 898                                | 0.3                                 | (D)                                  | (D)                  | 684                                | 76.2                                |
| Tennessee                       | 31,418           | 2.2              | 29,531               | 2.3                  | 7,056                              | 2.4                                 | 4,714                                | 16.0                 | 5,809                              | 82.3                                |
| Texas                           | 231,053          | 15.9             | 218,105              | 16.8                 | 39,874                             | 13.7                                | 85,791                               | 39.3                 | 36,966                             | 92.7                                |
| Utah                            | 12,073           | 0.8              | 10,128               | 0.8                  | 3,562                              | 1.2                                 | 4,995                                | 49.3                 | 3,059                              | 85.9                                |
| Vermont                         | 2,986            | 0.2              | 2,826                | 0.2                  | 1,112                              | 0.4                                 | 642                                  | 22.7                 | 954                                | 85.8                                |
| Virginia                        | 16,309           | 1.1              | 15,191               | 1.2                  | 7,326                              | 2.5                                 | 4,527                                | 29.8                 | 6,194                              | 84.5                                |
| Washington                      | 79,540           | 5.5              | 73,603               | 5.7                  | 12,434                             | 4.3                                 | 12,876                               | 17.5                 | 11,162                             | 89.8                                |
| West Virginia                   | 5,045            | 0.3              | 4,735                | 0.4                  | 1,060                              | 0.4                                 | 1,396                                | 29.5                 | 816                                | 77.0                                |
| Wisconsin                       | 21,009           | 1.4              | 19,203               | 1.5                  | 8,625                              | 3.0                                 | 5,277                                | 27.5                 | 7,471                              | 86.6                                |
| Wyoming                         | 1,098            | 0.1              | 1,055                | 0.1                  | 403                                | 0.1                                 | 606                                  | 57.5                 | 299                                | 74.2                                |
| District of Columbia            | 1,331            | 0.1              | 141                  | 0.0                  | 594                                | 0.2                                 | 127                                  | 90.4                 | 450                                | 75.8                                |
| Puerto Rico                     | 19,886           | 1.4              | 19,771               | 1.5                  | 1,436                              | 0.5                                 | 9,005                                | 45.5                 | 1,213                              | 84.5                                |
| Virgin Islands                  | 301              | 0.0              | 299                  | 0.0                  | 108                                | 0.0                                 | (D)                                  | (D)                  | 76                                 | 70.4                                |
| Unallocated (3)                 | 51,836           | 3.6              | 0                    | 0.0                  | 2                                  | 0.0                                 | (D)                                  | (D)                  | 0                                  | 0.0                                 |

(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 2016.

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



**Table 6c**  
**Percent Difference Between 2016 and 2017 Export**  
**Results for Small and Medium Sized Companies**

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

(-) Represents zero or less than one-half unit of measurement shown. (D) - Represents suppressed to avoid disclosure.

| State of the<br>Origin of Movement | % Difference 2016-2017 |                      |                                      |                                   |                                      |
|------------------------------------|------------------------|----------------------|--------------------------------------|-----------------------------------|--------------------------------------|
|                                    | Total Value            | Identified Exporters |                                      | Small and Medium<br>Exporters (3) |                                      |
|                                    |                        | Known<br>Value (1)   | Number of<br>Identified<br>Exporters | Known<br>Value (1)                | Number of<br>Identified<br>Exporters |
| <b>United States</b>               | <b>6.6</b>             | <b>6.3</b>           | <b>-2.7</b>                          | <b>5.6</b>                        | <b>-0.2</b>                          |
| Alabama                            | 6.7                    | 6.6                  | -1.5                                 | -10.8                             | -1.8                                 |
| Alaska                             | 13.7                   | 11.9                 | 8.9                                  | 4.8                               | 9.3                                  |
| Arizona                            | -4.9                   | -0.8                 | -0.7                                 | 2.1                               | -1                                   |
| Arkansas                           | 9.2                    | 9.5                  | -1.4                                 | -8.8                              | -1.6                                 |
| California                         | 5.3                    | 5.6                  | -1.9                                 | 2.9                               | -2.1                                 |
| Colorado                           | 6.3                    | 5.3                  | -1.4                                 | 0.1                               | -1.4                                 |
| Connecticut                        | 2.8                    | 1.4                  | -2.6                                 | 11.7                              | -2.3                                 |
| Delaware                           | 0.7                    | -0.1                 | 14.3                                 | 4.4                               | 12.6                                 |
| Florida                            | 5.5                    | 4.7                  | -0.6                                 | 1.5                               | -0.7                                 |
| Georgia                            | 4.5                    | 3.1                  | 1.3                                  | 5.6                               | 1.4                                  |
| Hawaii                             | 19.8                   | 23.5                 | 2.8                                  | 28                                | 2.1                                  |
| Idaho                              | -20.7                  | -22.3                | 0.8                                  | -9.8                              | 2.1                                  |
| Illinois                           | 9.2                    | 8.7                  | 2.3                                  | 2.4                               | 2.3                                  |
| Indiana                            | 8.9                    | 7.3                  | 0.1                                  | -1.4                              | 0.5                                  |
| Iowa                               | 10.6                   | 10.5                 | 2.3                                  | -9.1                              | 2.7                                  |
| Kansas                             | 10.5                   | 10.2                 | -1.8                                 | -11.2                             | -1.4                                 |
| Kentucky                           | 5.8                    | 5.8                  | 1.6                                  | 7.7                               | 2.8                                  |
| Louisiana                          | 17.7                   | 13.9                 | 3.5                                  | 13.3                              | 3.1                                  |
| Maine                              | -5.6                   | -6.5                 | -2.6                                 | 1.9                               | -0.7                                 |
| Maryland                           | -3.5                   | -0.2                 | -2.3                                 | 9.3                               | -1.5                                 |
| Massachusetts                      | 6.5                    | 4.9                  | 0.6                                  | 0.7                               | 0.1                                  |
| Michigan                           | 9.5                    | 9.5                  | -0.5                                 | 5.3                               | -0.4                                 |
| Minnesota                          | 7.8                    | 6.8                  | -0.3                                 | -3.8                              | 0                                    |
| Mississippi                        | 4.8                    | 3.4                  | -3.6                                 | 56.3                              | -1.8                                 |
| Missouri                           | 2                      | -0.8                 | 0.1                                  | 11.1                              | 0.6                                  |
| Montana                            | 18.9                   | 13.3                 | 2.9                                  | 28.4                              | 4.9                                  |
| Nebraska                           | 13                     | 12.9                 | -4.9                                 | 1                                 | -4.7                                 |
| Nevada                             | 24.7                   | 24.6                 | 3.8                                  | -15.8                             | 3.4                                  |
| New Hampshire                      | 24.4                   | 25.6                 | 1.2                                  | 7.4                               | 1.6                                  |
| New Jersey                         | 10.5                   | 12                   | 0.5                                  | 14.5                              | 0.5                                  |
| New Mexico                         | -0.6                   | 0.4                  | -3.8                                 | 10.1                              | -3.2                                 |
| New York                           | 9.4                    | 3                    | -1.2                                 | 10.1                              | -1.3                                 |
| North Carolina                     | 8.2                    | 8.9                  | -0.9                                 | -2.1                              | -1.1                                 |
| North Dakota                       | 9.8                    | 2.2                  | 4                                    | 54.6                              | 5.3                                  |
| Ohio                               | 1.7                    | 1.6                  | 0.9                                  | 3.7                               | 0.9                                  |
| Oklahoma                           | 6.3                    | 6.5                  | -2.7                                 | 18.6                              | -2.7                                 |
| Oregon                             | 0.7                    | 0.4                  | 1.4                                  | 12.2                              | 1.6                                  |
| Pennsylvania                       | 6.2                    | 5.8                  | 0                                    | 12.1                              | -0.3                                 |
| Rhode Island                       | 5.1                    | 0.8                  | 5.8                                  | -9                                | 6.3                                  |
| South Carolina                     | 2.8                    | 2.3                  | 2.2                                  | 6.1                               | 2.9                                  |
| South Dakota                       | 11.2                   | 8                    | 4.3                                  | (D)                               | 4.2                                  |
| Tennessee                          | 5.8                    | 4.9                  | 1.5                                  | 2.4                               | 2                                    |
| Texas                              | 14.5                   | 13.8                 | -0.5                                 | 11.9                              | -0.6                                 |
| Utah                               | -4.1                   | -6.8                 | -1                                   | -16.8                             | -1.5                                 |
| Vermont                            | -7                     | -7.1                 | 1.3                                  | -16.6                             | 0.8                                  |
| Virginia                           | 1.2                    | 1.6                  | -2.4                                 | 2.5                               | -1.9                                 |
| Washington                         | -3.9                   | -3.3                 | -0.1                                 | 0.7                               | -0.3                                 |
| West Virginia                      | 40.9                   | 41.6                 | -1.4                                 | 121.2                             | 2.1                                  |
| Wisconsin                          | 6.2                    | 4.5                  | 1.8                                  | 6.4                               | 1.8                                  |
| Wyoming                            | 9                      | 6.9                  | -1                                   | 6.8                               | 5.3                                  |
| District of Columbia               | 11.5                   | 6.5                  | -11.4                                | -13.2                             | -14                                  |
| Puerto Rico                        | -20.2                  | -20.7                | -8.4                                 | -48.7                             | -7.6                                 |
| Virgin Islands                     | 219                    | 217.3                | -0.9                                 | (D)                               | 3.9                                  |
| Unallocated (2)                    | -6.2                   | 0                    | 0                                    | 0                                 | 0                                    |

(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 2016 or 2017.

