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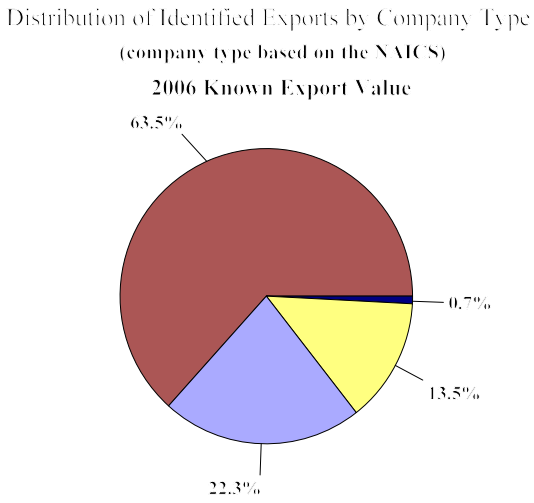
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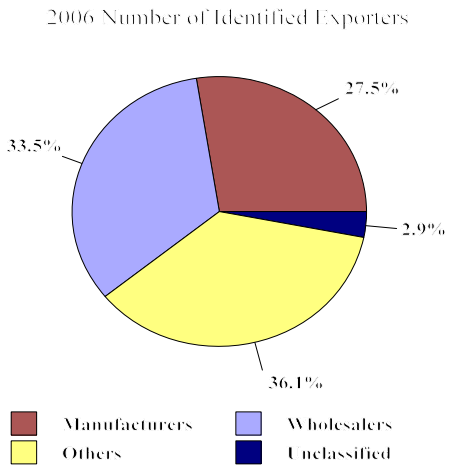
A Profile of U.S. Exporting Companies, 2005 - 2006

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Exporting Companies, 2005 - 2006*. This report provides information on identified companies and their known export value. Identified U.S. exporters are defined as companies that can be linked to export transactions. The known value is the value of export transactions linked to specific companies. The number of identified exporters increased by 2.3 percent in 2006. The known value increased by 15 percent.

In 2006, the "identified U.S. exporters" accounted for $910 billion in exports or almost 88 percent of the total value of exported goods ($1,037 billion). In 2006 the number of identified U.S. exporters was 245.9 thousand, up from the revised 2005 estimate of 240.4 thousand. The known value of exports was $910.5 billion, up from $789.9 billion, the revised 2005 known value.

Because not all export shipments can be linked to specific companies, the number of exporters may be understated. Approximately 12 percent of the 2005 and 2006 total export value could not be linked to specific companies. This portion of the total export value includes exports by individuals, governments, low-value estimates, and documentation filed with missing, unknown, or incomplete company identifiers. Export values are taken from detailed export documentation used to compile the official U.S. trade statistics. Company size and type information are taken from administrative records and census or survey data on file with the Census Bureau.





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

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

	2006 Export Value	% of 2006 Value	2005 Export Value	% of 2005 Value
Total exports	**1,036,635**	**100.0**	**905,978**	**100.0**
Low-value estimates	22,997	2.2	20,538	2.3
U.S. & foreign governments	1,672	0.2	1,963	0.2
Revisions	-508	<-.01	1,598	0.2
Identified exporters* (known value)	**910,465**	**87.8**	**789,877**	**87.2**
Exported merchandise in both 2005 and 2006	879,192	84.8	754,843	83.3
Exported merchandise in only 2005 or only 2006	31,273	3.0	35,034	3.9
Unidentified exports	**102,009**	**9.8**	**92,002**	**10.1**

Number of Identified Exporters

2006	2005	Exported in Both Years	Exported in 2006 Only	Exported in 2005 Only
245,945	240,376	159,294	86,651	81,082

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

The overall findings for 2006 and revised findings for 2005 are shown in Table 1, which shows the proportion of exports that were successfully matched to companies in the 2006 Business Register**.** The 2005 figures in this report are revised from data released in the 2004-2005 exporter profile. The revisions are based on the ability to match additional records.

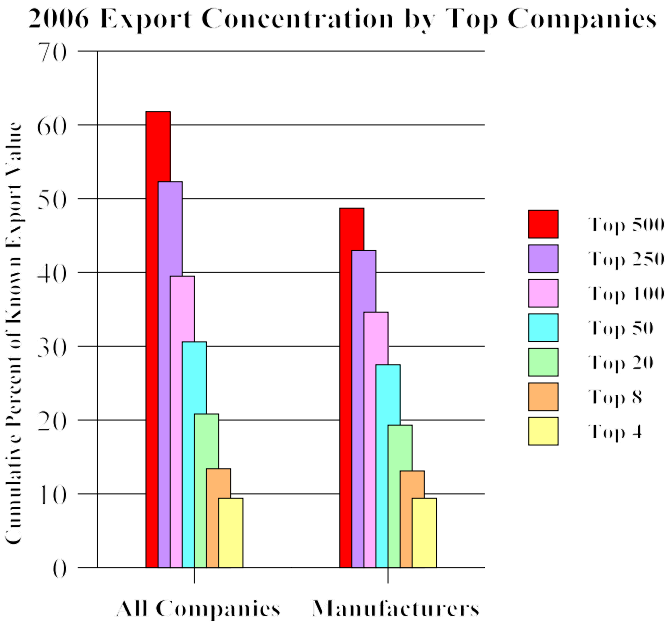
Who Exports?

During 2006, 10 percent (24.6 thousand) of all identified exporters were multiple location companies; these companies accounted for almost 79 percent of the known export value (Exhibit 1a). In contrast, (221.3 thousand) single location companies, making up 90 percent of the exporting companies, contributed 21 percent of the known export value. Trade with related parties accounted for 37 percent of the known export value by multiple location companies compared to 16 percent by single location companies (Exhibit 3a).

Exhibit 1a shows that manufacturers accounted for the largest portion of the 2006 known value, almost 64 percent with 28 percent of the identified exporters. "Other companies" and wholesalers accounted for over 14 percent and 22 percent of the known export value, respectively; unclassified exporters accounted for the remainder. . The "other companies" category includes manufacturers of prepackaged software and books; freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business, engineering, and management services; oil and gas extraction companies; coal mining companies; and communication services companies.

The number of multiple location companies decreased by nearly 9 percent in 2006. All company types decreased except for "unclassified companies"; manufacturers decreased by almost 12 percent, wholesalers by almost 9 percent, and "other companies" by 6 percent. The number of multiple location companies with the "no. of employees unknown" declined by 38 percent in 2006; of these, manufacturers dropped by 48 percent, wholesalers by 38 percent, and "other companies" by 36 percent.

The *2006 Export Concentration by Top Companies*



shows the export concentration by percent of known export value. Of the known export value for 2006, 62 percent was accounted for by the top 500 companies. Over half of the total known export value was accounted for by the top 250 exporters. The top 100 manufacturers contributed over one-third of the total known export value and over one-half of all exports by manufacturers.

Among the company types, the top 50 manufacturers accounted for over 43 percent of the known export value of the manufacturing sector. The top 50 firms represented over 38 percent of the known export value for wholesalers and about 37 percent of the known value for "other companies" (Exhibit 2a).

Large-Sized Exporters

Large identified exporting companies (those employing 500 or more workers) were responsible for more than 71 percent of the known export value, but represented only 3 percent of all identified exporters (Exhibit 1a). Large companies also dominated manufacturers' exports, with 4 percent of manufacturing exporters (2,765 of 67,757) accounting for 84 percent of manufacturing export value ($487 billion of $578 billion). Similarly, large wholesalers, who comprise less than 1 percent of the wholesalers who export, accounted for more than 46 percent of the value of known exports by wholesalers. Large companies in the "other" category represented over 3 percent of the identified exporters and over 52 percent of the known value in the "other" category. Roughly 40 percent of large manufacturers' export value was to related parties (Exhibit 3a).

Small- and Medium-Sized Exporters

Small- and medium-sized exporters (those employing fewer than 500 workers, including number of employees unknown) comprised over 97 percent of all identified exporters but accounted for almost 29 percent of the known export value. The following findings were extracted from Exhibit 1a:

- Nearly 96 percent of manufacturing exporters were small- or medium-sized companies; however they contributed almost16 percent of the sector's $578 billion in exports.

- 99 percent of wholesalers were small- or medium-sized companies; they accounted for nearly 54 percent of the sector's $203 billion in exports.

- Almost 97 percent of "other companies" were small- or medium-sized companies; they represented almost 48 percent of the sector's $123 billion in exports.

Export Markets

The country groups used in the 2006 Profile have been revised from those used in earlier Profiles (Exhibits 5a, 5b, and 5c). Multiple countries were added to and removed from the Organization for Economic Co-operation and Development (OECD) and the North American Treaty Alliance (NATO). Please refer to World Area Country Groupings for Exhibits 5a and 5b.

Most identified exporting companies (58 percent) traded with only one foreign country. A small percentage of companies, 0.4 percent, shipped to 50 or more countries; these companies accounted for exactly half (50 percent) of the known export value (Exhibit 4a).

In 2006, about 84 percent of all companies exported to at least one of the top 25 U.S. trading partners. The

largest number of companies shipped to Canada, followed by Mexico, the United Kingdom, Germany, and Japan. The order of the top 5 countries for U.S. exporters did not change from 2005 to 2006 (Exhibit 5a).

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM data series is based on where the goods began their movement to the port of exit as reported on the export document. Exhibit 6 shows the number of companies exporting from each state during 2005 and 2006 based upon the OM definition. (Note that the same company can be shown as exporting from multiple states.)

- In 2006, the top five states, based on the number of identified exporting companies, were California, Florida, New York, Texas, and Illinois. Exporters in these five states represented almost 41 percent of the total known export value.

- States/territories recording the largest increases in known export value in 2006 were Delaware (58 percent), Nevada (44 percent), Washington (41 percent), the Virgin Islands (33 percent), and Kansas (31 percent).

Comparison of 2005 and 2006 Results

The relative proportions of exports accounted for by manufacturers, wholesalers, and "other companies" based upon both number of exporters and value of exports remained consistent from 2005 to 2006. Below are a number of noteworthy year-to-year changes (Exhibits 1c and 5c):

- The number of identified exporting companies increased by 5,569 or over 2 percent. The single location companies increased by 7,930 and the multiple location companies decreased by 2,361.

- The number of small- and medium-sized companies increased by 2 percent from 233.9 thousand in 2005 to 239.3 thousand in 2006, while the number of large companies increased by 2 percent from 6,521 to 6,658.

- The number of wholesalers increased by more than 2 percent from 80.2 thousand in 2005 to 82.3 thousand in 2006. Additionally, the number of manufacturers increased by less than 1 percent from 67.7 thousand in 2005 to 67.8 thousand in 2006.

- Among the top 25 U.S. trading partners, the United Arab Emirates (10 percent), India (10 percent), China (8 percent), and Brazil (6 percent) showed the largest percentage increases in the number of identified exporting companies. Belgium (-2 percent) and Japan (-1 percent) displayed the largest declines in the number of exporters from 2005.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of exporters. During the process of identifying individual companies, it was not possible to investigate every unmatched case. Priority was given to identifying unmatched companies having high values of trade. As a result, the information on small exporters is most likely understated. Also, users should not assume that the unidentified exporters reflected the same distribution of company types and sizes as the identified (known) exporters. Comparisons between the number of companies exporting in given categories or different years might be somewhat misleading due to differences in the percent of value we were able to match to specific companies. In addition, the almost 14 percent increase in total export value from $906 billion in 2005 to $1,037 billion in 2006 had an uncertain effect on the match rate.

Copies of the exporter profiles are available by calling (301)763-2227 or at http://www.census.gov/foreign-trade/aip/index.html#profile.