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

**Table 6d**  
**2017 Imports by State of Destination, Number of Importing Companies,**  
**Value, and Percent Difference Between 2016 and 2017 Imports**

Value in millions of dollars. Details may not equal totals due to rounding. (-) Represents zero or less than one-half unit of measurement shown. (Z) - Represents greater than 499%.

| 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 2016-2017 |             |                                |
|----------------------|------------------|------------------|------------------|------------------|------------------------------------|-------------------------------------|------------------------|-------------|--------------------------------|
|                      |                  |                  |                  |                  |                                    |                                     | Total Value            | Known Value | Number of Identified Importers |
| <b>United States</b> | <b>2,339,884</b> | <b>100</b>       | <b>2,032,453</b> | <b>100</b>       | <b>218,585</b>                     | <b>100</b>                          | <b>7</b>               | <b>6.3</b>  | <b>3.4</b>                     |
| Alabama              | 23,597           | 1.0              | 20,714           | 1.0              | 3,728                              | 1.7                                 | 6.6                    | 4.5         | 1.8                            |
| Alaska               | 1,721            | 0.1              | 1,477            | 0.1              | 751                                | 0.3                                 | -17.8                  | -13.9       | -6.5                           |
| Arizona              | 20,517           | 0.9              | 17,010           | 0.8              | 5,692                              | 2.6                                 | 4.4                    | 4.6         | 3.8                            |
| Arkansas             | 9,293            | 0.4              | 8,506            | 0.4              | 1,973                              | 0.9                                 | 18.7                   | 19.8        | 2.1                            |
| California           | 440,253          | 18.8             | 407,884          | 20.1             | 69,042                             | 31.6                                | 7.3                    | 7.0         | 3.9                            |
| Colorado             | 12,947           | 0.6              | 11,309           | 0.6              | 5,840                              | 2.7                                 | 5.9                    | 7.7         | 6.2                            |
| Connecticut          | 18,671           | 0.8              | 13,670           | 0.7              | 4,273                              | 2.0                                 | -12.4                  | -14.6       | 1.7                            |
| Delaware             | 7,669            | 0.3              | 7,056            | 0.3              | 1,634                              | 0.7                                 | 1.5                    | 0.2         | 3.6                            |
| Florida              | 75,340           | 3.2              | 63,546           | 3.1              | 28,278                             | 12.9                                | 2.3                    | 1.7         | 3.6                            |
| Georgia              | 91,264           | 3.9              | 83,224           | 4.1              | 13,602                             | 6.2                                 | 5.9                    | 4.0         | 4.8                            |
| Hawaii               | 3,809            | 0.2              | 2,516            | 0.1              | 2,330                              | 1.1                                 | 30.0                   | -4.3        | -0.1                           |
| Idaho                | 5,643            | 0.2              | 4,899            | 0.2              | 1,611                              | 0.7                                 | 25.6                   | 32.1        | 4.7                            |
| Illinois             | 135,916          | 5.8              | 118,157          | 5.8              | 20,442                             | 9.4                                 | 11.8                   | 11.4        | 5.1                            |
| Indiana              | 54,401           | 2.3              | 45,580           | 2.2              | 6,364                              | 2.9                                 | 9.8                    | 5.8         | 3.9                            |
| Iowa                 | 9,147            | 0.4              | 7,478            | 0.4              | 2,794                              | 1.3                                 | 11.1                   | 14.0        | 0.6                            |
| Kansas               | 10,784           | 0.5              | 8,425            | 0.4              | 2,861                              | 1.3                                 | -3.3                   | -8.4        | 4.2                            |
| Kentucky             | 47,006           | 2.0              | 41,465           | 2.0              | 4,197                              | 1.9                                 | 17.5                   | 18.4        | 2.7                            |
| Louisiana            | 37,688           | 1.6              | 34,228           | 1.7              | 3,849                              | 1.8                                 | 16.2                   | 18.5        | 5.6                            |
| Maine                | 3,300            | 0.1              | 1,841            | 0.1              | 1,518                              | 0.7                                 | -1.6                   | -10.0       | 6.8                            |
| Maryland             | 32,294           | 1.4              | 28,676           | 1.4              | 6,000                              | 2.7                                 | 5.2                    | 2.3         | 1.0                            |
| Massachusetts        | 34,499           | 1.5              | 28,153           | 1.4              | 8,833                              | 4.0                                 | 2.1                    | 2.2         | 3.7                            |
| Michigan             | 140,069          | 6.0              | 124,981          | 6.1              | 9,701                              | 4.4                                 | 3.8                    | 3.6         | 3.9                            |
| Minnesota            | 29,644           | 1.3              | 22,102           | 1.1              | 6,630                              | 3.0                                 | 9.7                    | 6.0         | 2.1                            |
| Mississippi          | 14,925           | 0.6              | 14,109           | 0.7              | 1,904                              | 0.9                                 | 6.8                    | 7.9         | -3.0                           |
| Missouri             | 18,780           | 0.8              | 16,054           | 0.8              | 5,728                              | 2.6                                 | 9.1                    | 8.0         | 5.3                            |
| Montana              | 4,305            | 0.2              | 2,991            | 0.1              | 1,006                              | 0.5                                 | 23.4                   | 17.9        | -0.5                           |
| Nebraska             | 3,754            | 0.2              | 2,994            | 0.1              | 1,938                              | 0.9                                 | 5.5                    | 5.8         | 6.4                            |
| Nevada               | 12,279           | 0.5              | 10,829           | 0.5              | 4,243                              | 1.9                                 | 16.3                   | 18.4        | 4.6                            |
| New Hampshire        | 11,350           | 0.5              | 10,094           | 0.5              | 1,920                              | 0.9                                 | 31.8                   | 34.9        | 1.9                            |
| New Jersey           | 112,627          | 4.8              | 101,456          | 5.0              | 20,040                             | 9.2                                 | 4.2                    | 3.5         | 1.3                            |
| New Mexico           | 2,277            | 0.1              | 1,890            | 0.1              | 1,341                              | 0.6                                 | -0.6                   | 1.7         | 7.2                            |
| New York             | 126,573          | 5.4              | 101,125          | 5.0              | 35,815                             | 16.4                                | -2.7                   | -3.7        | 2.7                            |
| North Carolina       | 47,491           | 2.0              | 41,578           | 2.0              | 9,374                              | 4.3                                 | 1.0                    | 1.4         | 2.9                            |
| North Dakota         | 2,733            | 0.1              | 1,737            | 0.1              | 1,035                              | 0.5                                 | 6.6                    | 2.2         | 5.2                            |
| Ohio                 | 67,502           | 2.9              | 57,498           | 2.8              | 11,267                             | 5.2                                 | 5.0                    | 4.2         | 3.2                            |
| Oklahoma             | 9,695            | 0.4              | 6,902            | 0.3              | 2,519                              | 1.2                                 | 14.2                   | 6.3         | 4.6                            |
| Oregon               | 18,301           | 0.8              | 14,897           | 0.7              | 5,535                              | 2.5                                 | 4.0                    | 1.9         | 4.3                            |
| Pennsylvania         | 83,214           | 3.6              | 68,012           | 3.3              | 11,550                             | 5.3                                 | 7.8                    | 3.8         | 2.0                            |
| Rhode Island         | 9,352            | 0.4              | 8,955            | 0.4              | 1,493                              | 0.7                                 | 6.9                    | 8.0         | -0.3                           |
| South Carolina       | 37,452           | 1.6              | 32,600           | 1.6              | 6,276                              | 2.9                                 | 3.7                    | 2.4         | 6.7                            |
| South Dakota         | 1,099            | 0.0              | 801              | 0.0              | 852                                | 0.4                                 | 6.6                    | 5.0         | 0.7                            |
| Tennessee            | 78,754           | 3.4              | 73,127           | 3.6              | 6,896                              | 3.2                                 | 4.6                    | 4.6         | 1.2                            |
| Texas                | 262,642          | 11.2             | 236,797          | 11.7             | 27,615                             | 12.6                                | 14.5                   | 13.9        | 5.1                            |
| Utah                 | 13,896           | 0.6              | 11,605           | 0.6              | 4,318                              | 2.0                                 | 7.0                    | 5.2         | 6.6                            |
| Vermont              | 3,590            | 0.2              | 2,296            | 0.1              | 1,123                              | 0.5                                 | -3.1                   | -5.2        | -2.6                           |
| Virginia             | 29,066           | 1.2              | 26,041           | 1.3              | 7,035                              | 3.2                                 | 12.3                   | 11.7        | 3.7                            |
| Washington           | 49,829           | 2.1              | 39,655           | 2.0              | 10,845                             | 5.0                                 | 6.0                    | 7.0         | 1.7                            |
| West Virginia        | 3,396            | 0.1              | 2,690            | 0.1              | 933                                | 0.4                                 | 1.9                    | -2.8        | 2.2                            |
| Wisconsin            | 27,690           | 1.2              | 23,154           | 1.1              | 6,058                              | 2.8                                 | 23.5                   | 26.6        | 2.0                            |
| Wyoming              | 858              | 0.0              | 706              | 0.0              | 672                                | 0.3                                 | -2.1                   | -2.9        | 7.7                            |
| District of Columbia | 480              | 0.0              | 357              | 0.0              | 932                                | 0.4                                 | -1.3                   | -6.5        | 3.9                            |
| Puerto Rico          | 18,551           | 0.8              | 17,518           | 0.9              | 3,022                              | 1.4                                 | -12.5                  | -13.6       | 1.4                            |
| Virgin Islands       | 1,206            | 0.1              | 1,077            | 0.1              | 190                                | 0.1                                 | 103.9                  | 141.3       | -7.8                           |
| Unallocated (3)      | 20,747           | 0.9              | 12               | 0.0              | 619                                | 0.3                                 | -0.9                   | 32.8        | 2.3                            |