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Technical Documentation

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

Exhibit 1a
2006 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
All identified companies	**910,465**	**100.0**	**100.0**	**100.0**	**245,945**	**100.0**	**100.0**	**100.0**
no. employees unknown (3)	63,022	6.9	6.9	6.9	76,115	30.9	30.9	30.9
1 to 19 employees	61,850	6.8	13.7	13.7	101,254	41.2	72.1	72.1
20 to 49 employees	30,714	3.4	17.1	17.1	30,178	12.3	84.4	84.4
50 to 99 employees	27,335	3.0	20.1	20.1	15,524	6.3	90.7	90.7
100 to 249 employees	44,170	4.9	24.9	24.9	11,775	4.8	95.5	95.5
250 to 499 employees	35,908	3.9	28.9	28.9	4,441	1.8	97.3	97.3
500 or more employees	647,466	71.1	100.0	100.0	6,658	2.7	100.0	100.0
Manufacturers	**578,475**	**63.5**	**63.5**	**100.0**	**67,757**	**27.5**	**27.5**	**100.0**
no. employees unknown (3)	22,192	2.4	2.4	3.8	12,869	5.2	5.2	19.0
1 to 19 employees	5,817	0.6	3.1	4.8	21,696	8.8	14.1	51.0
20 to 49 employees	8,300	0.9	4.0	6.3	13,661	5.6	19.6	71.2
50 to 99 employees	10,519	1.2	5.1	8.1	8,073	3.3	22.9	83.1
100 to 249 employees	23,010	2.5	7.7	12.1	6,349	2.6	25.5	92.5
250 to 499 employees	20,744	2.3	9.9	15.7	2,344	1.0	26.4	95.9
500 or more employees	487,893	53.6	63.5	100.0	2,765	1.1	27.5	100.0
Wholesalers	**203,094**	**22.3**	**22.3**	**100.0**	**82,323**	**33.5**	**33.5**	**100.0**
no. employees unknown (3)	19,984	2.2	2.2	9.8	21,995	8.9	8.9	26.7
1 to 19 employees	38,967	4.3	6.5	29.0	43,948	17.9	26.8	80.1
20 to 49 employees	13,506	1.5	8.0	35.7	8,951	3.6	30.5	91.0
50 to 99 employees	12,285	1.3	9.3	41.7	3,656	1.5	31.9	95.4
100 to 249 employees	14,803	1.6	10.9	49.0	2,248	0.9	32.9	98.1
250 to 499 employees	9,249	1.0	11.9	53.6	752	0.3	33.2	99.1
500 or more employees	94,299	10.4	22.3	100.0	773	0.3	33.5	100.0
Other companies (4)	**122,897**	**13.5**	**13.5**	**100.0**	**88,669**	**36.1**	**36.1**	**100.0**
no. employees unknown (3)	17,252	1.9	1.9	14.0	34,408	14.0	14.0	38.8
1 to 19 employees	16,533	1.8	3.7	27.5	35,434	14.4	28.4	78.8
20 to 49 employees	8,781	1.0	4.7	34.6	7,534	3.1	31.5	87.3
50 to 99 employees	4,247	0.5	5.1	38.1	3,768	1.5	33.0	91.5
100 to 249 employees	5,909	0.6	5.8	42.9	3,138	1.3	34.3	95.1
250 to 499 employees	5,736	0.6	6.4	47.6	1,322	0.5	34.8	96.5
500 or more employees	64,440	7.1	13.5	100.0	3,065	1.2	36.1	100.0
Unclassified companies	**5,999**	**0.7**	**0.7**	**100.0**	**7,196**	**2.9**	**2.9**	**100.0**
Multiple location companies	**716,094**	**78.7**	**78.7**	**100.0**	**24,596**	**10.0**	**10.0**	**100.0**
no. employees unknown (3)	886	0.1	0.1	0.1	334	0.1	0.1	1.4
1 to 19 employees	3,557	0.4	0.5	0.6	2,138	0.9	1.0	10.1
20 to 49 employees	7,104	0.8	1.3	1.6	3,608	1.5	2.5	24.7
50 to 99 employees	10,700	1.2	2.4	3.1	3,934	1.6	4.1	40.7
100 to 249 employees	26,666	2.9	5.4	6.8	5,480	2.2	6.3	63.0
250 to 499 employees	27,508	3.0	8.4	10.7	3,150	1.3	7.6	75.8
500 or more employees	639,674	70.3	78.7	100.0	5,952	2.4	10.0	100.0
Manufacturers	**513,554**	**56.4**	**56.4**	**100.0**	**9,464**	**3.8**	**3.8**	**100.0**
no. employees unknown (3)	106	0.0	0.0	0.0	59	0.0	0.0	0.6
1 to 19 employees	133	0.0	0.0	0.0	279	0.1	0.1	3.6
20 to 49 employees	602	0.1	0.1	0.2	851	0.3	0.5	12.6
50 to 99 employees	3,026	0.3	0.4	0.8	1,462	0.6	1.1	28.0
100 to 249 employees	11,724	1.3	1.7	3.0	2,594	1.1	2.1	55.4
250 to 499 employees	15,607	1.7	3.4	6.1	1,653	0.7	2.8	72.9
500 or more employees	482,357	53.0	56.4	100.0	2,566	1.0	3.8	100.0

See footnotes at end of exhibit.

Exhibit 1a
2006 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	**123,493**	**13.6**	**13.6**	**100.0**	**6,911**	**2.8**	**2.8**	**100.0**
no. employees unknown (3)	185	0.0	0.0	0.1	134	0.1	0.1	1.9
1 to 19 employees	2,051	0.2	0.2	1.8	1,066	0.4	0.5	17.4
20 to 49 employees	3,014	0.3	0.6	4.3	1,612	0.7	1.1	40.7
50 to 99 employees	6,110	0.7	1.2	9.2	1,404	0.6	1.7	61.0
100 to 249 employees	11,219	1.2	2.5	18.3	1,379	0.6	2.3	81.0
250 to 499 employees	7,823	0.9	3.3	24.6	589	0.2	2.5	89.5
500 or more employees	93,093	10.2	13.6	100.0	727	0.3	2.8	100.0
Other companies (4)	**76,588**	**8.4**	**8.4**	**100.0**	**8,044**	**3.3**	**3.3**	**100.0**
no. employees unknown (3)	504	0.1	0.1	0.7	129	0.1	0.1	1.6
1 to 19 employees	869	0.1	0.2	1.8	778	0.3	0.4	11.3
20 to 49 employees	3,361	0.4	0.5	6.2	1,118	0.5	0.8	25.2
50 to 99 employees	1,281	0.1	0.7	7.9	1,045	0.4	1.2	38.2
100 to 249 employees	3,280	0.4	1.0	12.1	1,470	0.6	1.8	56.4
250 to 499 employees	3,900	0.4	1.4	17.2	892	0.4	2.2	67.5
500 or more employees	63,392	7.0	8.4	100.0	2,612	1.1	3.3	100.0
Unclassified companies	**2,460**	**0.3**	**0.3**	**100.0**	**177**	**0.1**	**0.1**	**100.0**
Single location companies	**194,371**	**21.3**	**21.3**	**100.0**	**221,349**	**90.0**	**90.0**	**100.0**
no. employees unknown (3)	62,137	6.8	6.8	32.0	75,781	30.8	30.8	34.2
1 to 19 employees	58,294	6.4	13.2	62.0	99,116	40.3	71.1	79.0
20 to 49 employees	23,610	2.6	15.8	74.1	26,570	10.8	81.9	91.0
50 to 99 employees	16,635	1.8	17.6	82.7	11,590	4.7	86.6	96.3
100 to 249 employees	17,503	1.9	19.6	91.7	6,295	2.6	89.2	99.1
250 to 499 employees	8,400	0.9	20.5	96.0	1,291	0.5	89.7	99.7
500 or more employees	7,792	0.9	21.3	100.0	706	0.3	90.0	100.0
Manufacturers	**64,921**	**7.1**	**7.1**	**100.0**	**58,293**	**23.7**	**23.7**	**100.0**
no. employees unknown (3)	22,085	2.4	2.4	34.0	12,810	5.2	5.2	22.0
1 to 19 employees	5,684	0.6	3.1	42.8	21,417	8.7	13.9	58.7
20 to 49 employees	7,698	0.8	3.9	54.6	12,810	5.2	19.1	80.7
50 to 99 employees	7,493	0.8	4.7	66.2	6,611	2.7	21.8	92.0
100 to 249 employees	11,286	1.2	6.0	83.6	3,755	1.5	23.3	98.5
250 to 499 employees	5,138	0.6	6.5	91.5	691	0.3	23.6	99.7
500 or more employees	5,537	0.6	7.1	100.0	199	0.1	23.7	100.0
Wholesalers	**79,601**	**8.7**	**8.7**	**100.0**	**75,412**	**30.7**	**30.7**	**100.0**
no. employees unknown (3)	19,800	2.2	2.2	24.9	21,861	8.9	8.9	29.0
1 to 19 employees	36,916	4.1	6.2	71.3	42,882	17.4	26.3	85.9
20 to 49 employees	10,492	1.2	7.4	84.4	7,339	3.0	29.3	95.6
50 to 99 employees	6,175	0.7	8.1	92.2	2,252	0.9	30.2	98.6
100 to 249 employees	3,585	0.4	8.5	96.7	869	0.4	30.6	99.7
250 to 499 employees	1,426	0.2	8.6	98.5	163	0.1	30.6	99.9
500 or more employees	1,207	0.1	8.7	100.0	46	0.0	30.7	100.0
Other companies (4)	**46,310**	**5.1**	**5.1**	**100.0**	**80,625**	**32.8**	**32.8**	**100.0**
no. employees unknown (3)	16,748	1.8	1.8	36.2	34,279	13.9	13.9	42.5
1 to 19 employees	15,664	1.7	3.6	70.0	34,656	14.1	28.0	85.5
20 to 49 employees	5,420	0.6	4.2	81.7	6,416	2.6	30.6	93.5
50 to 99 employees	2,966	0.3	4.5	88.1	2,723	1.1	31.7	96.8
100 to 249 employees	2,628	0.3	4.8	93.8	1,668	0.7	32.4	98.9
250 to 499 employees	1,836	0.2	5.0	97.7	430	0.2	32.6	99.4
500 or more employees	1,048	0.1	5.1	100.0	453	0.2	32.8	100.0
Unclassified companies	**3,539**	**0.4**	**0.4**	**100.0**	**7,019**	**2.9**	**2.9**	**100.0**

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 35.7 percent of the total wholesalers known value and 91.0 percent of the total number of all wholesalers.
(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2006.
(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Exhibit 1b
2005 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
All identified companies	**789,877**	**100.0**	**100.0**	**100.0**	**240,376**	**100.0**	**100.0**	**100.0**
no. employees unknown (3)	45,589	5.8	5.8	5.8	70,743	29.4	29.4	29.4
1 to 19 employees	56,137	7.1	12.9	12.9	100,009	41.6	71.0	71.0
20 to 49 employees	26,266	3.3	16.2	16.2	30,420	12.7	83.7	83.7
50 to 99 employees	25,105	3.2	19.4	19.4	15,993	6.7	90.3	90.3
100 to 249 employees	43,245	5.5	24.9	24.9	12,123	5.0	95.4	95.4
250 to 499 employees	34,508	4.4	29.2	29.2	4,567	1.9	97.3	97.3
500 or more employees	559,026	70.8	100.0	100.0	6,521	2.7	100.0	100.0
Manufacturers	**509,008**	**64.4**	**64.4**	**100.0**	**67,684**	**28.2**	**28.2**	**100.0**
no. employees unknown (3)	16,142	2.0	2.0	3.2	11,768	4.9	4.9	17.4
1 to 19 employees	5,115	0.6	2.7	4.2	21,562	9.0	13.9	49.2
20 to 49 employees	7,635	1.0	3.7	5.7	13,982	5.8	19.7	69.9
50 to 99 employees	9,739	1.2	4.9	7.6	8,407	3.5	23.2	82.3
100 to 249 employees	22,092	2.8	7.7	11.9	6,761	2.8	26.0	92.3
250 to 499 employees	18,657	2.4	10.0	15.6	2,446	1.0	27.0	95.9
500 or more employees	429,629	54.4	64.4	100.0	2,758	1.1	28.2	100.0
Wholesalers	**171,494**	**21.7**	**21.7**	**100.0**	**80,229**	**33.4**	**33.4**	**100.0**
no. employees unknown (3)	12,444	1.6	1.6	7.3	20,645	8.6	8.6	25.7
1 to 19 employees	34,331	4.3	5.9	27.3	43,140	17.9	26.5	79.5
20 to 49 employees	11,862	1.5	7.4	34.2	8,953	3.7	30.3	90.7
50 to 99 employees	10,249	1.3	8.7	40.2	3,703	1.5	31.8	95.3
100 to 249 employees	14,484	1.8	10.6	48.6	2,261	0.9	32.7	98.1
250 to 499 employees	9,969	1.3	11.8	54.4	767	0.3	33.1	99.1
500 or more employees	78,154	9.9	21.7	100.0	760	0.3	33.4	100.0
Other companies (4)	**106,190**	**13.4**	**13.4**	**100.0**	**85,276**	**35.5**	**35.5**	**100.0**
no. employees unknown (3)	14,325	1.8	1.8	13.5	31,489	13.1	13.1	36.9
1 to 19 employees	16,604	2.1	3.9	29.1	35,054	14.6	27.7	78.0
20 to 49 employees	6,603	0.8	4.8	35.3	7,460	3.1	30.8	86.8
50 to 99 employees	5,035	0.6	5.4	40.1	3,862	1.6	32.4	91.3
100 to 249 employees	6,652	0.8	6.2	46.3	3,084	1.3	33.7	94.9
250 to 499 employees	5,853	0.7	7.0	51.9	1,347	0.6	34.2	96.5
500 or more employees	51,119	6.5	13.4	100.0	2,980	1.2	35.5	100.0
Unclassified companies	**3,185**	**0.4**	**0.4**	**100.0**	**7,187**	**3.0**	**3.0**	**100.0**
Multiple location companies	**626,584**	**79.3**	**79.3**	**100.0**	**26,957**	**11.2**	**11.2**	**100.0**
no. employees unknown (3)	1,243	0.2	0.2	0.2	538	0.2	0.2	2.0
1 to 19 employees	3,795	0.5	0.6	0.8	2,650	1.1	1.3	11.8
20 to 49 employees	5,953	0.8	1.4	1.8	4,299	1.8	3.1	27.8
50 to 99 employees	9,408	1.2	2.6	3.3	4,446	1.8	5.0	44.3
100 to 249 employees	26,675	3.4	6.0	7.5	5,863	2.4	7.4	66.0
250 to 499 employees	26,905	3.4	9.4	11.8	3,295	1.4	8.8	78.2
500 or more employees	552,605	70.0	79.3	100.0	5,866	2.4	11.2	100.0
Manufacturers	**454,723**	**57.6**	**57.6**	**100.0**	**10,734**	**4.5**	**4.5**	**100.0**
no. employees unknown (3)	196	0.0	0.0	0.0	114	0.0	0.0	1.1
1 to 19 employees	215	0.0	0.1	0.1	367	0.2	0.2	4.5
20 to 49 employees	796	0.1	0.2	0.3	1,104	0.5	0.7	14.8
50 to 99 employees	2,759	0.3	0.5	0.9	1,793	0.7	1.4	31.5
100 to 249 employees	11,510	1.5	2.0	3.4	2,990	1.2	2.6	59.3
250 to 499 employees	14,262	1.8	3.8	6.5	1,777	0.7	3.4	75.9
500 or more employees	424,985	53.8	57.6	100.0	2,589	1.1	4.5	100.0

See footnotes at end of exhibit.

Exhibit 1b
2005 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	**106,442**	**13.5**	**13.5**	**100.0**	**7,572**	**3.2**	**3.2**	**100.0**
no. employees unknown (3)	213	0.0	0.0	0.2	215	0.1	0.1	2.8
1 to 19 employees	2,252	0.3	0.3	2.3	1,329	0.6	0.6	20.4
20 to 49 employees	2,818	0.4	0.7	5.0	1,843	0.8	1.4	44.7
50 to 99 employees	4,953	0.6	1.3	9.6	1,485	0.6	2.0	64.3
100 to 249 employees	10,639	1.3	2.6	19.6	1,372	0.6	2.6	82.5
250 to 499 employees	8,161	1.0	3.7	27.3	617	0.3	2.9	90.6
500 or more employees	77,406	9.8	13.5	100.0	711	0.3	3.2	100.0
Other companies (4)	**64,993**	**8.2**	**8.2**	**100.0**	**8,560**	**3.6**	**3.6**	**100.0**
no. employees unknown (3)	825	0.1	0.1	1.3	200	0.1	0.1	2.3
1 to 19 employees	1,317	0.2	0.3	3.3	934	0.4	0.5	13.2
20 to 49 employees	2,174	0.3	0.5	6.6	1,335	0.6	1.0	28.8
50 to 99 employees	1,622	0.2	0.8	9.1	1,152	0.5	1.5	42.3
100 to 249 employees	4,509	0.6	1.3	16.1	1,491	0.6	2.1	59.7
250 to 499 employees	4,454	0.6	1.9	22.9	897	0.4	2.5	70.2
500 or more employees	50,092	6.3	8.2	100.0	2,551	1.1	3.6	100.0
Unclassified companies	**426**	**0.1**	**0.1**	**100.0**	**91**	**0.0**	**0.0**	**100.0**
Single location companies	**163,293**	**20.7**	**20.7**	**100.0**	**213,419**	**88.8**	**88.8**	**100.0**
no. employees unknown (3)	44,347	5.6	5.6	27.2	70,205	29.2	29.2	32.9
1 to 19 employees	52,343	6.6	12.2	59.2	97,359	40.5	69.7	78.5
20 to 49 employees	20,313	2.6	14.8	71.7	26,121	10.9	80.6	90.8
50 to 99 employees	15,697	2.0	16.8	81.3	11,547	4.8	85.4	96.2
100 to 249 employees	16,570	2.1	18.9	91.4	6,260	2.6	88.0	99.1
250 to 499 employees	7,603	1.0	19.9	96.1	1,272	0.5	88.5	99.7
500 or more employees	6,421	0.8	20.7	100.0	655	0.3	88.8	100.0
Manufacturers	**54,285**	**6.9**	**6.9**	**100.0**	**56,950**	**23.7**	**23.7**	**100.0**
no. employees unknown (3)	15,946	2.0	2.0	29.4	11,654	4.8	4.8	20.5
1 to 19 employees	4,900	0.6	2.6	38.4	21,195	8.8	13.7	57.7
20 to 49 employees	6,839	0.9	3.5	51.0	12,878	5.4	19.0	80.3
50 to 99 employees	6,979	0.9	4.4	63.9	6,614	2.8	21.8	91.9
100 to 249 employees	10,582	1.3	5.7	83.3	3,771	1.6	23.3	98.5
250 to 499 employees	4,395	0.6	6.3	91.4	669	0.3	23.6	99.7
500 or more employees	4,644	0.6	6.9	100.0	169	0.1	23.7	100.0
Wholesalers	**65,052**	**8.2**	**8.2**	**100.0**	**72,657**	**30.2**	**30.2**	**100.0**
no. employees unknown (3)	12,231	1.5	1.5	18.8	20,430	8.5	8.5	28.1
1 to 19 employees	32,080	4.1	5.6	68.1	41,811	17.4	25.9	85.7
20 to 49 employees	9,044	1.1	6.8	82.0	7,110	3.0	28.9	95.4
50 to 99 employees	5,296	0.7	7.4	90.2	2,218	0.9	29.8	98.5
100 to 249 employees	3,845	0.5	7.9	96.1	889	0.4	30.1	99.7
250 to 499 employees	1,809	0.2	8.1	98.9	150	0.1	30.2	99.9
500 or more employees	748	0.1	8.2	100.0	49	0.0	30.2	100.0
Other companies (4)	**41,198**	**5.2**	**5.2**	**100.0**	**76,716**	**31.9**	**31.9**	**100.0**
no. employees unknown (3)	13,500	1.7	1.7	32.8	31,289	13.0	13.0	40.8
1 to 19 employees	15,287	1.9	3.6	69.9	34,120	14.2	27.2	85.3
20 to 49 employees	4,429	0.6	4.2	80.6	6,125	2.5	29.8	93.2
50 to 99 employees	3,413	0.4	4.6	88.9	2,710	1.1	30.9	96.8
100 to 249 employees	2,143	0.3	4.9	94.1	1,593	0.7	31.5	98.9
250 to 499 employees	1,399	0.2	5.1	97.5	450	0.2	31.7	99.4
500 or more employees	1,027	0.1	5.2	100.0	429	0.2	31.9	100.0
Unclassified companies	**2,759**	**0.3**	**0.3**	**100.0**	**7,096**	**3.0**	**3.0**	**100.0**

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 34.2 percent of the total wholesalers known value and 90.7 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2005.

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

Exhibit 1c
Percent Difference Between the 2005 and 2006 Results

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

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2005	2006	Net Difference	% Difference	2005	2006	Net Difference	% Difference
All identified companies	**789,877**	**910,465**	**120,588**	**15.3**	**240,376**	**245,945**	**5,569**	**2.3**
no. employees unknown (2)	45,589	63,022	17,433	38.2	70,743	76,115	5,372	7.6
1 to 19 employees	56,137	61,850	5,713	10.2	100,009	101,254	1,245	1.2
20 to 49 employees	26,266	30,714	4,448	16.9	30,420	30,178	-242	-0.8
50 to 99 employees	25,105	27,335	2,229	8.9	15,993	15,524	-469	-2.9
100 to 249 employees	43,245	44,170	924	2.1	12,123	11,775	-348	-2.9
250 to 499 employees	34,508	35,908	1,400	4.1	4,567	4,441	-126	-2.8
500 or more employees	559,026	647,466	88,440	15.8	6,521	6,658	137	2.1
Manufacturers	**509,008**	**578,475**	**69,467**	**13.6**	**67,684**	**67,757**	**73**	**0.1**
no. employees unknown (2)	16,142	22,192	6,050	37.5	11,768	12,869	1,101	9.4
1 to 19 employees	5,115	5,817	702	13.7	21,562	21,696	134	0.6
20 to 49 employees	7,635	8,300	665	8.7	13,982	13,661	-321	-2.3
50 to 99 employees	9,739	10,519	781	8.0	8,407	8,073	-334	-4.0
100 to 249 employees	22,092	23,010	917	4.2	6,761	6,349	-412	-6.1
250 to 499 employees	18,657	20,744	2,087	11.2	2,446	2,344	-102	-4.2
500 or more employees	429,629	487,893	58,265	13.6	2,758	2,765	7	0.3
Wholesalers	**171,494**	**203,094**	**31,600**	**18.4**	**80,229**	**82,323**	**2,094**	**2.6**
no. employees unknown (2)	12,444	19,984	7,540	60.6	20,645	21,995	1,350	6.5
1 to 19 employees	34,331	38,967	4,636	13.5	43,140	43,948	808	1.9
20 to 49 employees	11,862	13,506	1,644	13.9	8,953	8,951	-2	0.0
50 to 99 employees	10,249	12,285	2,036	19.9	3,703	3,656	-47	-1.3
100 to 249 employees	14,484	14,803	319	2.2	2,261	2,248	-13	-0.6
250 to 499 employees	9,969	9,249	-720	-7.2	767	752	-15	-2.0
500 or more employees	78,154	94,299	16,146	20.7	760	773	13	1.7
Other companies (3)	**106,190**	**122,897**	**16,707**	**15.7**	**85,276**	**88,669**	**3,393**	**4.0**
no. employees unknown (2)	14,325	17,252	2,926	20.4	31,489	34,408	2,919	9.3
1 to 19 employees	16,604	16,533	-71	-0.4	35,054	35,434	380	1.1
20 to 49 employees	6,603	8,781	2,178	33.0	7,460	7,534	74	1.0
50 to 99 employees	5,035	4,247	-788	-15.6	3,862	3,768	-94	-2.4
100 to 249 employees	6,652	5,909	-744	-11.2	3,084	3,138	54	1.8
250 to 499 employees	5,853	5,736	-117	-2.0	1,347	1,322	-25	-1.9
500 or more employees	51,119	64,440	13,322	26.1	2,980	3,065	85	2.9
Unclassified companies	**3,185**	**5,999**	**2,814**	**88.4**	**7,187**	**7,196**	**9**	**0.1**
Multiple location companies	**626,584**	**716,094**	**89,510**	**14.3**	**26,957**	**24,596**	**-2,361**	**-8.8**
no. employees unknown (2)	1,243	886	-357	-28.7	538	334	-204	-37.9
1 to 19 employees	3,795	3,557	-238	-6.3	2,650	2,138	-512	-19.3
20 to 49 employees	5,953	7,104	1,151	19.3	4,299	3,608	-691	-16.1
50 to 99 employees	9,408	10,700	1,291	13.7	4,446	3,934	-512	-11.5
100 to 249 employees	26,675	26,666	-9	0.0	5,863	5,480	-383	-6.5
250 to 499 employees	26,905	27,508	603	2.2	3,295	3,150	-145	-4.4
500 or more employees	552,605	639,674	87,069	15.8	5,866	5,952	86	1.5
Manufacturers	**454,723**	**513,554**	**58,831**	**12.9**	**10,734**	**9,464**	**-1,270**	**-11.8**
no. employees unknown (2)	196	106	-90	-45.8	114	59	-55	-48.2
1 to 19 employees	215	133	-82	-38.1	367	279	-88	-24.0
20 to 49 employees	796	602	-194	-24.4	1,104	851	-253	-22.9
50 to 99 employees	2,759	3,026	267	9.7	1,793	1,462	-331	-18.5
100 to 249 employees	11,510	11,724	214	1.9	2,990	2,594	-396	-13.2
250 to 499 employees	14,262	15,607	1,344	9.4	1,777	1,653	-124	-7.0
500 or more employees	424,985	482,357	57,372	13.5	2,589	2,566	-23	-0.9

See footnotes at end of exhibit.