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

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

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

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

**Table 6e**  
**2016 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>2,187,805</b> | <b>100.0</b>     | <b>1,911,184</b> | <b>100.0</b>     | <b>211,335</b>                     | <b>100.0</b>                        |
| Alabama              | 22,132           | 1.0              | 19,831           | 1.0              | 3,662                              | 1.7                                 |
| Alaska               | 2,094            | 0.1              | 1,715            | 0.1              | 803                                | 0.4                                 |
| Arizona              | 19,654           | 0.9              | 16,260           | 0.9              | 5,484                              | 2.6                                 |
| Arkansas             | 7,829            | 0.4              | 7,100            | 0.4              | 1,933                              | 0.9                                 |
| California           | 410,183          | 18.7             | 381,226          | 19.9             | 66,462                             | 31.4                                |
| Colorado             | 12,225           | 0.6              | 10,503           | 0.5              | 5,497                              | 2.6                                 |
| Connecticut          | 21,319           | 1.0              | 16,002           | 0.8              | 4,200                              | 2.0                                 |
| Delaware             | 7,556            | 0.3              | 7,043            | 0.4              | 1,577                              | 0.7                                 |
| Florida              | 73,626           | 3.4              | 62,466           | 3.3              | 27,294                             | 12.9                                |
| Georgia              | 86,185           | 3.9              | 80,031           | 4.2              | 12,983                             | 6.1                                 |
| Hawaii               | 2,931            | 0.1              | 2,629            | 0.1              | 2,333                              | 1.1                                 |
| Idaho                | 4,494            | 0.2              | 3,709            | 0.2              | 1,538                              | 0.7                                 |
| Illinois             | 121,529          | 5.6              | 106,078          | 5.6              | 19,454                             | 9.2                                 |
| Indiana              | 49,537           | 2.3              | 43,097           | 2.3              | 6,128                              | 2.9                                 |
| Iowa                 | 8,234            | 0.4              | 6,560            | 0.3              | 2,776                              | 1.3                                 |
| Kansas               | 11,157           | 0.5              | 9,195            | 0.5              | 2,745                              | 1.3                                 |
| Kentucky             | 40,002           | 1.8              | 35,012           | 1.8              | 4,088                              | 1.9                                 |
| Louisiana            | 32,424           | 1.5              | 28,889           | 1.5              | 3,646                              | 1.7                                 |
| Maine                | 3,354            | 0.2              | 2,045            | 0.1              | 1,421                              | 0.7                                 |
| Maryland             | 30,688           | 1.4              | 28,025           | 1.5              | 5,938                              | 2.8                                 |
| Massachusetts        | 33,801           | 1.5              | 27,540           | 1.4              | 8,514                              | 4.0                                 |
| Michigan             | 134,947          | 6.2              | 120,657          | 6.3              | 9,334                              | 4.4                                 |
| Minnesota            | 27,024           | 1.2              | 20,850           | 1.1              | 6,495                              | 3.1                                 |
| Mississippi          | 13,971           | 0.6              | 13,077           | 0.7              | 1,963                              | 0.9                                 |
| Missouri             | 17,206           | 0.8              | 14,863           | 0.8              | 5,440                              | 2.6                                 |
| Montana              | 3,490            | 0.2              | 2,538            | 0.1              | 1,011                              | 0.5                                 |
| Nebraska             | 3,557            | 0.2              | 2,830            | 0.1              | 1,821                              | 0.9                                 |
| Nevada               | 10,560           | 0.5              | 9,149            | 0.5              | 4,056                              | 1.9                                 |
| New Hampshire        | 8,611            | 0.4              | 7,483            | 0.4              | 1,884                              | 0.9                                 |
| New Jersey           | 108,133          | 4.9              | 97,981           | 5.1              | 19,780                             | 9.4                                 |
| New Mexico           | 2,290            | 0.1              | 1,859            | 0.1              | 1,251                              | 0.6                                 |
| New York             | 130,072          | 5.9              | 105,015          | 5.5              | 34,878                             | 16.5                                |
| North Carolina       | 47,041           | 2.2              | 41,003           | 2.1              | 9,112                              | 4.3                                 |
| North Dakota         | 2,564            | 0.1              | 1,699            | 0.1              | 984                                | 0.5                                 |
| Ohio                 | 64,264           | 2.9              | 55,164           | 2.9              | 10,919                             | 5.2                                 |
| Oklahoma             | 8,487            | 0.4              | 6,495            | 0.3              | 2,409                              | 1.1                                 |
| Oregon               | 17,596           | 0.8              | 14,621           | 0.8              | 5,309                              | 2.5                                 |
| Pennsylvania         | 77,164           | 3.5              | 65,509           | 3.4              | 11,319                             | 5.4                                 |
| Rhode Island         | 8,748            | 0.4              | 8,291            | 0.4              | 1,497                              | 0.7                                 |
| South Carolina       | 36,107           | 1.7              | 31,824           | 1.7              | 5,882                              | 2.8                                 |
| South Dakota         | 1,031            | 0.0              | 762              | 0.0              | 846                                | 0.4                                 |
| Tennessee            | 75,285           | 3.4              | 69,942           | 3.7              | 6,812                              | 3.2                                 |
| Texas                | 229,294          | 10.5             | 207,902          | 10.9             | 26,270                             | 12.4                                |
| Utah                 | 12,989           | 0.6              | 11,032           | 0.6              | 4,052                              | 1.9                                 |
| Vermont              | 3,704            | 0.2              | 2,422            | 0.1              | 1,153                              | 0.5                                 |
| Virginia             | 25,873           | 1.2              | 23,319           | 1.2              | 6,786                              | 3.2                                 |
| Washington           | 46,997           | 2.1              | 37,054           | 1.9              | 10,666                             | 5.0                                 |
| West Virginia        | 3,331            | 0.2              | 2,767            | 0.1              | 913                                | 0.4                                 |
| Wisconsin            | 22,429           | 1.0              | 18,287           | 1.0              | 5,937                              | 2.8                                 |
| Wyoming              | 877              | 0.0              | 727              | 0.0              | 624                                | 0.3                                 |
| District of Columbia | 487              | 0.0              | 381              | 0.0              | 897                                | 0.4                                 |
| Puerto Rico          | 21,197           | 1.0              | 20,271           | 1.1              | 2,980                              | 1.4                                 |
| Virgin Islands       | 591              | 0.0              | 446              | 0.0              | 206                                | 0.1                                 |
| Unallocated (3)      | 20,931           | 1.0              | 9                | 0.0              | 605                                | 0.3                                 |

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

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

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

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

**Table 7a**  
**2017 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. (Z) - Represents greater than 499%.

| 3 - Digit Company NAICS Code and Description                       | Identified Exporters |                             |                                |                             | Small and Medium Sized Exporters (2) |                             |                                |                             |
|--|----------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------------|-----------------------------|--------------------------------|-----------------------------|
|  | Known Value (1)      | % Difference from 2016-2017 | Number of Identified Exporters | % Difference from 2016-2017 | Known Value (1)                      | % Difference from 2016-2017 | Number of Identified Exporters | % Difference from 2016-2017 |
| <b>All Industries</b>  | <b>1,377,324</b>     | <b>6.3</b>                  | <b>290,142</b>                 | <b>-0.2</b>                 | <b>459,654</b>                       | <b>6.1</b>                  | <b>282,855</b>                 | <b>-0.2</b>                 |
| 111 - Crop Production  | 2,633                | -1.4                        | 2,225                          | 2.5                         | 2,541                                | -1.3                        | 2,203                          | 2.6                         |
| 112 - Animal Production and Aquaculture                            | 863                  | 4.2                         | 482                            | 14.0                        | (D)                                  | (D)                         | 479                            | 13.5                        |
| 113 - Forestry and Logging   | 245                  | 33.1                        | 209                            | 23.7                        | 245                                  | (D)                         | 209                            | 24.4                        |
| 114 - Fishing, Hunting and Trapping                                | 358                  | 16.4                        | 104                            | 11.8                        | 358                                  | 16.4                        | 104                            | 11.8                        |
| 115 - Support Activities for Agriculture and Forestry              | 1,242                | 0.4                         | 599                            | 18.4                        | (D)                                  | (D)                         | 594                            | 18.3                        |
| 11X - Agriculture, Forestry, Fishing, and Hunting (3)              | 76                   | 30.2                        | 66                             | 13.8                        | 76                                   | 30.2                        | 66                             | 13.8                        |
| 211 - Oil and Gas Extraction                                       | 7,337                | -24.3                       | 161                            | 4.6                         | (D)                                  | (D)                         | 136                            | 6.3                         |
| 212 - Mining (except Oil and Gas)                                  | 17,399               | 35.3                        | 275                            | 6.6                         | 3,824                                | 68.6                        | 231                            | 5.5                         |
| 213 - Support Activities for Mining                                | 4,235                | -28.8                       | 453                            | -2.4                        | 974                                  | -3.7                        | 416                            | -0.5                        |
| 21X - Mining, Quarrying, and Oil and Gas Extraction (3)            | 2                    | (D)                         | 12                             | 20.0                        | 2                                    | (D)                         | 12                             | 20.0                        |
| 221 - Utilities  | 2,354                | 7.4                         | 236                            | 12.4                        | 462                                  | 270.7                       | 178                            | 17.9                        |
| 236 - Construction of Buildings                                    | 484                  | -25.6                       | 1,802                          | 1.9                         | 457                                  | -19.8                       | 1,776                          | 1.8                         |
| 237 - Heavy and Civil Engineering Construction                     | 758                  | 14.2                        | 674                            | -2.3                        | 540                                  | 18.1                        | 622                            | -2.7                        |
| 238 - Specialty Trade Contractors                                  | 1,694                | -5.2                        | 4,353                          | 0.6                         | 937                                  | 0.9                         | 4,256                          | 0.5                         |
| 23X - Construction (3)   | 45                   | -13.7                       | 371                            | -1.3                        | (D)                                  | (D)                         | 370                            | -1.3                        |
| 311 - Food Manufacturing   | 56,276               | -1.1                        | 3,086                          | 1.2                         | 9,028                                | 3.3                         | 2,732                          | 1.0                         |
| 312 - Beverage and Tobacco Product Manufacturing                   | 4,167                | -15.6                       | 1,255                          | 11.6                        | 791                                  | -5.1                        | 1,212                          | 11.7                        |
| 313 - Textile Mills  | 3,743                | 15.8                        | 766                            | -2.8                        | 1,419                                | 10.2                        | 735                            | -2.7                        |
| 314 - Textile Product Mills  | 924                  | -22.1                       | 836                            | -0.5                        | 448                                  | -37.7                       | 816                            | (-)                         |
| 315 - Apparel Manufacturing  | 779                  | -42.1                       | 1,128                          | -1.9                        | 659                                  | -15.8                       | 1,116                          | -1.8                        |
| 316 - Leather and Allied Product Manufacturing                     | 604                  | -0.5                        | 357                            | 8.8                         | 507                                  | -1.5                        | 349                            | 8.4                         |
| 31X - Manufacturing (3)  | 1,264                | 4.9                         | 1,117                          | -7.3                        | (D)                                  | (D)                         | 1,116                          | -7.4                        |
| 321 - Wood Product Manufacturing                                   | 5,002                | -6.0                        | 1,655                          | 3.7                         | 2,235                                | 1.4                         | 1,573                          | 3.3                         |
| 322 - Paper Manufacturing  | 19,410               | -20.4                       | 1,188                          | 0.9                         | 2,147                                | -8.0                        | 1,099                          | 0.4                         |
| 323 - Printing and Related Support Activities                      | 2,011                | 11.3                        | 2,115                          | -0.8                        | 1,040                                | 8.9                         | 2,050                          | -1.3                        |
| 324 - Petroleum and Coal Products Manufacturing                    | 65,686               | 72.0                        | 303                            | 1.7                         | 9,705                                | 52.2                        | 276                            | 0.4                         |
| 325 - Chemical Manufacturing                                       | 114,481              | 8.6                         | 5,266                          | 0.0                         | 26,045                               | -8.0                        | 5,016                          | -0.3                        |
| 326 - Plastics and Rubber Products Manufacturing                   | 20,399               | 2.1                         | 4,795                          | 1.4                         | 6,269                                | 1.1                         | 4,547                          | 1.4                         |
| 327 - Nonmetallic Mineral Product Manufacturing                    | 9,502                | 9.7                         | 1,452                          | -1.4                        | 1,440                                | 5.9                         | 1,354                          | -2.0                        |
| 32X - Manufacturing (3)  | 28                   | 46.0                        | 20                             | -9.1                        | 28                                   | 46.0                        | 20                             | -9.1                        |
| 331 - Primary Metal Manufacturing                                  | 35,152               | 11.6                        | 1,697                          | -1.1                        | 13,241                               | 10.0                        | 1,569                          | -1.6                        |
| 332 - Fabricated Metal Product Manufacturing                       | 22,998               | 14.0                        | 11,859                         | 1.8                         | 10,685                               | 11.4                        | 11,615                         | 1.7                         |
| 333 - Machinery Manufacturing                                      | 79,850               | 15.9                        | 10,990                         | 0.9                         | 14,715                               | 5.1                         | 10,735                         | 0.9                         |
| 334 - Computer and Electronic Product Manufacturing                | 83,256               | -13.4                       | 7,296                          | -1.2                        | 19,654                               | -34.1                       | 7,106                          | -1.2                        |
| 335 - Electrical Equipment, Appliance, and Component Manufacturing | 19,569               | -2.5                        | 2,762                          | (-)                         | 3,911                                | 1.8                         | 2,679                          | 0.6                         |
| 336 - Transportation Equipment Manufacturing                       | 262,501              | 9.5                         | 4,423                          | -0.6                        | 20,954                               | 8.6                         | 4,073                          | -0.7                        |
| 337 - Furniture and Related Product Manufacturing                  | 2,673                | 3.1                         | 1,523                          | 2.2                         | 611                                  | -10.6                       | 1,457                          | 2.5                         |
| 339 - Miscellaneous Manufacturing                                  | 27,210               | 24.5                        | 6,089                          | -4.3                        | (D)                                  | (D)                         | 5,970                          | -4.5                        |
| 33X - Manufacturing (3)  | 202                  | 32.1                        | 150                            | -6.3                        | 202                                  | 32.1                        | 150                            | -6.3                        |
| 423 - Merchant Wholesalers, Durable Goods                          | 172,733              | 8.4                         | 60,220                         | -0.5                        | 94,156                               | 10.5                        | 59,619                         | -0.6                        |
| 424 - Merchant Wholesalers, Nondurable Goods                       | 132,020              | 3.0                         | 24,966                         | -2.2                        | 88,082                               | 11.4                        | 24,642                         | -2.3                        |
| 425 - Wholesale Electronic Markets and Agents and Brokers          | 9,473                | 4.1                         | 8,103                          | 0.2                         | 8,756                                | 2.9                         | 8,090                          | 0.2                         |
| 42X - Wholesale Trade (3)  | 1,145                | 17.7                        | 2,773                          | -11.8                       | 1,145                                | 17.7                        | 2,773                          | -11.8                       |
| 441 - Motor Vehicle and Parts Dealers                              | 4,278                | 2.1                         | 7,082                          | 7.2                         | 2,685                                | 14.1                        | 6,999                          | 7.3                         |
| 442 - Furniture and Home Furnishings Stores                        | 675                  | 2.4                         | 1,354                          | 1.3                         | 209                                  | -4.5                        | 1,318                          | 1.6                         |
| 443 - Electronics and Appliance Stores                             | 4,839                | -22.2                       | 1,238                          | -11.6                       | (D)                                  | (D)                         | 1,225                          | -11.4                       |
| 444 - Building Material and Garden Equipment and Supplies Dealers  | 722                  | 0.7                         | 1,817                          | -2.6                        | 408                                  | 6.9                         | 1,787                          | -2.5                        |
| 445 - Food and Beverage Stores                                     | 1,881                | 37.9                        | 1,069                          | 3.2                         | 299                                  | -5.5                        | 1,024                          | 2.9                         |
| 446 - Health and Personal Care Stores                              | 1,811                | 20.7                        | 1,370                          | 6.9                         | 578                                  | 20.3                        | 1,351                          | 7.1                         |
| 447 - Gasoline Stations  | 232                  | 51.1                        | 417                            | 9.2                         | 117                                  | 36.4                        | 399                            | 9.0                         |
| 448 - Clothing and Clothing Accessories Stores                     | 6,536                | 18.0                        | 2,727                          | 0.2                         | 1,458                                | 21.5                        | 2,610                          | 0.1                         |
| 44X - Retail Trade (3)   | 732                  | 30.9                        | 830                            | -15.3                       | 732                                  | 30.9                        | 830                            | -15.3                       |
| 451 - Sporting Goods, Hobby, Musical Instrument, and Book Stores   | 449                  | 40.1                        | 1,409                          | 3.7                         | 202                                  | 8.9                         | 1,384                          | 3.8                         |
| 452 - General Merchandise Stores                                   | 1,542                | 6.8                         | 340                            | -1.7                        | 211                                  | (D)                         | 318                            | -1.9                        |
| 453 - Miscellaneous Store Retailers                                | 7,307                | 14.9                        | 3,496                          | -2.5                        | 4,527                                | (D)                         | 3,446                          | -2.7                        |
| 454 - Nonstore Retailers   | 4,126                | 16.9                        | 8,615                          | 3.7                         | 2,986                                | -5.6                        | 8,551                          | 3.7                         |
| 45X - Retail Trade (3)   | (-)                  | -19.0                       | 5                              | 25.0                        | (-)                                  | -19.0                       | 5                              | 25.0                        |
| 481 - Air Transportation   | 8,021                | -1.7                        | 466                            | -1.3                        | 4,932                                | -0.4                        | 432                            | -0.7                        |
| 482 - Rail Transportation  | (D)                  | (D)                         | 11                             | -31.3                       | (D)                                  | (D)                         | 11                             | -31.3                       |
| 483 - Water Transportation   | 459                  | -2.0                        | 524                            | 12.2                        | 192                                  | 15.8                        | 506                            | 12.2                        |
| 484 - Truck Transportation   | 4,472                | 23.0                        | 2,521                          | 3.7                         | 3,976                                | 27.7                        | 2,450                          | 3.9                         |
| 485 - Transit and Ground Passenger Transportation                  | 155                  | -4.7                        | 312                            | 10.3                        | 140                                  | (D)                         | 291                            | 9.4                         |
| 486 - Pipeline Transportation                                      | 1,271                | 27.4                        | 32                             | 14.3                        | (D)                                  | (D)                         | 19                             | 5.6                         |
| 487 - Scenic and Sightseeing Transportation                        | 22                   | 7.7                         | 58                             | -3.3                        | (D)                                  | (D)                         | 56                             | -6.7                        |
| 488 - Support Activities for Transportation                        | 13,976               | 4.3                         | 4,938                          | -2.8                        | 12,044                               | 7.0                         | 4,855                          | -2.8                        |
| 48X - Transportation and Warehousing (3)                           | 272                  | 1.8                         | 641                            | -3.9                        | 272                                  | 1.8                         | 641                            | -3.9                        |
| 491 - Postal Service   | 2                    | -79.5                       | 14                             | -22.2                       | (D)                                  | (D)                         | 13                             | -23.5                       |
| 492 - Couriers and Messengers                                      | 1,243                | -19.2                       | 253                            | -6.6                        | 101                                  | 40.0                        | 246                            | -6.5                        |
| 493 - Warehousing and Storage                                      | 2,382                | -17.1                       | 1,230                          | 3.5                         | 1,917                                | -2.0                        | 1,183                          | 3.0                         |

**Table 7a**  
**2017 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. (Z) - Represents greater than 499%.

| 3 - Digit Company NAICS Code and Description  | Identified Exporters |                             |                                |                             | Small and Medium Sized Exporters (2) |                             |                                |                             |
|---|----------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------------|-----------------------------|--------------------------------|-----------------------------|
|   | Known Value (1)      | % Difference from 2016-2017 | Number of Identified Exporters | % Difference from 2016-2017 | Known Value (1)                      | % Difference from 2016-2017 | Number of Identified Exporters | % Difference from 2016-2017 |
| 49X - Transportation and Warehousing (3)  | (D)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (D)                            | (D)                         |
| 511 - Publishing Industries (except Internet)                                       | 6,183                | 14.5                        | 1,387                          | -1.1                        | 1,538                                | 118.4                       | 1,239                          | -1.7                        |
| 512 - Motion Picture and Sound Recording Industries                                 | 1,730                | 50.5                        | 603                            | -8.2                        | 299                                  | 167.8                       | 587                            | -8.3                        |
| 515 - Broadcasting (except Internet)  | 325                  | 22.1                        | 100                            | (-)                         | (D)                                  | (D)                         | 63                             | -8.7                        |
| 517 - Telecommunications  | 2,221                | -9.8                        | 730                            | 1.4                         | 1,800                                | 3.3                         | 687                            | 1.5                         |
| 518 - Data Processing, Hosting, and Related Services                                | 1,001                | -56.0                       | 446                            | (-)                         | 500                                  | -11.5                       | 404                            | 2.3                         |
| 519 - Other Information Services  | 1,249                | 48.6                        | 251                            | 7.7                         | 68                                   | 3.0                         | 216                            | 9.1                         |
| 51X - Information (3)   | 6                    | 99.6                        | 61                             | -7.6                        | 6                                    | 99.6                        | 61                             | -7.6                        |
| 522 - Credit Intermediation and Related Activities                                  | 1,435                | (D)                         | 733                            | -5.1                        | 772                                  | (D)                         | 643                            | -5.9                        |
| 523 - Securities, Commodity Contracts, and Other Financial Investments              | 10,680               | 29.0                        | 1,252                          | 6.2                         | 8,647                                | 43.9                        | 1,173                          | 5.5                         |
| 524 - Insurance Carriers and Related Activities                                     | 3,979                | 3.1                         | 728                            | 24.4                        | 140                                  | (D)                         | 602                            | 21.4                        |
| 525 - Funds, Trusts, and Other Financial Vehicles                                   | 105                  | 5.2                         | 585                            | 3.0                         | (D)                                  | (D)                         | 584                            | 3.0                         |
| 52X - Finance and Insurance (3)   | 459                  | 15.6                        | 503                            | -0.6                        | 459                                  | 15.6                        | 503                            | -0.6                        |
| 531 - Real Estate   | 2,203                | 27.1                        | 4,718                          | 0.8                         | (D)                                  | (D)                         | 4,671                          | 0.7                         |
| 532 - Rental and Leasing Services   | 1,813                | -3.9                        | 1,348                          | -1.0                        | 1,246                                | 4.8                         | 1,313                          | -0.3                        |
| 533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)          | 81                   | -9.8                        | 118                            | -14.5                       | (D)                                  | (D)                         | 113                            | -15.0                       |
| 53X - Real Estate and Rental and Leasing (3)  | 6                    | -47.9                       | 58                             | -6.5                        | 6                                    | -47.9                       | 58                             | -6.5                        |
| 541 - Professional, Scientific, and Technical Services                              | 46,792               | 30.9                        | 20,023                         | 0.1                         | 17,824                               | 14.4                        | 19,494                         | (-)                         |
| 54X - Professional, Scientific, and Technical Services (3)                          | 4                    | 382.2                       | 18                             | -18.2                       | 4                                    | 382.2                       | 18                             | -18.2                       |
| 551 - Management of Companies and Enterprises                                       | 2,573                | -15.1                       | 753                            | -7.2                        | (D)                                  | (D)                         | 749                            | -7.4                        |
| 561 - Administrative and Support Services   | 8,669                | 18.5                        | 5,056                          | 1.0                         | 4,678                                | 4.9                         | 4,874                          | 1.1                         |
| 562 - Waste Management and Remediation Services                                     | 706                  | 25.8                        | 474                            | 5.1                         | 436                                  | 58.3                        | 447                            | 4.7                         |
| 56X - Administrative, Support, Waste Management & Remediation Services (3)          | (-)                  | -67.4                       | 5                              | 25.0                        | (-)                                  | -67.4                       | 5                              | 25.0                        |
| 611 - Educational Services  | 333                  | -7.2                        | 1,073                          | -9.3                        | 195                                  | -11.5                       | 904                            | -9.2                        |
| 61X - Educational Services (3)  | (D)                  | (D)                         | 5                              | -37.5                       | (D)                                  | (D)                         | 5                              | -37.5                       |
| 621 - Ambulatory Health Care Services   | 3,434                | 11.4                        | 1,653                          | -5.1                        | 904                                  | 1.0                         | 1,577                          | -5.6                        |
| 622 - Hospitals   | 372                  | 67.5                        | 138                            | -10.4                       | 2                                    | 18.1                        | 19                             | -24.0                       |
| 623 - Nursing and Residential Care Facilities                                       | 104                  | 0.6                         | 258                            | 9.8                         | 57                                   | 41.3                        | 206                            | 15.7                        |
| 624 - Social Assistance   | 1,166                | -4.4                        | 993                            | 4.6                         | 1,039                                | 1.7                         | 934                            | 4.6                         |
| 62X - Health Care and Social Assistance (3)   | 68                   | 57.2                        | 162                            | 12.5                        | 68                                   | 57.2                        | 162                            | 12.5                        |
| 711 - Performing Arts, Spectator Sports, and Related Industries                     | 881                  | 2.8                         | 1,284                          | -1.5                        | (D)                                  | (D)                         | 1,229                          | -1.5                        |
| 712 - Museums, Historical Sites, and Similar Institutions                           | 802                  | -38.6                       | 298                            | -6.0                        | 471                                  | -26.8                       | 275                            | -6.8                        |
| 713 - Amusement, Gambling, and Recreation Industries                                | 592                  | -17.3                       | 748                            | (-)                         | 173                                  | -14.8                       | 718                            | 0.8                         |
| 71X - Arts, Entertainment, and Recreation (3)                                       | 9                    | -38.3                       | 138                            | 11.3                        | 9                                    | -38.3                       | 138                            | 11.3                        |
| 721 - Accommodation   | 646                  | 38.4                        | 307                            | -7.0                        | (D)                                  | (D)                         | 259                            | -4.4                        |
| 722 - Food Services and Drinking Places   | 4,387                | 4.6                         | 2,714                          | 3.4                         | 986                                  | -14.5                       | 2,624                          | 4.0                         |
| 72X - Accommodation and Food Services (3)   | 16                   | 307.8                       | 21                             | -25.0                       | 16                                   | 307.8                       | 21                             | -25.0                       |
| 811 - Repair and Maintenance  | 3,498                | 31.4                        | 4,616                          | 1.2                         | 1,892                                | 3.2                         | 4,574                          | 1.3                         |
| 812 - Personal and Laundry Services   | 698                  | 10.7                        | 1,620                          | 1.6                         | 492                                  | 6.2                         | 1,596                          | 1.7                         |
| 813 - Religious, Grantmaking, Civic, Professional, and Similar Organizations        | 2,142                | 6.2                         | 2,691                          | -4.7                        | 1,941                                | 4.7                         | 2,641                          | -4.9                        |
| 814 - Private Households  | 83                   | -30.1                       | 1,352                          | 3.8                         | 83                                   | -30.1                       | 1,352                          | 3.8                         |
| 81X - Other Services (except Public Administration) (3)                             | (D)                  | (D)                         | 8                              | 33.3                        | (D)                                  | (D)                         | 8                              | 33.3                        |
| 921 - Executive, Legislative, and Other General Government Support                  | 13                   | -59.9                       | 108                            | 13.7                        | 11                                   | -49.8                       | 56                             | 30.2                        |
| 922 - Justice, Public Order, and Safety Activities                                  | 1                    | -65.8                       | 15                             | -28.6                       | (-)                                  | (D)                         | 12                             | -29.4                       |
| 923 - Administration of Human Resource Programs                                     | 1                    | (D)                         | 6                              | 100.0                       | (D)                                  | (D)                         | 3                              | 50.0                        |
| 924 - Administration of Environmental Quality Programs                              | 2                    | 20.5                        | 10                             | -9.1                        | (D)                                  | (D)                         | 8                              | 14.3                        |
| 925 - Administration of Housing Programs, Urban Planning, and Community Development | (-)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (-)                            | -100.0                      |
| 926 - Administration of Economic Programs   | (D)                  | (D)                         | 13                             | -7.1                        | (D)                                  | (D)                         | 10                             | -9.1                        |
| 927 - Space Research and Technology   | (D)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (D)                            | (D)                         |
| 928 - National Security and International Affairs                                   | 13                   | 17.5                        | 18                             | -5.3                        | (D)                                  | (D)                         | 11                             | -15.4                       |
| 92X - Public Administration (3)   | 1                    | -26.4                       | 8                              | -11.1                       | (D)                                  | (D)                         | 7                              | -22.2                       |
| XXX - Unclassified (3)  | 5,460                | 8.4                         | 6,949                          | -4.5                        | 5,201                                | 8.9                         | 6,907                          | -4.4                        |