Exhibit 1c
Percent Difference Between the 2005 and 2006 Results - Continued

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

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2006	2005	Net Difference	% Difference	2006	2005	Net Difference	% Difference
Multiple location companies								
Wholesalers	**106,442**	**123,493**	**17,051**	**16.0**	**7,572**	**6,911**	**-661**	**-8.7**
no. employees unknown (2)	213	185	-29	-13.4	215	134	-81	-37.7
1 to 19 employees	2,252	2,051	-201	-8.9	1,329	1,066	-263	-19.8
20 to 49 employees	2,818	3,014	196	6.9	1,843	1,612	-231	-12.5
50 to 99 employees	4,953	6,110	1,156	23.3	1,485	1,404	-81	-5.5
100 to 249 employees	10,639	11,219	579	5.4	1,372	1,379	7	0.5
250 to 499 employees	8,161	7,823	-338	-4.1	617	589	-28	-4.5
500 or more employees	77,406	93,093	15,687	20.3	711	727	16	2.3
Other companies (3)	**64,993**	**76,588**	**11,595**	**17.8**	**8,560**	**8,044**	**-516**	**-6.0**
no. employees unknown (2)	825	504	-322	-39.0	200	129	-71	-35.5
1 to 19 employees	1,317	869	-448	-34.0	934	778	-156	-16.7
20 to 49 employees	2,174	3,361	1,188	54.6	1,335	1,118	-217	-16.3
50 to 99 employees	1,622	1,281	-341	-21.0	1,152	1,045	-107	-9.3
100 to 249 employees	4,509	3,280	-1,229	-27.3	1,491	1,470	-21	-1.4
250 to 499 employees	4,454	3,900	-554	-12.4	897	892	-5	-0.6
500 or more employees	50,092	63,392	13,300	26.6	2,551	2,612	61	2.4
Unclassified companies	**426**	**2,460**	**2,033**	**477.0**	**91**	**177**	**86**	**94.5**
Single location companies	**163,293**	**194,371**	**31,078**	**19.0**	**213,419**	**221,349**	**7,930**	**3.7**
no. employees unknown (2)	44,347	62,137	17,790	40.1	70,205	75,781	5,576	7.9
1 to 19 employees	52,343	58,294	5,951	11.4	97,359	99,116	1,757	1.8
20 to 49 employees	20,313	23,610	3,297	16.2	26,121	26,570	449	1.7
50 to 99 employees	15,697	16,635	938	6.0	11,547	11,590	43	0.4
100 to 249 employees	16,570	17,503	933	5.6	6,260	6,295	35	0.6
250 to 499 employees	7,603	8,400	797	10.5	1,272	1,291	19	1.5
500 or more employees	6,421	7,792	1,371	21.4	655	706	51	7.8
Manufacturers	**54,285**	**64,921**	**10,636**	**19.6**	**56,950**	**58,293**	**1,343**	**2.4**
no. employees unknown (2)	15,946	22,085	6,140	38.5	11,654	12,810	1,156	9.9
1 to 19 employees	4,900	5,684	784	16.0	21,195	21,417	222	1.0
20 to 49 employees	6,839	7,698	859	12.6	12,878	12,810	-68	-0.5
50 to 99 employees	6,979	7,493	514	7.4	6,614	6,611	-3	0.0
100 to 249 employees	10,582	11,286	704	6.6	3,771	3,755	-16	-0.4
250 to 499 employees	4,395	5,138	743	16.9	669	691	22	3.3
500 or more employees	4,644	5,537	893	19.2	169	199	30	17.8
Wholesalers	**65,052**	**79,601**	**14,549**	**22.4**	**72,657**	**75,412**	**2,755**	**3.8**
no. employees unknown (2)	12,231	19,800	7,569	61.9	20,430	21,861	1,431	7.0
1 to 19 employees	32,080	36,916	4,836	15.1	41,811	42,882	1,071	2.6
20 to 49 employees	9,044	10,492	1,448	16.0	7,110	7,339	229	3.2
50 to 99 employees	5,296	6,175	880	16.6	2,218	2,252	34	1.5
100 to 249 employees	3,845	3,585	-260	-6.8	889	869	-20	-2.2
250 to 499 employees	1,809	1,426	-382	-21.1	150	163	13	8.7
500 or more employees	748	1,207	459	61.3	49	46	-3	-6.1
Other companies (3)	**41,198**	**46,310**	**5,112**	**12.4**	**76,716**	**80,625**	**3,909**	**5.1**
no. employees unknown (2)	13,500	16,748	3,248	24.1	31,289	34,279	2,990	9.6
1 to 19 employees	15,287	15,664	377	2.5	34,120	34,656	536	1.6
20 to 49 employees	4,429	5,420	990	22.4	6,125	6,416	291	4.8
50 to 99 employees	3,413	2,966	-447	-13.1	2,710	2,723	13	0.5
100 to 249 employees	2,143	2,628	486	22.7	1,593	1,668	75	4.7
250 to 499 employees	1,399	1,836	437	31.2	450	430	-20	-4.4
500 or more employees	1,027	1,048	22	2.1	429	453	24	5.6
Unclassified companies	**2,759**	**3,539**	**780**	**28.3**	**7,096**	**7,019**	**-77**	**-1.1**

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2005 or 2006.
(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Exhibit 2a
Top Companies' Share of the 2006 Export Market by Company Type

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

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

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2005-2006	
					Number of Identified Exporters	Known Value
All identified companies	**245,945**	**910,465**	**100.0**	**100.0**	**2.3**	**15.3**
Top 4 companies	4	85,552	9.4	9.4	-	26.1
Top 8 companies	8	121,838	13.4	13.4	-	23.6
Top 20 companies	20	189,109	20.8	20.8	-	20.4
Top 50 companies	50	278,346	30.6	30.6	-	17.9
Top 100 companies	100	258,596	39.5	39.5	-	18.2
Top 250 companies	250	475,954	52.3	52.3	-	17.2
Top 500 companies	500	562,218	61.8	61.8	-	16.5
Top 1000 companies	1,000	452,434	70.6	70.6	-	16.4
Top 2000 companies	2,000	714,657	78.5	78.5	-	16.2
Manufacturers	**67,757**	**578,475**	**63.5**	**100.0**	**0.5**	**13.7**
Top 4 companies	4	85,552	9.4	14.8	-	26.1
Top 8 companies	8	119,431	13.1	20.6	-	21.1
Top 20 companies	20	176,149	19.3	30.5	-	15.1
Top 50 companies	50	250,800	27.5	43.4	-	15.4
Top 100 companies	100	314,692	34.6	54.4	-	15.7
Top 250 companies	250	391,230	43.0	67.6	-	14.7
Top 500 companies	500	443,061	48.7	76.6	-	14.3
Top 1000 companies	1,000	486,964	53.5	84.2	-	14.4
Top 2000 companies	2,000	521,028	57.2	90.1	-	14.3
Wholesalers	**82,323**	**203,094**	**22.3**	**100.0**	**3.0**	**18.5**
Top 4 companies	4	27,679	3.0	13.6	-	55.1
Top 8 companies	8	40,045	4.4	19.7	-	41.9
Top 20 companies	20	57,027	6.3	28.1	-	25.9
Top 50 companies	50	77,422	8.5	38.1	-	22.0
Top 100 companies	100	96,659	10.6	47.6	-	22.5
Top 250 companies	250	120,138	13.2	59.2	-	21.7
Top 500 companies	500	136,414	15.0	67.2	-	20.9
Top 1000 companies	1,000	151,329	16.6	74.5	-	19.9
Top 2000 companies	2,000	96,072	18.2	81.4	-	19.4
Other companies (3)	**88,669**	**122,897**	**13.5**	**100.0**	**4.7**	**15.9**
Top 4 companies	4	10,431	1.1	8.5	-	17.5
Top 8 companies	8	17,173	1.9	14.0	-	22.0
Top 20 companies	20	30,012	3.3	24.4	-	26.7
Top 50 companies	50	45,803	5.0	37.3	-	21.9
Top 100 companies	100	58,582	6.4	47.7	-	21.1
Top 250 companies	250	75,384	8.3	61.3	-	18.6
Top 500 companies	500	53,369	9.6	71.0	-	17.0
Top 1000 companies	1,000	96,875	10.6	78.8	-	16.0
Top 2000 companies	2,000	105,123	11.5	85.5	-	15.8
Unclassified companies	**7,196**	**5,999**	**0.7**	**100.0**	**-14.6**	**59.9**

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

(2) Percent of company type value is computed relative to the sector's total value, e.g. the top 4 wholesalers account for 13.6 percent of the total value for all wholesalers.

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

Exhibit 2b
Top Companies' Share of the 2005 Export Market
by Company Type

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

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

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	**240,376**	**789,877**	**100.0**	**100.0**
Top 4 companies	4	67,842	8.6	8.6
Top 8 companies	8	98,583	12.5	12.5
Top 20 companies	20	157,017	19.9	19.9
Top 50 companies	50	236,069	29.9	29.9
Top 100 companies	100	304,469	38.5	38.5
Top 250 companies	250	406,100	51.4	51.4
Top 500 companies	500	482,385	61.1	61.1
Top 1000 companies	1,000	552,628	70.0	70.0
Top 2000 companies	2,000	615,025	77.9	77.9
Manufacturers	**67,684**	**509,008**	**64.4**	**100.0**
Top 4 companies	4	67,842	8.6	13.3
Top 8 companies	8	98,583	12.5	19.4
Top 20 companies	20	153,064	19.4	30.1
Top 50 companies	50	217,415	27.5	42.7
Top 100 companies	100	271,879	34.4	53.4
Top 250 companies	250	341,097	43.2	67.0
Top 500 companies	500	387,607	49.1	76.1
Top 1000 companies	1,000	425,732	53.9	83.6
Top 2000 companies	2,000	455,728	57.7	89.5
Wholesalers	**80,229**	**171,494**	**21.7**	**100.0**
Top 4 companies	4	17,845	2.3	10.4
Top 8 companies	8	28,225	3.6	16.5
Top 20 companies	20	45,286	5.7	26.4
Top 50 companies	50	63,462	8.0	37.0
Top 100 companies	100	78,935	10.0	46.0
Top 250 companies	250	98,719	12.5	57.6
Top 500 companies	500	112,836	14.3	65.8
Top 1000 companies	1,000	126,191	16.0	73.6
Top 2000 companies	2,000	138,594	17.5	80.8
Other companies (3)	**85,276**	**106,190**	**13.4**	**100.0**
Top 4 companies	4	8,874	1.1	8.4
Top 8 companies	8	14,076	1.8	13.3
Top 20 companies	20	23,694	3.0	22.3
Top 50 companies	50	37,579	4.8	35.4
Top 100 companies	100	48,385	6.1	45.6
Top 250 companies	250	63,558	8.0	59.9
Top 500 companies	500	74,539	9.4	70.2
Top 1000 companies	1,000	83,478	10.6	78.6
Top 2000 companies	2,000	90,826	11.5	85.5
Unclassified companies	**7,187**	**3,185**	**0.4**	**100.0**

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Percent of company type value is computed relative to the sector's total value, e.g. the top 4 wholesalers account for 10.4 percent of the total value for all wholesalers.
(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