(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 2017.

(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 explanatory notes.

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

**Table 7b**  
**2016 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                         | 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>1,295,621</b> | <b>290,606</b>                 | <b>433,255</b>                                       | <b>283,471</b>                                 |
| 111 - Crop Production  | 2,671            | 2,171                          | 2,574  | 2,147  |
| 112 - Animal Production and Aquaculture                            | 828              | 423                            | (D)  | 422  |
| 113 - Forestry and Logging   | 184              | 169                            | (D)  | 168  |
| 114 - Fishing, Hunting and Trapping                                | 308              | 93                             | 308  | 93   |
| 115 - Support Activities for Agriculture and Forestry              | 1,237            | 506                            | (D)  | 502  |
| 11X - Agriculture, Forestry, Fishing, and Hunting (3)              | 58               | 58                             | 58   | 58   |
| 211 - Oil and Gas Extraction                                       | 9,687            | 154                            | (D)  | 128  |
| 212 - Mining (except Oil and Gas)                                  | 12,857           | 258                            | 2,269  | 219  |
| 213 - Support Activities for Mining                                | 5,948            | 464                            | 1,012  | 418  |
| 21X - Mining, Quarrying, and Oil and Gas Extraction (3)            | (D)              | 10                             | (D)  | 10   |
| 221 - Utilities  | 2,192            | 210                            | 125  | 151  |
| 236 - Construction of Buildings                                    | 651              | 1,769                          | 570  | 1,745  |
| 237 - Heavy and Civil Engineering Construction                     | 664              | 690                            | 457  | 639  |
| 238 - Specialty Trade Contractors                                  | 1,787            | 4,326                          | 929  | 4,234  |
| 23X - Construction (3)   | 52               | 376                            | (D)  | 375  |
| 311 - Food Manufacturing   | 56,901           | 3,049                          | 8,740  | 2,704  |
| 312 - Beverage and Tobacco Product Manufacturing                   | 4,939            | 1,125                          | 834  | 1,085  |
| 313 - Textile Mills  | 3,231            | 788                            | 1,288  | 755  |
| 314 - Textile Product Mills  | 1,186            | 840                            | 719  | 816  |
| 315 - Apparel Manufacturing  | 1,346            | 1,150                          | 782  | 1,136  |
| 316 - Leather and Allied Product Manufacturing                     | 607              | 328                            | 514  | 322  |
| 31X - Manufacturing (3)  | 1,205            | 1,205                          | 1,205  | 1,205  |
| 321 - Wood Product Manufacturing                                   | 5,320            | 1,596                          | 2,204  | 1,523  |
| 322 - Paper Manufacturing  | 24,386           | 1,177                          | 2,333  | 1,095  |
| 323 - Printing and Related Support Activities                      | 1,807            | 2,133                          | 956  | 2,077  |
| 324 - Petroleum and Coal Products Manufacturing                    | 38,187           | 298                            | 6,377  | 275  |
| 325 - Chemical Manufacturing                                       | 105,420          | 5,264                          | 28,320   | 5,029  |
| 326 - Plastics and Rubber Products Manufacturing                   | 19,985           | 4,727                          | 6,202  | 4,486  |
| 327 - Nonmetallic Mineral Product Manufacturing                    | 8,661            | 1,473                          | 1,360  | 1,382  |
| 32X - Manufacturing (3)  | 19               | 22                             | 19   | 22   |
| 331 - Primary Metal Manufacturing                                  | 31,513           | 1,716                          | 12,037   | 1,595  |
| 332 - Fabricated Metal Product Manufacturing                       | 20,180           | 11,649                         | 9,590  | 11,422   |
| 333 - Machinery Manufacturing                                      | 68,898           | 10,893                         | 13,999   | 10,640   |
| 334 - Computer and Electronic Product Manufacturing                | 96,129           | 7,385                          | 29,829   | 7,192  |
| 335 - Electrical Equipment, Appliance, and Component Manufacturing | 20,073           | 2,762                          | 3,843  | 2,663  |
| 336 - Transportation Equipment Manufacturing                       | 239,746          | 4,451                          | 19,298   | 4,103  |
| 337 - Furniture and Related Product Manufacturing                  | 2,593            | 1,491                          | 683  | 1,421  |
| 339 - Miscellaneous Manufacturing                                  | 21,861           | 6,365                          | 9,065  | 6,252  |
| 33X - Manufacturing (3)  | 153              | 160                            | 153  | 160  |
| 423 - Merchant Wholesalers, Durable Goods                          | 159,333          | 60,523                         | 85,188   | 59,961   |
| 424 - Merchant Wholesalers, Nondurable Goods                       | 128,121          | 25,524                         | 79,075   | 25,217   |
| 425 - Wholesale Electronic Markets and Agents and Brokers          | 9,101            | 8,088                          | 8,513  | 8,076  |
| 42X - Wholesale Trade (3)  | 973              | 3,145                          | 973  | 3,145  |
| 441 - Motor Vehicle and Parts Dealers                              | 4,190            | 6,608                          | 2,353  | 6,521  |
| 442 - Furniture and Home Furnishings Stores                        | 659              | 1,337                          | 219  | 1,297  |
| 443 - Electronics and Appliance Stores                             | 6,221            | 1,400                          | (D)  | 1,383  |
| 444 - Building Material and Garden Equipment and Supplies Dealers  | 717              | 1,865                          | 381  | 1,832  |
| 445 - Food and Beverage Stores                                     | 1,364            | 1,036                          | 316  | 995  |
| 446 - Health and Personal Care Stores                              | 1,500            | 1,282                          | 481  | 1,262  |
| 447 - Gasoline Stations  | 153              | 382                            | 86   | 366  |
| 448 - Clothing and Clothing Accessories Stores                     | 5,540            | 2,723                          | 1,200  | 2,608  |
| 44X - Retail Trade (3)   | 559              | 980                            | 559  | 980  |
| 451 - Sporting Goods, Hobby, Musical Instrument, and Book Stores   | 320              | 1,359                          | 185  | 1,334  |
| 452 - General Merchandise Stores                                   | 1,444            | 346                            | (D)  | 324  |
| 453 - Miscellaneous Store Retailers                                | 6,361            | 3,586                          | (D)  | 3,541  |
| 454 - Nonstore Retailers   | 3,530            | 8,309                          | 3,164  | 8,245  |
| 45X - Retail Trade (3)   | (-)              | 4                              | (-)  | 4  |
| 481 - Air Transportation   | 8,157            | 472                            | 4,951  | 435  |
| 482 - Rail Transportation  | 46               | 16                             | 46   | 16   |
| 483 - Water Transportation   | 468              | 467                            | 166  | 451  |
| 484 - Truck Transportation   | 3,637            | 2,431                          | 3,115  | 2,358  |
| 485 - Transit and Ground Passenger Transportation                  | 163              | 283                            | (D)  | 266  |
| 486 - Pipeline Transportation                                      | 998              | 28                             | 34   | 18   |
| 487 - Scenic and Sightseeing Transportation                        | 20               | 60                             | 20   | 60   |
| 488 - Support Activities for Transportation                        | 13,402           | 5,079                          | 11,255   | 4,996  |
| 48X - Transportation and Warehousing (3)                           | 267              | 667                            | 267  | 667  |
| 491 - Postal Service   | 11               | 18                             | (D)  | 17   |
| 492 - Couriers and Messengers                                      | 1,538            | 271                            | 72   | 263  |
| 493 - Warehousing and Storage                                      | 2,872            | 1,189                          | 1,957  | 1,149  |

**Table 7b**  
**2016 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  | 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)                                       | 5,398           | 1,402                          | 704  | 1,260  |
| 512 - Motion Picture and Sound Recording Industries                                 | 1,150           | 657                            | 112  | 640  |
| 515 - Broadcasting (except Internet)  | 267             | 100                            | 40   | 69   |
| 517 - Telecommunications  | 2,463           | 720                            | 1,742  | 677  |
| 518 - Data Processing, Hosting, and Related Services                                | 2,274           | 446                            | 565  | 395  |
| 519 - Other Information Services  | 840             | 233                            | 67   | 198  |
| 51X - Information (3)   | 3               | 66                             | 3  | 66   |
| 522 - Credit Intermediation and Related Activities                                  | (D)             | 772                            | (D)  | 683  |
| 523 - Securities, Commodity Contracts, and Other Financial Investments              | 8,280           | 1,179                          | 6,009  | 1,112  |
| 524 - Insurance Carriers and Related Activities                                     | 3,858           | 585                            | (D)  | 496  |
| 525 - Funds, Trusts, and Other Financial Vehicles                                   | 99              | 568                            | (D)  | 567  |
| 52X - Finance and Insurance (3)   | 397             | 506                            | 397  | 506  |
| 531 - Real Estate   | 1,734           | 4,681                          | 1,670  | 4,638  |
| 532 - Rental and Leasing Services   | 1,886           | 1,362                          | 1,188  | 1,317  |
| 533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)          | 89              | 138                            | (D)  | 133  |
| 53X - Real Estate and Rental and Leasing (3)  | 12              | 62                             | 12   | 62   |
| 541 - Professional, Scientific, and Technical Services                              | 35,742          | 19,998                         | 15,584   | 19,494   |
| 54X - Professional, Scientific, and Technical Services (3)                          | 1               | 22                             | 1  | 22   |
| 551 - Management of Companies and Enterprises                                       | 3,030           | 811                            | (D)  | 809  |
| 561 - Administrative and Support Services   | 7,314           | 5,008                          | 4,459  | 4,821  |
| 562 - Waste Management and Remediation Services                                     | 561             | 451                            | 275  | 427  |
| 56X - Administrative, Support, Waste Management & Remediation Services (3)          | 1               | 4                              | 1  | 4  |
| 611 - Educational Services  | 359             | 1,183                          | 220  | 995  |
| 61X - Educational Services (3)  | 1               | 8                              | 1  | 8  |
| 621 - Ambulatory Health Care Services   | 3,083           | 1,741                          | 895  | 1,670  |
| 622 - Hospitals   | 222             | 154                            | 1  | 25   |
| 623 - Nursing and Residential Care Facilities                                       | 103             | 235                            | 40   | 178  |
| 624 - Social Assistance   | 1,220           | 949                            | 1,022  | 893  |
| 62X - Health Care and Social Assistance (3)   | 43              | 144                            | 43   | 144  |
| 711 - Performing Arts, Spectator Sports, and Related Industries                     | 856             | 1,303                          | (D)  | 1,248  |
| 712 - Museums, Historical Sites, and Similar Institutions                           | 1,306           | 317                            | 643  | 295  |
| 713 - Amusement, Gambling, and Recreation Industries                                | 716             | 748                            | 204  | 712  |
| 71X - Arts, Entertainment, and Recreation (3)                                       | 15              | 124                            | 15   | 124  |
| 721 - Accommodation   | 467             | 330                            | (D)  | 271  |
| 722 - Food Services and Drinking Places   | 4,194           | 2,626                          | 1,153  | 2,523  |
| 72X - Accommodation and Food Services (3)   | 4               | 28                             | 4  | 28   |
| 811 - Repair and Maintenance  | 2,662           | 4,563                          | 1,834  | 4,517  |
| 812 - Personal and Laundry Services   | 631             | 1,595                          | 464  | 1,569  |
| 813 - Religious, Grantmaking, Civic, Professional, and Similar Organizations        | 2,018           | 2,825                          | 1,853  | 2,776  |
| 814 - Private Households  | 118             | 1,303                          | 118  | 1,303  |
| 81X - Other Services (except Public Administration) (3)                             | (-)             | 6                              | (-)  | 6  |
| 921 - Executive, Legislative, and Other General Government Support                  | 32              | 95                             | 21   | 43   |
| 922 - Justice, Public Order, and Safety Activities                                  | 3               | 21                             | (D)  | 17   |
| 923 - Administration of Human Resource Programs                                     | (D)             | 3                              | (D)  | (D)  |
| 924 - Administration of Environmental Quality Programs                              | 1               | 11                             | 1  | 7  |
| 925 - Administration of Housing Programs, Urban Planning, and Community Development | (D)             | 3                              | (D)  | (D)  |
| 926 - Administration of Economic Programs   | 18              | 14                             | (D)  | 11   |
| 927 - Space Research and Technology   | (D)             | (D)                            | (D)  | (D)  |
| 928 - National Security and International Affairs                                   | 11              | 19                             | (D)  | 13   |
| 92X - Public Administration (3)   | 1               | 9                              | 1  | 9  |
| XXX - Unclassified (3)  | 5,035           | 7,274                          | 4,777  | 7,228  |

(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 2016.

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

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





**Table 7c**  
**2017 Imports 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. (Z) - Represents greater than 499%.

| 3 - Digit Company NAICS Code and Description  | Identified Importers |                             |                                |                             | Small and Medium Sized Importers (2) |                             |                                |                             |
|---|----------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------------|-----------------------------|--------------------------------|-----------------------------|
|   | Known Value (1)      | % Difference from 2016-2017 | Number of Identified Importers | % Difference from 2016-2017 | Known Value (1)                      | % Difference from 2016-2017 | Number of Identified Importers | % Difference from 2016-2017 |
| 511 - Publishing Industries (except Internet)                                       | 5,903                | -51.4                       | 928                            | 3.5                         | 1,200                                | 16.0                        | 837                            | 4.0                         |
| 512 - Motion Picture and Sound Recording Industries                                 | 3,618                | 73.6                        | 351                            | -0.6                        | 206                                  | (D)                         | 333                            | -0.9                        |
| 515 - Broadcasting (except Internet)  | 851                  | -0.4                        | 79                             | 12.9                        | 22                                   | -39.6                       | 58                             | 7.4                         |
| 517 - Telecommunications  | 2,705                | 6.5                         | 425                            | 4.7                         | 760                                  | 14.3                        | 395                            | 6.5                         |
| 518 - Data Processing, Hosting, and Related Services                                | 312                  | (D)                         | 223                            | 8.3                         | 183                                  | (D)                         | 202                            | 9.8                         |
| 519 - Other Information Services  | (D)                  | (D)                         | 175                            | 10.1                        | 46                                   | (D)                         | 160                            | 15.9                        |
| 51X - Information (3)   | 13                   | 20.2                        | 55                             | 17.0                        | 13                                   | 20.2                        | 55                             | 17.0                        |
| 521 - Monetary Authorities-Central Bank   | (D)                  | (D)                         | (D)                            | (D)                         | (-)                                  | (-)                         | (-)                            | (-)                         |
| 522 - Credit Intermediation and Related Activities                                  | 765                  | (D)                         | 311                            | 5.1                         | 397                                  | (D)                         | 274                            | 6.2                         |
| 523 - Securities, Commodity Contracts, and Other Financial Investments              | 6,281                | 25.5                        | 552                            | 5.5                         | 4,453                                | (D)                         | 519                            | 4.6                         |
| 524 - Insurance Carriers and Related Activities                                     | (D)                  | (D)                         | 139                            | -14.2                       | 50                                   | (D)                         | 112                            | -16.4                       |
| 525 - Funds, Trusts, and Other Financial Vehicles                                   | 168                  | -0.5                        | 128                            | 0.8                         | 168                                  | -0.5                        | 128                            | 0.8                         |
| 52X - Finance and Insurance (3)   | 659                  | -42.2                       | 340                            | -4.8                        | 659                                  | -42.2                       | 340                            | -4.8                        |
| 531 - Real Estate   | 2,239                | 8.7                         | 2,163                          | 8.3                         | (D)                                  | (D)                         | 2,148                          | 8.4                         |
| 532 - Rental and Leasing Services   | 1,484                | 14.4                        | 1,079                          | 6.7                         | 993                                  | 20.4                        | 1,046                          | 7.6                         |
| 533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)          | 97                   | -20.8                       | 101                            | 8.6                         | (D)                                  | (D)                         | 99                             | 7.6                         |
| 53X - Real Estate and Rental and Leasing (3)  | 24                   | 98.7                        | 43                             | -4.4                        | 24                                   | 98.7                        | 43                             | -4.4                        |
| 541 - Professional, Scientific, and Technical Services                              | 58,440               | 28.3                        | 12,634                         | 6.2                         | 17,748                               | 6.6                         | 12,275                         | 6.0                         |
| 54X - Professional, Scientific, and Technical Services (3)                          | (-)                  | 31.4                        | 8                              | 33.3                        | (-)                                  | 31.4                        | 8                              | 33.3                        |
| 551 - Management of Companies and Enterprises                                       | 5,073                | 23.5                        | 339                            | -0.9                        | (D)                                  | (D)                         | 335                            | -1.8                        |
| 561 - Administrative and Support Services   | 8,806                | 15.0                        | 2,605                          | 2.6                         | 6,136                                | 18.5                        | 2,506                          | 2.3                         |
| 562 - Waste Management and Remediation Services                                     | 971                  | 0.7                         | 216                            | 10.8                        | 928                                  | 1.3                         | 199                            | 11.2                        |
| 56X - Administrative, Support, Waste Management & Remediation Services (3)          | (-)                  | (-)                         | (D)                            | (D)                         | (-)                                  | (-)                         | (D)                            | (D)                         |
| 611 - Educational Services  | 284                  | 11.2                        | 881                            | 3.2                         | 205                                  | 17.6                        | 734                            | 4.1                         |
| 61X - Educational Services (3)  | (-)                  | (-)                         | (D)                            | (D)                         | (-)                                  | (-)                         | (D)                            | (D)                         |
| 621 - Ambulatory Health Care Services   | 3,467                | 17.7                        | 849                            | 2.0                         | (D)                                  | (D)                         | 816                            | 1.5                         |
| 622 - Hospitals   | 99                   | 39.3                        | 82                             | 10.8                        | 2                                    | 57.4                        | 14                             | 27.3                        |
| 623 - Nursing and Residential Care Facilities                                       | 34                   | -1.9                        | 31                             | -18.4                       | 33                                   | (D)                         | 25                             | -19.4                       |
| 624 - Social Assistance   | 255                  | 60.2                        | 321                            | 11.8                        | 238                                  | (D)                         | 309                            | 12.8                        |
| 62X - Health Care and Social Assistance (3)   | (D)                  | (D)                         | 68                             | -4.2                        | (D)                                  | (D)                         | 68                             | -4.2                        |
| 711 - Performing Arts, Spectator Sports, and Related Industries                     | 770                  | -46.4                       | 888                            | 4.0                         | 721                                  | (D)                         | 858                            | 4.1                         |
| 712 - Museums, Historical Sites, and Similar Institutions                           | 673                  | -34.7                       | 294                            | 8.1                         | 284                                  | 0.4                         | 267                            | 7.7                         |
| 713 - Amusement, Gambling, and Recreation Industries                                | 245                  | -24.8                       | 1,012                          | 14.0                        | 135                                  | -34.9                       | 977                            | 14.8                        |
| 71X - Arts, Entertainment, and Recreation (3)                                       | 15                   | -36.6                       | 126                            | -4.5                        | 15                                   | -36.6                       | 126                            | -4.5                        |
| 721 - Accommodation   | 115                  | -50.4                       | 475                            | 8.4                         | 79                                   | -47.7                       | 411                            | 10.2                        |
| 722 - Food Services and Drinking Places   | 2,925                | -7.7                        | 3,660                          | 10.3                        | 997                                  | 0.8                         | 3,579                          | 10.3                        |
| 72X - Accommodation and Food Services (3)   | 28                   | 335.3                       | 23                             | -28.1                       | 28                                   | 335.3                       | 23                             | -28.1                       |
| 811 - Repair and Maintenance  | 6,846                | 56.8                        | 2,028                          | 5.9                         | 5,078                                | 70.0                        | 1,993                          | 6.0                         |
| 812 - Personal and Laundry Services   | 1,307                | 10.2                        | 1,714                          | 14.3                        | 695                                  | 2.6                         | 1,689                          | 14.2                        |
| 813 - Religious, Grantmaking, Civic, Professional, and Similar Organizations        | 870                  | 65.4                        | 1,575                          | 2.1                         | 696                                  | 70.9                        | 1,539                          | 2.1                         |
| 814 - Private Households  | 45                   | 200.4                       | 64                             | 4.9                         | 45                                   | 200.4                       | 64                             | 4.9                         |
| 81X - Other Services (except Public Administration) (3)                             | (D)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (D)                            | (D)                         |
| 921 - Executive, Legislative, and Other General Government Support                  | 8                    | 10.6                        | 51                             | 8.5                         | 7                                    | 32.3                        | 24                             | 60.0                        |
| 922 - Justice, Public Order, and Safety Activities                                  | (D)                  | (D)                         | 4                              | -42.9                       | (-)                                  | (D)                         | 3                              | -50.0                       |
| 923 - Administration of Human Resource Programs                                     | (D)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (D)                            | (D)                         |
| 924 - Administration of Environmental Quality Programs                              | (-)                  | 380.7                       | 5                              | (-)                         | (D)                                  | (D)                         | 4                              | (-)                         |
| 925 - Administration of Housing Programs, Urban Planning, and Community Development | (D)                  | (D)                         | (D)                            | (D)                         | (-)                                  | (D)                         | (-)                            | -100.0                      |
| 926 - Administration of Economic Programs   | 34.3                 | -4.9                        | 18                             | 5.9                         | 32.8                                 | -5.9                        | 13                             | -7.1                        |
| 927 - Space Research and Technology   | (D)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (D)                            | (D)                         |
| 928 - National Security and International Affairs                                   | 4                    | (Z)                         | 9                              | 80.0                        | (D)                                  | (D)                         | 8                              | 60.0                        |
| 92X - Public Administration (3)   | (D)                  | (D)                         | (D)                            | (D)                         | (D)                                  | (D)                         | (D)                            | (D)                         |
| XXX - Unclassified (3)  | 5,326                | -13.9                       | 2,102                          | -3.4                        | 5,008                                | -14.4                       | 2,065                          | -3.5                        |