Exhibit 3a
2006 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	**910,465**	**245,945**	**297,838**	**32.7**	**12.7**	**610,453**	**67.0**	**98.0**	**2,175**	**0.2**	**2.1**
no. employees unknown (3)	63,022	76,115	14,618	23.2	9.0	48,284	76.6	97.2	120	0.2	1.3
1 to 19 employees	61,850	101,254	6,807	11.0	8.3	54,584	88.3	98.1	460	0.7	1.9
20 to 49 employees	30,714	30,178	2,914	9.5	13.6	27,613	89.9	98.8	187	0.6	1.9
50 to 99 employees	27,335	15,524	3,162	11.6	19.8	23,774	87.0	98.8	398	1.5	2.3
100 to 249 employees	44,170	11,775	7,706	17.4	28.8	36,289	82.2	98.8	175	0.4	3.3
250 to 499 employees	35,908	4,441	6,086	17.0	41.3	29,781	82.9	98.6	40	0.1	5.2
500 or more employees	647,466	6,658	256,544	39.6	54.9	390,127	60.3	98.6	795	0.1	11.7
Manufacturers	**578,475**	**67,757**	**213,535**	**36.9**	**18.0**	**364,429**	**63.0**	**99.0**	**511**	**0.1**	**2.3**
no. employees unknown (3)	22,192	12,869	6,764	30.5	14.8	15,408	69.4	98.1	20	0.1	1.0
1 to 19 employees	5,817	21,696	806	13.9	7.2	4,984	85.7	99.0	27	0.5	1.0
20 to 49 employees	8,300	13,661	656	7.9	12.7	7,634	92.0	99.3	10	0.1	1.4
50 to 99 employees	10,519	8,073	1,028	9.8	20.5	9,478	90.1	99.3	13	0.1	2.1
100 to 249 employees	23,010	6,349	4,231	18.4	32.8	18,752	81.5	99.5	27	0.1	3.4
250 to 499 employees	20,744	2,344	3,205	15.5	50.5	17,506	84.4	99.6	33	0.2	6.3
500 or more employees	487,893	2,765	196,846	40.3	74.3	290,666	59.6	99.8	381	0.1	18.5
Wholesalers	**203,094**	**82,323**	**54,600**	**26.9**	**12.7**	**147,567**	**72.7**	**98.7**	**927**	**0.5**	**2.3**
no. employees unknown (3)	19,984	21,995	4,101	20.5	8.8	15,841	79.3	98.2	42	0.2	1.2
1 to 19 employees	38,967	43,948	3,159	8.1	10.3	35,507	91.1	98.7	301	0.8	2.2
20 to 49 employees	13,506	8,951	1,168	8.6	17.4	12,307	91.1	99.2	31	0.2	2.9
50 to 99 employees	12,285	3,656	1,740	14.2	24.0	10,367	84.4	99.2	179	1.5	3.5
100 to 249 employees	14,803	2,248	2,366	16.0	32.5	12,315	83.2	99.1	123	0.8	5.1
250 to 499 employees	9,249	752	1,965	21.2	43.6	7,281	78.7	99.2	3	0.0	6.1
500 or more employees	94,299	773	40,102	42.5	63.8	53,949	57.2	99.6	249	0.3	17.5
Other companies (4)	**122,897**	**88,669**	**28,297**	**23.0**	**9.2**	**94,149**	**76.6**	**96.8**	**451**	**0.4**	**1.9**
no. employees unknown (3)	17,252	34,408	2,972	17.2	7.2	14,222	82.4	96.3	57	0.3	1.7
1 to 19 employees	16,533	35,434	2,759	16.7	6.7	13,643	82.5	97.0	131	0.8	2.1
20 to 49 employees	8,781	7,534	1,066	12.1	10.6	7,643	87.0	97.5	71	0.8	1.3
50 to 99 employees	4,247	3,768	355	8.4	14.0	3,866	91.0	97.3	26	0.6	1.6
100 to 249 employees	5,909	3,138	868	14.7	18.0	5,030	85.1	97.4	10	0.2	1.9
250 to 499 employees	5,736	1,322	859	15.0	23.8	4,872	84.9	96.7	4	0.1	2.6
500 or more employees	64,440	3,065	19,417	30.1	35.6	44,872	69.6	97.4	151	0.2	4.0
Unclassified companies	**5,999**	**7,196**	**1,406**	**23.4**	**7.7**	**4,307**	**71.8**	**96.9**	**285**	**4.8**	**0.9**
Multiple location companies	**716,094**	**24,596**	**267,098**	**37.3**	**34.4**	**447,573**	**62.5**	**98.8**	**1,424**	**0.2**	**5.6**
no. employees unknown (3)	886	334	112	12.6	21.3	(5) 773	(5) 87.4	98.2	(D)	(D)	1.5
1 to 19 employees	3,557	2,138	539	15.1	14.6	(5) 3,018	(5) 84.8	98.0	(D)	(D)	1.9
20 to 49 employees	7,104	3,608	944	13.3	17.6	6,074	85.5	98.7	85	1.2	2.1
50 to 99 employees	10,700	3,934	1,615	15.1	22.6	8,748	81.8	99.0	337	3.1	2.9
100 to 249 employees	26,666	5,480	3,749	14.1	32.0	22,764	85.4	98.9	153	0.6	4.1
250 to 499 employees	27,508	3,150	5,159	18.8	42.7	22,335	81.2	99.1	14	0.1	5.6
500 or more employees	639,674	5,952	254,980	39.9	57.9	383,907	60.0	98.7	787	0.1	12.6
Manufacturers	**513,554**	**9,464**	**200,485**	**39.0**	**46.9**	**312,669**	**60.9**	**99.8**	**400**	**0.1**	**8.3**
no. employees unknown (3)	106	59	41	38.2	33.9	(5) 66	(5) 61.8	100.0	(D)	(D)	1.7
1 to 19 employees	133	279	38	28.3	12.2	(5) 95	(5) 71.7	99.6	(D)	(D)	1.4
20 to 49 employees	602	851	55	9.1	19.0	546	90.8	99.5	1	0.1	1.9
50 to 99 employees	3,026	1,462	314	10.4	27.4	2,710	89.6	99.7	1	0.0	2.7
100 to 249 employees	11,724	2,594	1,884	16.1	38.3	9,830	83.8	99.7	10	0.1	4.3
250 to 499 employees	15,607	1,653	2,555	16.4	53.0	13,043	83.6	99.9	9	0.1	6.9
500 or more employees	482,357	2,566	195,599	40.6	76.3	286,379	59.4	99.9	379	0.1	19.4
Wholesalers	**123,493**	**6,911**	**44,441**	**36.0**	**29.2**	**78,520**	**63.6**	**99.0**	**532**	**0.4**	**5.3**
no. employees unknown (3)	185	134	14	7.6	19.4	(5) 171	(5) 92.4	99.3	(D)	(D)	2.2
1 to 19 employees	2,051	1,066	258	12.6	17.1	1,792	87.4	97.7	2	0.1	2.1
20 to 49 employees	3,014	1,612	389	12.9	19.4	2,617	86.8	99.3	8	0.2	2.7
50 to 99 employees	6,110	1,404	1,123	18.4	23.4	(5) 4,986	(5) 81.6	99.3	(D)	(D)	4.0
100 to 249 employees	11,219	1,379	983	8.8	32.3	10,116	90.2	99.1	120	1.1	5.4
250 to 499 employees	7,823	589	1,754	22.4	43.6	6,066	77.5	99.3	2	0.0	6.3
500 or more employees	93,093	727	39,920	42.9	64.2	(5) 53,173	(5) 57.2	99.7	(D)	(D)	17.6

See footnotes at end of exhibit.

Exhibit 3a
2006 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Multiple location companies											
Other companies (4)	**76,588**	**8,044**	**21,530**	**28.1**	**24.1**	**54,849**	**71.6**	**97.4**	**208**	**0.3**	**2.6**
no. employees unknown (3)	504	129	(5) 53	(5) 10.4	16.3	451	89.6	96.1	(D)	(D)	0.8
1 to 19 employees	869	778	(5) 195	(5) 22.4	11.8	674	77.5	97.8	(D)	(D)	1.7
20 to 49 employees	3,361	1,118	476	14.2	13.7	2,882	85.7	97.2	3	0.1	1.0
50 to 99 employees	1,281	1,045	138	10.8	14.9	1,142	89.1	97.7	1	0.1	1.4
100 to 249 employees	3,280	1,470	640	19.5	20.5	2,632	80.2	97.6	8	0.2	2.1
250 to 499 employees	3,900	892	793	20.3	23.1	3,105	79.6	97.4	2	0.1	2.6
500 or more employees	63,392	2,612	19,281	30.4	38.6	43,963	69.4	97.3	148	0.2	4.5
Unclassified companies	**2,460**	**177**	**641**	**26.1**	**32.8**	**1,534**	**62.4**	**96.0**	**284**	**11.6**	**13.0**
Single location companies	**194,371**	**221,349**	**30,740**	**15.8**	**10.3**	**162,880**	**83.8**	**97.9**	**751**	**0.4**	**1.8**
no. employees unknown (3)	62,137	75,781	14,506	23.3	8.9	(5) 47,631	(5) 76.7	97.2	(D)	(D)	1.3
1 to 19 employees	58,294	99,116	6,268	10.8	8.2	(5) 52,026	(5) 89.2	98.1	(D)	(D)	1.9
20 to 49 employees	23,610	26,570	1,970	8.3	13.0	21,539	91.2	98.8	101	0.4	1.8
50 to 99 employees	16,635	11,590	1,547	9.3	18.8	15,026	90.3	98.7	61	0.4	2.1
100 to 249 employees	17,503	6,295	3,957	22.6	26.0	13,524	77.3	98.8	22	0.1	2.7
250 to 499 employees	8,400	1,291	927	11.0	37.8	7,446	88.6	97.5	27	0.3	4.2
500 or more employees	7,792	706	1,565	20.1	29.0	6,220	79.8	98.3	8	0.1	4.0
Manufacturers	**64,921**	**58,293**	**13,050**	**20.1**	**13.3**	**51,759**	**79.7**	**98.9**	**111**	**0.2**	**1.4**
no. employees unknown (3)	22,085	12,810	6,724	30.4	14.7	(5) 15,361	(5) 69.6	98.1	(D)	(D)	1.0
1 to 19 employees	5,684	21,417	768	13.5	7.2	(5) 4,916	(5) 86.5	99.0	(D)	(D)	1.0
20 to 49 employees	7,698	12,810	601	7.8	12.2	7,087	92.1	99.2	10	0.1	1.4
50 to 99 employees	7,493	6,611	714	9.5	19.0	6,768	90.3	99.2	12	0.2	2.0
100 to 249 employees	11,286	3,755	2,347	20.8	28.9	8,922	79.1	99.4	17	0.2	2.7
250 to 499 employees	5,138	691	650	12.7	44.6	4,463	86.9	98.7	24	0.5	4.9
500 or more employees	5,537	199	1,247	22.5	49.2	4,288	77.4	99.0	2	0.0	7.5
Wholesalers	**79,601**	**75,412**	**10,158**	**12.8**	**11.1**	**69,047**	**86.7**	**98.6**	**396**	**0.5**	**2.1**
no. employees unknown (3)	19,800	21,861	4,087	20.6	8.7	(5) 15,713	(5) 79.3	98.2	(D)	(D)	1.2
1 to 19 employees	36,916	42,882	2,901	7.9	10.1	33,716	91.3	98.7	300	0.8	2.2
20 to 49 employees	10,492	7,339	779	7.4	17.0	9,690	92.4	99.1	23	0.2	3.0
50 to 99 employees	6,175	2,252	616	10.0	24.4	(5) 5,559	(5) 90.0	99.1	(D)	(D)	3.2
100 to 249 employees	3,585	869	1,382	38.6	32.7	2,200	61.4	99.2	3	0.1	4.7
250 to 499 employees	1,426	163	211	14.8	43.6	1,215	85.2	98.8	1	0.0	5.5
500 or more employees	1,207	46	182	15.1	56.5	(5) 1,025	(5) 84.9	97.8	(D)	(D)	15.2
Other companies (4)	**46,310**	**80,625**	**6,766**	**14.6**	**7.7**	**39,300**	**84.9**	**96.7**	**243**	**0.5**	**1.8**
no. employees unknown (3)	16,748	34,279	(5) 2,978	(5) 17.8	7.2	13,771	82.2	96.3	(D)	(D)	1.7
1 to 19 employees	15,664	34,656	(5) 2,694	(5) 17.2	6.5	12,969	82.8	97.0	(D)	(D)	2.1
20 to 49 employees	5,420	6,416	590	10.9	10.1	4,761	87.8	97.5	69	1.3	1.4
50 to 99 employees	2,966	2,723	217	7.3	13.6	2,725	91.9	97.2	24	0.8	1.7
100 to 249 employees	2,628	1,668	228	8.7	15.9	2,398	91.2	97.3	2	0.1	1.8
250 to 499 employees	1,836	430	66	3.6	25.3	1,768	96.3	95.1	2	0.1	2.6
500 or more employees	1,048	453	136	13.0	17.9	909	86.7	98.0	3	0.3	1.3
Unclassified companies	**3,539**	**7,019**	**765**	**21.6**	**7.1**	**2,773**	**78.4**	**96.9**	**1**	**0.0**	**0.6**

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

(2) Detail may not sum to 100.0 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 2006.

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

(5) Includes corresponding value or percent of adjacent cell (D) suppressed to avoid disclosure.

Exhibit 3b
2005 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	**789,877**	**240,376**	**264,395**	**33.5**	**12.5**	**522,824**	**66.2**	**98.0**	**2,658**	**0.3**	**2.9**
no. employees unknown (3)	45,589	70,743	8,567	18.8	8.4	36,875	80.9	97.2	147	0.3	1.6
1 to 19 employees	56,137	100,009	6,405	11.4	8.2	49,171	87.6	98.1	562	1.0	2.5
20 to 49 employees	26,266	30,420	2,776	10.6	13.3	23,280	88.6	98.7	210	0.8	2.6
50 to 99 employees	25,105	15,993	4,325	17.2	19.1	20,496	81.6	98.7	285	1.1	3.4
100 to 249 employees	43,245	12,123	8,210	19.0	29.0	34,858	80.6	98.7	177	0.4	5.0
250 to 499 employees	34,508	4,567	6,345	18.4	40.0	27,989	81.1	98.8	174	0.5	7.9
500 or more employees	559,026	6,521	227,766	40.7	54.7	330,156	59.1	98.8	1,103	0.2	15.5
Manufacturers	**509,008**	**67,684**	**193,002**	**37.9**	**17.5**	**315,358**	**62.0**	**99.1**	**648**	**0.1**	**3.2**
no. employees unknown (3)	16,142	11,768	3,812	23.6	12.8	12,304	76.2	98.3	26	0.2	1.2
1 to 19 employees	5,115	21,562	724	14.2	7.0	4,367	85.4	99.0	23	0.5	1.3
20 to 49 employees	7,635	13,982	677	8.9	12.4	6,942	90.9	99.3	15	0.2	2.0
50 to 99 employees	9,739	8,407	1,042	10.7	20.0	8,678	89.1	99.4	18	0.2	3.2
100 to 249 employees	22,092	6,761	4,197	19.0	32.5	17,848	80.8	99.5	47	0.2	5.2
250 to 499 employees	18,657	2,446	3,285	17.6	48.4	15,340	82.2	99.5	31	0.2	9.6
500 or more employees	429,629	2,758	179,263	41.7	74.7	249,877	58.2	99.7	488	0.1	23.6
Wholesalers	**171,494**	**80,229**	**45,694**	**26.6**	**12.3**	**124,673**	**72.7**	**98.6**	**1,127**	**0.7**	**3.3**
no. employees unknown (3)	12,444	20,645	1,531	12.3	7.8	10,865	87.3	98.3	48	0.4	1.7
1 to 19 employees	34,331	43,140	2,666	7.8	10.0	31,340	91.3	98.6	325	0.9	3.2
20 to 49 employees	11,862	8,953	997	8.4	17.1	10,830	91.3	99.1	35	0.3	4.1
50 to 99 employees	10,249	3,703	2,017	19.7	23.1	8,023	78.3	99.1	210	2.0	5.1
100 to 249 employees	14,484	2,261	2,457	17.0	32.2	11,961	82.6	99.2	66	0.5	7.1
250 to 499 employees	9,969	767	2,290	23.0	43.2	7,560	75.8	100.0	120	1.2	10.0
500 or more employees	78,154	760	33,737	43.2	61.7	44,094	56.4	99.7	323	0.4	22.1
Other companies (4)	**106,190**	**85,276**	**25,045**	**23.6**	**9.2**	**80,265**	**75.6**	**96.7**	**881**	**0.8**	**2.4**
no. employees unknown (3)	14,325	31,489	2,684	18.7	7.4	11,569	80.8	96.2	73	0.5	2.0
1 to 19 employees	16,604	35,054	2,993	18.0	6.6	13,399	80.7	96.9	212	1.3	2.5
20 to 49 employees	6,603	7,460	1,074	16.3	10.5	5,368	81.3	97.3	161	2.4	2.1
50 to 99 employees	5,035	3,862	1,232	24.5	13.4	3,746	74.4	97.0	57	1.1	2.4
100 to 249 employees	6,652	3,084	1,555	23.4	19.1	5,033	75.7	96.9	64	1.0	3.0
250 to 499 employees	5,853	1,347	752	12.8	22.9	5,078	86.8	96.8	23	0.4	3.7
500 or more employees	51,119	2,980	14,755	28.9	34.7	36,072	70.6	97.8	292	0.6	6.3
Unclassified companies	**3,185**	**7,187**	**654**	**20.5**	**7.2**	**2,529**	**79.4**	**97.0**	**2**	**0.1**	**0.6**
Multiple location companies	**626,584**	**26,957**	**239,823**	**38.3**	**32.5**	**384,965**	**61.4**	**98.7**	**1,796**	**0.3**	**7.4**
no. employees unknown (3)	1,243	538	292	23.5	13.9	949	76.4	97.4	1	0.1	3.2
1 to 19 employees	3,795	2,650	741	19.5	12.8	2,968	78.2	98.4	86	2.3	2.4
20 to 49 employees	5,953	4,299	537	9.0	16.9	5,281	88.7	98.8	135	2.3	2.8
50 to 99 employees	9,408	4,446	2,382	25.3	21.8	6,820	72.5	98.7	206	2.2	4.4
100 to 249 employees	26,675	5,863	4,362	16.4	32.0	22,187	83.2	98.7	126	0.5	5.6
250 to 499 employees	26,905	3,295	5,271	19.6	42.5	21,479	79.8	98.8	155	0.6	8.7
500 or more employees	552,605	5,866	226,239	40.9	57.4	325,280	58.9	99.0	1,086	0.2	16.7
Manufacturers	**454,723**	**10,734**	**183,020**	**40.2**	**43.9**	**271,191**	**59.6**	**99.6**	**512**	**0.1**	**10.2**
no. employees unknown (3)	196	114	16	7.9	14.9	(5) 180	(5) 92.1	100.0	(D)	(D)	1.8
1 to 19 employees	215	367	70	32.4	12.5	(5) 145	(5) 67.6	99.5	(D)	(D)	2.5
20 to 49 employees	796	1,104	73	9.2	17.8	721	90.6	99.5	2	0.2	2.2
50 to 99 employees	2,759	1,793	426	15.4	25.9	2,329	84.4	99.4	4	0.2	3.7
100 to 249 employees	11,510	2,990	1,683	14.6	37.0	9,815	85.3	99.6	12	0.1	5.8
250 to 499 employees	14,262	1,777	2,602	18.2	51.5	11,640	81.6	99.6	21	0.1	10.6
500 or more employees	424,985	2,589	178,151	41.9	75.9	246,362	58.0	99.7	472	0.1	24.4
Wholesalers	**106,442**	**7,572**	**39,174**	**36.8**	**27.3**	**66,581**	**62.6**	**99.3**	**687**	**0.6**	**7.0**
no. employees unknown (3)	213	215	47	22.0	16.7	166	77.9	98.1	0	0.1	3.3
1 to 19 employees	2,252	1,329	333	14.8	14.4	1,899	84.3	98.7	20	0.9	2.9
20 to 49 employees	2,818	1,843	265	9.4	19.8	2,543	90.2	99.4	10	0.3	3.5
50 to 99 employees	4,953	1,485	1,575	31.8	22.2	(5) 3,379	(5) 68.2	99.5	(D)	(D)	6.1
100 to 249 employees	10,639	1,372	1,413	13.3	31.5	9,172	86.2	99.2	54	0.5	7.5
250 to 499 employees	8,161	617	1,951	23.9	43.3	(5) 6,209	(5) 76.1	100.0	(D)	(D)	10.0
500 or more employees	77,406	711	33,590	43.4	62.9	(5) 43,816	(5) 56.6	99.7	(D)	(D)	23.3

See footnotes at end of exhibit.

Exhibit 3b
2005 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Multiple location companies											
Other companies (4)	**64,993**	**8,560**	**17,542**	**27.0**	**22.9**	**46,854**	**72.1**	**97.1**	**597**	**0.9**	**4.2**
no. employees unknown (3)	825	200	(5) 825	(5) 100.0	10.0	(D)	(D)	95.0	(D)	(D)	3.5
1 to 19 employees	1,317	934	(5) 1,317	(5) 100.0	10.6	(D)	(D)	97.4	(D)	(D)	1.5
20 to 49 employees	2,174	1,335	171	7.9	12.1	(5) 2,002	(5) 92.1	97.2	(D)	(D)	2.2
50 to 99 employees	1,622	1,152	(5) 1,584	(5) 97.7	14.5	(D)	(D)	96.7	37	2.3	3.5
100 to 249 employees	4,509	1,491	1,264	28.0	22.5	3,185	70.6	96.5	61	1.3	3.4
250 to 499 employees	4,454	897	700	15.7	24.4	3,735	83.9	96.2	18	0.4	3.9
500 or more employees	50,092	2,551	14,487	28.9	37.4	35,313	70.5	98.0	291	0.6	7.1
Unclassified companies	**426**	**91**	**87**	**20.5**	**23.1**	**339**	**79.5**	**100.0**	**0**	**0.1**	**9.9**
Single location companies	**163,293**	**213,419**	**24,572**	**15.0**	**10.0**	**137,860**	**84.4**	**97.9**	**862**	**0.5**	**2.3**
no. employees unknown (3)	44,347	70,205	8,275	18.7	8.3	35,926	81.0	97.2	146	0.3	1.6
1 to 19 employees	52,343	97,359	5,665	10.8	8.1	46,203	88.3	98.1	476	0.9	2.5
20 to 49 employees	20,313	26,121	2,239	11.0	12.7	17,999	88.6	98.7	75	0.4	2.6
50 to 99 employees	15,697	11,547	1,943	12.4	18.1	13,676	87.1	98.7	79	0.5	3.0
100 to 249 employees	16,570	6,260	3,848	23.2	26.2	12,671	76.5	98.8	51	0.3	4.4
250 to 499 employees	7,603	1,272	1,074	14.1	33.3	6,510	85.6	98.7	19	0.2	6.0
500 or more employees	6,421	655	1,528	23.8	30.4	4,876	75.9	97.7	17	0.3	4.6
Manufacturers	**54,285**	**56,950**	**9,981**	**18.4**	**12.6**	**44,167**	**81.4**	**99.0**	**137**	**0.3**	**1.9**
no. employees unknown (3)	15,946	11,654	3,796	23.8	12.7	(5) 12,149	(5) 76.2	98.2	(D)	(D)	1.2
1 to 19 employees	4,900	21,195	655	13.4	6.9	(5) 4,245	(5) 86.7	99.0	(D)	(D)	1.2
20 to 49 employees	6,839	12,878	604	8.8	11.9	6,222	91.0	99.3	13	0.2	2.0
50 to 99 employees	6,979	6,614	616	8.8	18.4	6,349	91.0	99.3	14	0.2	3.0
100 to 249 employees	10,582	3,771	2,514	23.8	28.9	8,033	75.9	99.4	35	0.3	4.7
250 to 499 employees	4,395	669	684	15.6	40.4	3,700	84.2	99.1	11	0.2	6.7
500 or more employees	4,644	169	1,112	24.0	56.2	3,516	75.7	100.0	16	0.3	11.2
Wholesalers	**65,052**	**72,657**	**6,520**	**10.0**	**10.7**	**58,092**	**89.3**	**98.6**	**440**	**0.7**	**3.0**
no. employees unknown (3)	12,231	20,430	1,484	12.1	7.7	10,699	87.5	98.3	48	0.4	1.6
1 to 19 employees	32,080	41,811	2,333	7.3	9.9	29,441	91.8	98.6	305	1.0	3.2
20 to 49 employees	9,044	7,110	732	8.1	16.4	8,288	91.6	99.0	25	0.3	4.2
50 to 99 employees	5,296	2,218	442	8.3	23.7	(5) 4,854	(5) 91.7	98.8	(D)	(D)	4.5
100 to 249 employees	3,845	889	1,043	27.1	33.3	2,789	72.5	99.1	13	0.3	6.4
250 to 499 employees	1,809	150	339	18.7	42.7	(5) 1,471	(5) 81.3	100.0	(D)	(D)	10.0
500 or more employees	748	49	147	19.7	44.9	(5) 601	(5) 80.3	100.0	(D)	(D)	4.1
Other companies (4)	**41,198**	**76,716**	**7,503**	**18.2**	**7.7**	**33,411**	**81.1**	**96.6**	**283**	**0.7**	**2.2**
no. employees unknown (3)	13,500	31,289	(5) 13,500	(5) 100.0	7.4	(D)	(D)	96.2	(D)	(D)	2.0
1 to 19 employees	15,287	34,120	(5) 15,287	(5) 100.0	6.5	(D)	(D)	96.9	(D)	(D)	2.5
20 to 49 employees	4,429	6,125	903	20.4	10.1	(5) 3,526	(5) 79.6	97.3	(D)	(D)	2.0
50 to 99 employees	3,413	2,710	(5) 3,393	(5) 99.5	12.9	(D)	(D)	97.1	20	0.6	1.9
100 to 249 employees	2,143	1,593	291	13.6	15.9	1,849	86.3	97.2	3	0.2	2.7
250 to 499 employees	1,399	450	52	3.7	20.0	1,343	96.0	98.0	4	0.3	3.3
500 or more employees	1,027	429	268	26.1	18.6	759	73.9	96.5	0	0.0	2.1
Unclassified companies	**2,759**	**7,096**	**567**	**20.6**	**7.0**	**2,190**	**79.4**	**96.9**	**2**	**0.1**	**0.5**

(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 100.0 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 2005.