(1) Known value is defined as the portion of U.S. general imports 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 2017.

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

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

Table 7d

**2016 Imports 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                         | Known Value (1)  | Number of Identified Importers | Known Value for Small and Medium Sized Importers (1) | Number of Small and Medium Sized Importers (2) |
|--|------------------|--------------------------------|--|--|
| <b>All Industries</b>  | <b>1,911,184</b> | <b>211,335</b>                 | <b>617,768</b>                                       | <b>205,610</b>                                 |
| 111 - Crop Production  | 1,172            | 1,085                          | 1,079  | 1,071  |
| 112 - Animal Production and Aquaculture                            | 108              | 186                            | 108  | 186  |
| 113 - Forestry and Logging   | (D)              | 64                             | (D)  | 64   |
| 114 - Fishing, Hunting and Trapping                                | 15               | 55                             | 15   | 55   |
| 115 - Support Activities for Agriculture and Forestry              | 495              | 219                            | (D)  | 217  |
| 11X - Agriculture, Forestry, Fishing, and Hunting (3)              | 246              | 34                             | 246  | 34   |
| 211 - Oil and Gas Extraction                                       | 12,097           | 70                             | (D)  | 52   |
| 212 - Mining (except Oil and Gas)                                  | 4,468            | 154                            | 588  | 124  |
| 213 - Support Activities for Mining                                | 1,675            | 305                            | 348  | 265  |
| 21X - Mining, Quarrying, and Oil and Gas Extraction (3)            | (D)              | 9                              | (D)  | 9  |
| 221 - Utilities  | 1,006            | 190                            | 289  | 123  |
| 236 - Construction of Buildings                                    | 451              | 1,591                          | 386  | 1,560  |
| 237 - Heavy and Civil Engineering Construction                     | 743              | 508                            | 498  | 460  |
| 238 - Specialty Trade Contractors                                  | 3,562            | 3,390                          | 2,009  | 3,306  |
| 23X - Construction (3)   | 90               | 156                            | 90   | 156  |
| 311 - Food Manufacturing   | 23,648           | 2,318                          | 6,113  | 2,066  |
| 312 - Beverage and Tobacco Product Manufacturing                   | 3,174            | 784                            | 916  | 747  |
| 313 - Textile Mills  | 2,144            | 599                            | 1,218  | 567  |
| 314 - Textile Product Mills  | 2,488            | 659                            | 2,014  | 638  |
| 315 - Apparel Manufacturing  | 5,458            | 1,286                          | 2,031  | 1,275  |
| 316 - Leather and Allied Product Manufacturing                     | 832              | 342                            | 527  | 336  |
| 31X - Manufacturing (3)  | 2,183            | 1,213                          | 2,183  | 1,213  |
| 321 - Wood Product Manufacturing                                   | 3,280            | 786                            | 1,650  | 737  |
| 322 - Paper Manufacturing  | 12,501           | 557                            | 1,529  | 486  |
| 323 - Printing and Related Support Activities                      | 1,543            | 1,026                          | 763  | 984  |
| 324 - Petroleum and Coal Products Manufacturing                    | 81,894           | 134                            | 7,696  | 114  |
| 325 - Chemical Manufacturing                                       | 71,040           | 2,923                          | 13,974   | 2,698  |
| 326 - Plastics and Rubber Products Manufacturing                   | 24,430           | 2,652                          | 7,610  | 2,427  |
| 327 - Nonmetallic Mineral Product Manufacturing                    | 7,051            | 1,169                          | 1,860  | 1,082  |
| 32X - Manufacturing (3)  | 12               | 22                             | 12   | 22   |
| 331 - Primary Metal Manufacturing                                  | 22,295           | 828                            | 10,178   | 713  |
| 332 - Fabricated Metal Product Manufacturing                       | 18,185           | 4,303                          | 6,928  | 4,099  |
| 333 - Machinery Manufacturing                                      | 51,266           | 4,830                          | 11,259   | 4,584  |
| 334 - Computer and Electronic Product Manufacturing                | 65,177           | 3,504                          | 15,327   | 3,317  |
| 335 - Electrical Equipment, Appliance, and Component Manufacturing | 27,953           | 1,668                          | 5,902  | 1,572  |
| 336 - Transportation Equipment Manufacturing                       | 330,665          | 2,335                          | 14,270   | 2,004  |
| 337 - Furniture and Related Product Manufacturing                  | 8,507            | 1,152                          | 2,190  | 1,081  |
| 339 - Miscellaneous Manufacturing                                  | 17,678           | 3,773                          | 6,625  | 3,665  |
| 33X - Manufacturing (3)  | 212              | 146                            | 212  | 146  |
| 423 - Merchant Wholesalers, Durable Goods                          | 418,429          | 47,687                         | 213,390  | 47,204   |
| 424 - Merchant Wholesalers, Nondurable Goods                       | 234,367          | 31,584                         | 129,508  | 31,292   |
| 425 - Wholesale Electronic Markets and Agents and Brokers          | 13,573           | 6,753                          | 13,466   | 6,742  |
| 42X - Wholesale Trade (3)  | 1,664            | 3,043                          | 1,664  | 3,043  |
| 441 - Motor Vehicle and Parts Dealers                              | 5,127            | 1,782                          | 2,081  | 1,747  |
| 442 - Furniture and Home Furnishings Stores                        | 7,945            | 2,786                          | 1,738  | 2,734  |
| 443 - Electronics and Appliance Stores                             | (D)              | 863                            | (D)  | 851  |
| 444 - Building Material and Garden Equipment and Supplies Dealers  | 13,060           | 2,189                          | 2,223  | 2,154  |
| 445 - Food and Beverage Stores                                     | 2,529            | 1,425                          | 954  | 1,360  |
| 446 - Health and Personal Care Stores                              | 4,103            | 1,308                          | 772  | 1,285  |
| 447 - Gasoline Stations  | 2,113            | 126                            | 387  | 116  |
| 448 - Clothing and Clothing Accessories Stores                     | 51,887           | 4,030                          | 7,346  | 3,885  |
| 44X - Retail Trade (3)   | 1,145            | 1,283                          | 1,145  | 1,283  |
| 451 - Sporting Goods, Hobby, Musical Instrument, and Book Stores   | 6,765            | 1,604                          | 612  | 1,568  |
| 452 - General Merchandise Stores                                   | 37,379           | 432                            | 320  | 391  |
| 453 - Miscellaneous Store Retailers                                | 6,961            | 3,249                          | 3,653  | 3,221  |
| 454 - Nonstore Retailers   | 15,449           | 12,672                         | 8,857  | 12,611   |
| 45X - Retail Trade (3)   | (D)              | (D)                            | (D)  | (D)  |
| 481 - Air Transportation   | 8,882            | 231                            | 582  | 196  |
| 482 - Rail Transportation  | (D)              | 10                             | (D)  | 8  |
| 483 - Water Transportation   | 413              | 121                            | 163  | 106  |
| 484 - Truck Transportation   | 6,019            | 864                            | 4,508  | 840  |
| 485 - Transit and Ground Passenger Transportation                  | 61               | 112                            | (D)  | 94   |
| 486 - Pipeline Transportation                                      | 38               | 18                             | 19   | 13   |
| 487 - Scenic and Sightseeing Transportation                        | 15               | 66                             | (D)  | 64   |
| 488 - Support Activities for Transportation                        | 45,438           | 2,060                          | 40,276   | 1,991  |
| 48X - Transportation and Warehousing (3)                           | 379              | 212                            | 379  | 212  |
| 491 - Postal Service   | (D)              | 8                              | (D)  | 7  |
| 492 - Couriers and Messengers                                      | 30,019           | 86                             | 23   | 77   |
| 493 - Warehousing and Storage                                      | 16,904           | 610                            | (D)  | 588  |