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

(5) Includes corresponding value or percent of adjacent cell (D) suppressed to avoid disclosure.

Exhibit 4a
2006 Exports by Company Type and Employment Size to Number of Partner Countries

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	**910,465**	**245,945**	**4.5**	**58.2**	**6.4**	**25.4**	**6.7**	**8.9**	**13.4**	**5.6**	**18.5**	**1.4**	**50.4**	**0.4**
no. employees unknown(2)	63,022	76,115	20.5	72.8	17.6	19.1	18.7	5.0	22.5	2.6	16.2	0.4	4.5	0.1
1 to 19 employees	61,850	101,254	24.1	59.8	29.3	28.0	20.4	8.4	19.3	3.5	6.4	0.3	0.5	0.0
20 to 49 employees	30,714	30,178	11.7	45.8	19.8	30.3	22.6	13.4	26.0	9.1	17.6	1.4	2.2	0.1
50 to 99 employees	27,335	15,524	8.1	40.6	15.1	29.6	18.4	14.9	40.9	12.0	15.3	2.8	2.3	0.2
100 to 249 employees	44,170	11,775	4.7	34.8	11.1	28.4	13.7	14.9	47.2	16.0	18.8	5.2	4.6	0.7
250 to 499 employees	35,908	4,441	4.3	29.6	8.9	24.8	12.2	16.0	32.6	18.5	33.4	9.6	8.7	1.6
500 or more employees	647,466	6,658	0.6	25.6	1.6	21.0	2.3	12.1	6.9	16.2	19.3	15.2	69.4	10.0
Manufacturers	**578,475**	**67,757**	**1.5**	**43.8**	**3.1**	**29.0**	**4.2**	**13.0**	**10.1**	**10.1**	**17.4**	**3.1**	**63.7**	**0.9**
no. employees unknown(2)	22,192	12,869	10.1	56.8	12.7	25.7	23.3	9.7	21.6	6.4	23.9	1.2	8.3	0.2
1 to 19 employees	5,817	21,696	27.8	54.1	27.7	30.3	21.9	10.6	20.4	4.7	(4) 2.1	0.3	(D)	0.0
20 to 49 employees	8,300	13,661	12.3	41.7	22.6	31.6	23.0	14.5	33.0	10.7	(4) 9.2	1.5	(D)	0.0
50 to 99 employees	10,519	8,073	8.9	33.6	17.9	31.7	20.1	16.9	36.3	14.3	13.9	3.3	2.9	0.2
100 to 249 employees	23,010	6,349	4.5	25.1	11.3	30.0	15.6	18.1	40.5	19.2	22.6	6.7	5.4	0.9
250 to 499 employees	20,744	2,344	4.7	16.9	9.2	24.9	15.5	19.3	35.1	24.1	29.1	13.1	6.5	1.8
500 or more employees	487,893	2,765	0.2	7.8	1.1	16.0	1.5	12.2	6.0	22.2	16.7	24.1	74.6	17.8
Wholesalers	**203,094**	**82,323**	**6.8**	**52.9**	**10.9**	**30.0**	**10.4**	**10.1**	**20.4**	**5.6**	**19.3**	**1.2**	**32.2**	**0.2**
no. employees unknown(2)	19,984	21,995	21.1	67.6	20.0	23.4	17.9	5.9	21.0	2.7	17.7	0.4	2.4	0.1
1 to 19 employees	38,967	43,948	18.9	52.6	31.0	32.7	22.4	9.9	21.0	4.3	6.3	0.5	0.4	0.0
20 to 49 employees	13,506	8,951	9.1	37.7	18.5	33.9	22.5	16.0	28.4	10.5	16.8	1.8	4.7	0.1
50 to 99 employees	12,285	3,656	4.1	34.3	10.8	31.7	14.5	17.0	50.5	13.2	19.0	3.5	1.2	0.3
100 to 249 employees	14,803	2,248	1.7	28.8	8.1	30.2	8.1	16.0	62.8	18.4	14.7	5.8	4.7	0.8
250 to 499 employees	9,249	752	1.6	24.9	4.2	24.1	7.9	18.4	25.9	20.2	54.6	10.8	5.9	1.7
500 or more employees	94,299	773	0.1	13.2	0.8	17.2	2.1	13.3	7.7	21.3	22.8	21.7	66.5	13.2
Other companies (3)	**122,897**	**88,669**	**13.8**	**72.5**	**13.5**	**19.1**	**12.2**	**5.1**	**17.4**	**2.6**	**(4) 43.0**	**0.5**	**(D)**	**0.1**
no. employees unknown(2)	17,252	34,408	31.0	80.6	20.2	14.7	14.2	3.1	25.6	1.4	6.9	0.2	2.1	0.0
1 to 19 employees	16,533	35,434	35.6	72.1	26.8	20.7	15.8	5.2	15.6	1.8	5.3	0.2	0.9	0.0
20 to 49 employees	8,781	7,534	15.4	62.9	19.5	23.8	22.2	8.1	15.4	4.5	(4) 27.5	0.6	(D)	0.0
50 to 99 employees	4,247	3,768	16.9	61.6	21.5	23.0	21.8	8.5	26.7	5.7	(4) 13.1	1.1	(D)	0.1
100 to 249 employees	5,909	3,138	11.0	58.5	14.3	23.9	20.2	7.8	37.6	7.8	15.2	1.8	1.7	0.3
250 to 499 employees	5,736	1,322	7.1	54.5	15.0	25.4	7.0	8.7	35.3	7.6	14.4	2.7	21.2	1.1
500 or more employees	64,440	3,065	4.1	44.3	6.8	26.2	8.5	11.7	11.9	9.7	33.0	5.7	35.7	2.4
Unclassified companies	**5,999**	**7,196**	**22.9**	**79.5**	**22.0**	**15.2**	**16.7**	**3.6**	**19.2**	**1.4**	**(4) 19.2**	**0.3**	**(D)**	**0.0**

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2006.

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

(4) Includes percent of adjacent cell (D) suppressed to avoid disclosure.

Exhibit 4b
2005 Exports by Company Type and Employment Size to Number of Partner Countries

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	**789,877**	**240,376**	**4.8**	**58.1**	**6.7**	**25.7**	**6.7**	**8.9**	**14.3**	**5.5**	**18.3**	**1.4**	**49.1**	**0.4**
no. employees unknown(2)	45,589	70,743	22.2	73.1	19.4	19.4	16.0	4.9	22.9	2.3	14.7	0.4	4.7	0.0
1 to 19 employees	56,137	100,009	25.6	60.3	28.8	28.0	20.9	8.1	18.8	3.3	5.1	0.3	0.7	0.0
20 to 49 employees	26,266	30,420	11.7	46.1	23.4	31.0	22.1	13.1	29.2	8.5	10.7	1.2	2.9	0.1
50 to 99 employees	25,105	15,993	10.9	40.6	17.8	30.1	22.3	14.8	30.2	11.7	16.9	2.6	2.0	0.2
100 to 249 employees	43,245	12,123	5.2	34.3	10.7	28.1	15.7	15.6	44.6	16.1	19.3	5.2	4.5	0.7
250 to 499 employees	34,508	4,567	4.2	29.1	8.2	25.8	12.1	15.4	32.7	19.2	35.3	9.3	7.6	1.2
500 or more employees	559,026	6,521	0.7	26.3	1.7	20.5	2.1	12.2	8.3	16.5	19.2	14.6	68.0	10.0
Manufacturers	**509,008**	**67,684**	**1.6**	**43.7**	**3.4**	**29.6**	**4.1**	**13.0**	**10.5**	**9.9**	**18.0**	**3.0**	**62.4**	**0.9**
no. employees unknown(2)	16,142	11,768	9.5	58.2	12.3	25.6	15.8	9.2	25.0	5.7	26.1	1.1	11.2	0.2
1 to 19 employees	5,115	21,562	29.0	54.4	30.6	30.7	19.5	10.3	18.2	4.4	(4) 2.8	0.2	(D)	0.0
20 to 49 employees	7,635	13,982	12.2	41.8	22.3	32.8	25.5	14.3	32.5	9.8	(4) 7.5	1.3	(D)	0.0
50 to 99 employees	9,739	8,407	8.9	33.9	19.4	32.3	22.7	16.6	35.9	13.9	11.7	3.1	1.5	0.2
100 to 249 employees	22,092	6,761	5.0	24.4	12.4	30.2	18.4	18.8	36.9	19.2	22.2	6.6	5.2	0.8
250 to 499 employees	18,657	2,446	4.7	16.8	9.2	25.9	13.9	18.1	34.8	25.1	30.8	12.5	6.7	1.5
500 or more employees	429,629	2,758	0.3	8.8	1.3	15.8	1.5	13.1	6.4	21.6	17.5	23.4	72.9	17.2
Wholesalers	**171,494**	**80,229**	**7.6**	**53.3**	**11.2**	**30.1**	**11.0**	**9.9**	**21.1**	**5.5**	**18.2**	**1.1**	**30.9**	**0.2**
no. employees unknown(2)	12,444	20,645	25.8	68.7	22.3	23.1	20.6	5.6	24.2	2.3	6.4	0.3	0.8	0.0
1 to 19 employees	34,331	43,140	22.2	53.2	29.1	32.8	22.0	9.6	20.7	4.1	5.7	0.4	0.3	0.0
20 to 49 employees	11,862	8,953	9.6	38.4	23.3	34.0	20.6	15.5	31.1	10.3	10.3	1.6	5.0	0.2
50 to 99 employees	10,249	3,703	5.2	34.2	14.4	32.5	26.9	17.1	26.1	12.9	25.6	3.1	1.9	0.2
100 to 249 employees	14,484	2,261	1.9	29.4	6.5	29.1	12.3	16.0	56.1	18.7	18.4	6.1	4.9	0.8
250 to 499 employees	9,969	767	1.4	23.7	4.9	25.9	8.2	18.0	28.0	22.2	53.6	9.0	3.9	1.2
500 or more employees	78,154	760	0.1	12.5	1.0	17.9	1.2	13.8	11.2	20.9	21.3	22.0	65.2	12.9
Other companies (3)	**106,190**	**85,276**	**14.7**	**72.4**	**14.9**	**19.4**	**12.1**	**5.1**	**21.8**	**2.5**	**(4) 36.6**	**0.5**	**(D)**	**0.1**
no. employees unknown(2)	14,325	31,489	31.5	80.2	24.9	15.2	11.8	3.1	19.9	1.2	10.6	0.2	1.3	0.0
1 to 19 employees	16,604	35,054	31.6	72.7	27.5	20.6	19.1	5.0	15.3	1.6	(4) 6.4	0.2	(D)	0.0
20 to 49 employees	6,603	7,460	15.1	63.4	25.2	24.1	21.4	8.1	22.7	3.9	(4) 15.5	0.4	--	--
50 to 99 employees	5,035	3,862	25.8	61.1	21.9	23.3	12.2	8.7	27.6	5.7	9.7	1.1	3.0	0.1
100 to 249 employees	6,652	3,084	13.5	59.6	14.4	22.9	14.0	8.1	45.1	7.6	11.7	1.7	1.2	0.1
250 to 499 employees	5,853	1,347	7.4	54.3	11.0	25.6	12.5	9.0	34.2	6.8	18.3	3.9	16.6	0.5
500 or more employees	51,119	2,980	4.3	45.6	6.5	25.4	8.3	11.0	19.3	10.8	30.8	4.6	30.8	2.6
Unclassified companies	**3,185**	**7,187**	**31.1**	**78.6**	**18.5**	**16.2**	**17.9**	**3.6**	**20.9**	**1.3**	**(4) 11.7**	**0.3**	**(D)**	**0.0**

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2005.

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

(4) Includes percent of adjacent cell (D) suppressed to avoid disclosure.