**Table 7d**  
**2016 Imports 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.

| <b>3-Digit Company NAICS Code and Description</b>                                   | <b>Known Value (1)</b> | <b>Number of Identified Importers</b> | <b>Known Value for Small and Medium Sized Importers (1)</b> | <b>Number of Small and Medium Sized Importers (2)</b> |
|---|------------------------|---------------------------------------|---|---|
| 49X - Transportation and Warehousing (3)  | (D)                    | (D)                                   | (D)   | (D)   |
| 511 - Publishing Industries (except Internet)                                       | 12,152                 | 897                                   | 1,035   | 805   |
| 512 - Motion Picture and Sound Recording Industries                                 | 2,084                  | 353                                   | (D)   | 336   |
| 515 - Broadcasting (except Internet)  | 854                    | 70                                    | 37  | 54  |
| 517 - Telecommunications  | 2,540                  | 406                                   | 665   | 371   |
| 518 - Data Processing, Hosting, and Related Services                                | (D)                    | 206                                   | (D)   | 184   |
| 519 - Other Information Services  | (D)                    | 159                                   | (D)   | 138   |
| 51X - Information (3)   | 11                     | 47                                    | 11  | 47  |
| 521 - Monetary Authorities-Central Bank   | (D)                    | (D)                                   | (D)   | (-)   |
| 522 - Credit Intermediation and Related Activities                                  | (D)                    | 296                                   | (D)   | 258   |
| 523 - Securities, Commodity Contracts, and Other Financial Investments              | 5,007                  | 523                                   | (D)   | 496   |
| 524 - Insurance Carriers and Related Activities                                     | (D)                    | 162                                   | (D)   | 134   |
| 525 - Funds, Trusts, and Other Financial Vehicles                                   | 169                    | 127                                   | 169   | 127   |
| 52X - Finance and Insurance (3)   | 1,139                  | 357                                   | 1,139   | 357   |
| 531 - Real Estate   | 2,061                  | 1,997                                 | 2,013   | 1,981   |
| 532 - Rental and Leasing Services   | 1,298                  | 1,011                                 | 824   | 972   |
| 533 - Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)          | 123                    | 93                                    | (D)   | 92  |
| 53X - Real Estate and Rental and Leasing (3)  | 12                     | 45                                    | 12  | 45  |
| 541 - Professional, Scientific, and Technical Services                              | 45,562                 | 11,892                                | 16,651  | 11,577  |
| 54X - Professional, Scientific, and Technical Services (3)                          | (-)                    | 6                                     | (-)   | 6   |
| 551 - Management of Companies and Enterprises                                       | 4,107                  | 342                                   | (D)   | 341   |
| 561 - Administrative and Support Services   | 7,659                  | 2,540                                 | 5,179   | 2,449   |
| 562 - Waste Management and Remediation Services                                     | 964                    | 195                                   | 916   | 179   |
| 611 - Educational Services  | 255                    | 854                                   | 175   | 705   |
| 621 - Ambulatory Health Care Services   | 2,947                  | 832                                   | (D)   | 804   |
| 622 - Hospitals   | 71                     | 74                                    | 1   | 11  |
| 623 - Nursing and Residential Care Facilities                                       | 35                     | 38                                    | (D)   | 31  |
| 624 - Social Assistance   | 159                    | 287                                   | (D)   | 274   |
| 62X - Health Care and Social Assistance (3)   | 28                     | 71                                    | 28  | 71  |
| 711 - Performing Arts, Spectator Sports, and Related Industries                     | 1,436                  | 854                                   | (D)   | 824   |
| 712 - Museums, Historical Sites, and Similar Institutions                           | 1,032                  | 272                                   | 283   | 248   |
| 713 - Amusement, Gambling, and Recreation Industries                                | 326                    | 888                                   | 208   | 851   |
| 71X - Arts, Entertainment, and Recreation (3)                                       | 24                     | 132                                   | 24  | 132   |
| 721 - Accommodation   | 233                    | 438                                   | 151   | 373   |
| 722 - Food Services and Drinking Places   | 3,169                  | 3,317                                 | 988   | 3,246   |
| 72X - Accommodation and Food Services (3)   | 7                      | 32                                    | 7   | 32  |
| 811 - Repair and Maintenance  | 4,367                  | 1,915                                 | 2,988   | 1,881   |
| 812 - Personal and Laundry Services   | 1,186                  | 1,499                                 | 677   | 1,479   |
| 813 - Religious, Grantmaking, Civic, Professional, and Similar Organizations        | 526                    | 1,542                                 | 407   | 1,508   |
| 814 - Private Households  | 15                     | 61                                    | 15  | 61  |
| 81X - Other Services (except Public Administration) (3)                             | (D)                    | 3                                     | (D)   | 3   |
| 921 - Executive, Legislative, and Other General Government Support                  | 7                      | 47                                    | 5   | 15  |
| 922 - Justice, Public Order, and Safety Activities                                  | (-)                    | 7                                     | (D)   | 6   |
| 924 - Administration of Environmental Quality Programs                              | (-)                    | 5                                     | (D)   | 4   |
| 925 - Administration of Housing Programs, Urban Planning, and Community Development | (D)                    | (D)                                   | (D)   | (D)   |
| 926 - Administration of Economic Programs   | 36                     | 17                                    | (D)   | 14  |
| 927 - Space Research and Technology   | (D)                    | (D)                                   | (D)   | (D)   |
| 928 - National Security and International Affairs                                   | 1                      | 5                                     | 1   | 5   |
| 92X - Public Administration (3)   | (D)                    | (D)                                   | (D)   | (D)   |
| XXX - Unclassified (3)  | 6,187                  | 2,175                                 | 5,850   | 2,139   |

(1) Known value is defined as the portion of U.S. general imports 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 2016.

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

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

## ***Explanatory Notes***

**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.

The Census Bureau has reviewed this data product for unauthorized disclosure of confidential information and has approved the disclosure avoidance practices applied. (Approval ID: CBDRB-FY19-556)

### ***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 Economic Statistical Methods 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 (<http://trade.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 database 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 Economic Indicator Division's published *U.S. International Trade in Goods and Services Annual Revision* for a given data year. The rows labeled "Revisions" will be removed from Table 1 under *Distribution of Exports and Imports by Identified and Unidentified Companies* effective with the 2010/2011 report.

### *Data Quality*

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. The data continue to be subject to non-sampling errors in data reporting (of the basic trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all importing and exporting companies). For an explanation of non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the FT 900 U.S. International Trade in Goods and Services, or call (301)763-2311 to request a copy of the release. One can also obtain this information from the web at the following address: <http://www.census.gov/ft900>.

The characteristics of importing and exporting companies in this report reflect companies that could be matched to the Business Register. When analyzing these data, users should consider the possible impact of unmatched transactions and unidentified companies on their results. Unidentified importers or exporters may not reflect the same distribution of company types and sizes as identified companies. Similarly, comparisons between the number of companies importing or exporting in given categories may be misleading due to differences in the percentage of value matched to companies of various types and sizes.

Year-over-year comparisons should also be made with caution. Changes in the number of importers or exporters and the value of their transactions, the known value, may be due to differences in match rates or companies entering/dropping out of the import/export market. Table 1, under *Distribution of Exports and Imports by Identified and Unidentified Companies*, at the beginning of this report shows a comparison of the match rates, based on total value, as well as the value attributable to companies that either imported or exported in both years.

Each Table of the report is analyzed to determine if one or more companies' trade values would be disclosed by a particular known value. In cases where this is deemed true, a "D" will indicate that the known value was suppressed as a result of this disclosure concern. In cases where the particular Table contains additive structures, complimentary known values are suppressed to eliminate the possibility of calculating the known value of a suppressed cell.

### *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: <https://www.census.gov/foreign-trade/statistics/state/index.html>

### ***NAICS-based Data***

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

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

For more information on NAICS, refer to the web at the following address:  
<http://www.census.gov/eos/www/naics/>

### ***Definitions of Terms***

***Business Register.*** Data base of companies included in economic census and surveys conducted by the Census Bureau.

***Company.*** A company is a business consisting of one domestic location (single location company) or more than one domestic location (multiple location company) under its ownership or control.

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

**Unclassified Companies:** These are identified companies for which no NAICS classification (manufacturers, wholesalers or other companies) could be assigned. As of 2012, these companies will be considered *other companies*.

***Company Size.*** Company sizes are based on employment: small (less than 100 employees including number of employees unknown), medium (100 - 499 employees), and large (500 or more employees).

***Company Type.*** Company types are based on the North American Industry Classification System (NAICS) and are broken out into manufacturers, wholesalers, and all other companies. Those companies for which a valid NAICS code is not available are placed in the *other* grouping.

**Employment.** Employment includes all employees, full-time or part-time, reported on a firm's payroll during specific payroll periods.

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

**Low-value Estimates.** Export transactions valued under \$2,501 and import transactions valued under \$251 for certain quota items and \$2001 for all other imported goods, are not required to be reported. Instead, the Census Bureau estimates the value of such shipments to each country using factors based on the ratios of low-valued shipments to individual country totals for past periods. For more information please see the following link: <http://www.census.gov/foreign-trade/aip/lvpaper.html>

**Related Party.** A related party transaction is one between a U.S. exporter and a foreign consignee, where either party owns (directly or indirectly) 10 percent or more of the other party.

**State of the Origin of Movement (OM).** The OM series data provides export statistics based on the U.S. state from which the merchandise starts its journey to the port of export; i.e., the transportation origin. This information is reported by the exporter. See the **Data Quality** section above for limitations of this data series.

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

**Value (Exports).** The export values in this report are f.a.s. ("free alongside ship") and include both domestic exports and re-exports of foreign merchandise. Several different values are given:

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

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

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

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



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

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

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

### ***Country Groupings***

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

**Africa** - Algeria, Angola, Benin, Botswana, British Indian Ocean Territories, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (Brazzaville), Congo (Kinshasa), Cote d'Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, French Southern and Antarctic Lands, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, St. Helena, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe.

**APEC** (Asia - Pacific Economic Cooperation) - Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Korea (South), Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Taiwan, Thailand, Vietnam.

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

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

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

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

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

**Euro Area** - Austria, Belgium, Cyprus, Estonia, Finland, France, Germany, Greece, Ireland, Italy, Latvia, Lithuania, 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, Slovenia, Spain, Sweden, Switzerland, Turkey, United Kingdom.

**OPEC (Organization of the Petroleum Exporting Countries)** - Algeria, Angola, Ecuador, Gabon, Indonesia, 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: <https://www.census.gov/foreign-trade/guide/index.html>