Exhibit 5a
2006 Exports by Company Employment Size
to World Areas and Selected Countries

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

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

				Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
Country of Destination	Total Value	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
All countries	**1,036,635**	**910,465**	**245,945**	**63,022**	**76,115**	**61,850**	**101,254**	**30,714**	**30,178**	**27,335**	**15,524**	**44,170**	**11,775**	**35,908**	**4,441**	**647,466**	**6,658**
Top 25 countries	**883,982**	**774,619**	**207,204**	**49,881**	**58,247**	**48,108**	**86,134**	**24,624**	**27,243**	**22,174**	**14,150**	**37,160**	**10,945**	**28,877**	**4,163**	**563,795**	**6,322**
Canada	230,656	178,507	87,554	6,574	15,173	6,995	35,461	4,374	14,367	4,748	8,138	7,045	6,748	7,398	2,828	141,372	4,839
Mexico	134,167	118,174	44,204	9,525	10,552	5,886	14,205	3,728	6,424	3,318	4,013	5,644	3,855	4,394	1,880	85,678	3,275
Japan	59,649	55,984	26,648	3,233	5,374	4,118	8,690	1,709	3,906	2,540	2,525	3,260	2,437	2,148	1,206	38,977	2,510
China	55,224	51,902	25,873	3,722	5,428	5,878	7,809	1,659	3,824	1,611	2,547	2,646	2,545	2,605	1,236	33,781	2,484
United Kingdom	45,393	40,861	39,684	3,145	7,841	2,261	13,161	2,142	6,444	1,274	3,982	2,360	3,520	1,707	1,599	27,972	3,137
Federal Republic of Germany	41,319	37,722	29,416	2,255	5,797	2,239	9,359	1,179	4,640	939	2,963	1,673	2,753	1,455	1,290	27,983	2,614
Korea, South	32,455	29,657	19,184	1,628	3,764	2,165	5,963	959	2,788	837	1,775	3,104	1,864	851	901	20,112	2,129
Netherlands	31,102	29,293	16,370	4,217	2,990	1,584	4,610	692	2,586	567	1,723	972	1,701	775	809	20,486	1,951
Singapore	24,683	22,584	18,278	1,217	3,279	725	5,316	415	2,888	372	1,893	631	1,932	944	903	18,280	2,067
France	24,217	22,463	17,674	1,319	3,186	888	5,158	739	2,846	436	1,814	903	1,790	609	883	17,569	1,997
Taiwan	23,023	21,610	16,754	1,102	3,020	1,169	4,956	589	2,625	582	1,671	1,166	1,688	980	837	16,021	1,957
Belgium	21,347	20,158	10,635	1,013	1,910	1,412	2,873	273	1,468	380	1,075	758	1,144	509	615	15,814	1,550
Brazil	19,228	18,024	13,465	1,515	2,786	1,506	3,450	511	1,904	301	1,287	933	1,423	374	777	12,884	1,838
Australia	17,782	15,578	24,553	1,267	4,461	714	7,485	543	4,063	412	2,519	700	2,414	612	1,185	11,329	2,426
Hong Kong	17,779	16,139	21,765	1,466	4,329	2,451	7,107	1,000	3,267	738	2,083	1,077	1,935	753	968	8,654	2,076
Switzerland	14,376	12,965	10,195	855	1,658	1,211	2,993	1,375	1,566	267	1,053	410	993	177	515	8,671	1,417
Italy	12,567	11,487	17,344	707	3,085	822	5,108	448	2,800	421	1,800	875	1,760	432	847	7,782	1,944
Malaysia	12,550	11,987	9,479	474	1,584	339	2,292	292	1,477	257	970	419	1,113	316	567	9,890	1,476
United Arab Emirates	11,921	11,169	11,055	558	2,419	689	3,325	407	1,467	169	964	223	982	122	518	9,002	1,380
Israel	10,964	8,003	12,806	657	2,233	1,401	3,749	241	1,949	260	1,320	506	1,321	318	628	4,619	1,606
India	10,091	9,404	13,774	1,021	2,665	1,049	3,941	381	2,051	367	1,306	571	1,389	378	661	5,636	1,761
Venezuela	9,012	8,346	9,200	1,018	2,346	1,381	2,762	233	958	695	602	238	765	322	412	4,460	1,355
Ireland	8,515	7,933	7,882	416	1,231	194	1,773	220	1,232	163	952	265	947	189	456	6,486	1,291
Thailand	8,152	7,734	9,775	517	1,535	382	2,422	266	1,444	391	1,027	398	1,160	277	597	5,503	1,590
Saudi Arabia	7,808	6,938	7,709	459	1,506	648	2,076	251	1,028	128	708	382	781	233	411	4,837	1,199
All other countries	**152,653**	**135,846**	**100,311**	**13,142**	**29,417**	**13,743**	**37,357**	**6,089**	**13,103**	**5,160**	**7,315**	**7,010**	**6,125**	**7,031**	**2,643**	**83,671**	**4,351**
North America	364,823	296,680	115,746	16,099	24,661	12,881	46,231	8,102	17,964	8,067	10,028	12,690	8,169	11,793	3,355	227,050	5,338
Europe	245,535	223,917	93,093	17,738	23,687	14,741	34,852	9,014	13,447	6,419	7,698	10,449	6,386	7,785	2,614	157,771	4,409
Euro Area	155,712	143,744	64,094	11,216	14,948	8,577	22,867	4,235	9,719	3,482	5,773	6,090	4,964	4,622	2,097	105,523	3,726
European Union	213,958	195,617	85,802	15,368	21,100	11,652	31,879	6,858	12,663	5,252	7,303	9,150	6,095	6,890	2,515	140,447	4,247
Africa	19,003	17,237	20,020	1,240	4,807	1,699	6,062	504	2,687	505	1,750	866	1,732	858	897	11,564	2,085
OECD - Europe	688,603	592,832	183,589	37,424	48,439	32,400	75,556	19,135	25,400	17,454	13,474	28,940	10,502	22,348	4,049	435,131	6,169
Pacific Rim Countries	257,062	238,372	86,828	14,875	21,553	18,396	33,492	7,562	12,627	7,686	6,929	13,748	5,833	9,705	2,428	166,402	3,966
Asia - Near East	39,146	32,900	29,601	2,474	6,835	3,206	9,660	1,115	4,330	803	2,670	1,436	2,544	790	1,123	23,077	2,439
Asia - NICS	97,941	89,990	48,903	5,412	10,912	6,512	17,749	2,963	7,364	2,529	4,269	5,979	3,847	3,528	1,681	63,067	3,081
Asia - South	13,084	11,821	16,471	1,248	3,331	1,215	4,895	467	2,423	475	1,537	680	1,585	522	755	7,215	1,945
ASEAN	57,318	53,570	31,601	2,946	6,402	2,332	10,070	1,413	4,994	1,326	3,109	2,160	2,999	1,994	1,356	41,400	2,671
APEC	645,371	556,308	173,818	32,875	45,324	33,149	71,895	16,740	24,178	16,749	12,673	27,344	9,969	22,232	3,873	407,218	5,906
South/Central America	89,013	80,287	62,301	8,677	17,608	9,055	22,065	3,539	8,029	2,936	4,782	3,820	4,266	4,117	2,008	48,143	3,543
20 Latin Amer. Republics	211,408	188,667	77,386	17,013	22,136	13,411	27,245	6,649	10,282	5,774	6,059	8,743	5,300	7,692	2,425	129,385	3,939
Cent. Am. Common Market	14,256	12,708	15,489	1,300	3,595	1,127	4,825	645	1,851	436	1,252	617	1,326	957	747	7,627	1,893
LAFTA	187,941	167,561	66,971	14,539	18,525	11,370	23,102	5,422	9,089	5,087	5,404	7,545	4,873	5,972	2,249	117,626	3,729
NATO Allies	435,268	365,754	143,778	21,228	33,587	18,500	58,354	10,897	21,303	10,032	11,704	16,054	9,360	14,118	3,682	274,924	5,788
OPEC	40,631	36,989	28,762	2,979	7,565	3,865	9,407	1,322	3,738	1,444	2,293	1,387	2,270	938	1,071	25,053	2,418

(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 2006.

Exhibit 5a
2006 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2006):

North America -
Canada, Mexico.

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

Euro Area -
Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain.

European Union -
Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

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

Organization for Economic Co-operation and Development in Europe (OECD) -
Austria, Australia, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Luxembourg, Mexico, Netherlands, New Zealand, Norway, Poland, Portugal, Slovakia, South Korea, Sweden, Switzerland, Turkey, United Kingdom.

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

Asia Near East -
Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, Yemen.

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

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

Association of South East Asian Nations (ASEAN) -
Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

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

South/Central America -
Anguilla, Antigua and Barbuda, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Brazil, British Virgin Islands, Cayman Islands, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, El Salvador, Falkland Islands, French Guiana, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Martinique, Montserrat, Netherland Antilles, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay, Venezuela.

Twenty Latin American Republics -
Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay, Venezuela.

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

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

NATO Allies -
Belgium, Bulgaria, Canada, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom.

OPEC -
Algeria, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela.

Exhibit 5b
2005 Exports by Company Employment Size
to World Areas and Selected Countries

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

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

				Unknown number of employees (2)		1-19 employees		20-49 employees		50-99 employees		100-249 employees		250-499 employees		500+ employees	
Country of Destination	Total Value	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
All countries	**905,978**	**789,877**	**240,376**	**45,589**	**70,743**	**56,137**	**100,009**	**26,266**	**30,420**	**25,105**	**15,993**	**43,245**	**12,123**	**34,508**	**4,567**	**559,026**	**6,521**
Top 25 countries	**776,576**	**677,934**	**201,952**	**35,722**	**53,718**	**42,968**	**84,340**	**21,706**	**27,503**	**20,358**	**14,677**	**36,885**	**11,238**	**28,200**	**4,306**	**492,095**	**6,170**
Canada	211,931	162,503	84,831	5,980	13,188	6,571	34,211	4,044	14,421	4,977	8,429	7,246	6,931	6,682	2,942	127,003	4,709
Mexico	120,049	105,753	43,255	6,898	9,761	6,476	13,863	3,622	6,329	3,496	4,137	5,654	4,038	4,522	1,900	75,084	3,227
Japan	55,410	52,258	26,964	2,499	5,190	4,207	8,847	1,548	3,968	2,139	2,561	3,905	2,625	2,625	1,237	35,334	2,536
China	41,837	39,441	23,960	2,433	4,727	4,373	7,236	1,376	3,563	1,294	2,359	2,442	2,528	1,997	1,251	25,526	2,296
United Kingdom	38,629	34,825	39,780	2,222	7,389	2,181	13,126	1,660	6,566	1,256	4,160	1,882	3,816	1,700	1,674	23,924	3,049
Federal Republic of Germany	34,149	31,388	28,949	1,747	5,415	2,133	9,158	929	4,591	760	2,961	1,511	2,912	1,320	1,325	22,989	2,587
Korea, South	27,670	25,007	18,965	1,083	3,444	1,756	5,958	851	2,721	618	1,879	2,907	1,913	986	967	16,806	2,083
Netherlands	26,496	24,712	15,957	1,906	2,661	1,208	4,503	502	2,460	394	1,767	1,295	1,797	728	879	18,680	1,890
France	22,402	20,745	17,620	1,026	3,064	785	5,124	638	2,809	379	1,863	868	1,918	592	880	16,456	1,962
Taiwan	22,050	20,359	16,942	803	2,873	1,083	4,935	618	2,640	430	1,767	1,249	1,883	1,091	883	15,086	1,961
Singapore	20,646	19,214	17,406	676	2,903	706	4,847	344	2,842	449	1,900	635	1,981	742	939	15,662	1,994
Belgium	18,605	17,426	10,831	786	1,804	1,244	2,955	281	1,436	271	1,158	621	1,254	610	668	13,612	1,556
Hong Kong	16,323	15,059	21,433	997	3,986	2,103	6,901	1,308	3,232	654	2,096	986	2,101	876	1,014	8,134	2,103
Australia	15,771	13,973	23,965	993	4,092	597	7,166	441	3,944	341	2,628	656	2,545	594	1,238	10,351	2,352
Brazil	15,345	14,411	12,696	1,192	2,418	1,143	3,198	391	1,790	360	1,278	611	1,452	361	768	10,353	1,792
Italy	11,512	10,451	17,192	575	2,857	721	5,079	367	2,754	390	1,845	761	1,881	381	887	7,255	1,889
Switzerland	10,740	9,608	10,119	498	1,579	1,018	2,952	665	1,588	203	1,034	468	1,064	186	543	6,569	1,359
Malaysia	10,451	9,998	9,242	262	1,465	340	2,222	329	1,400	184	966	453	1,158	296	584	8,135	1,447
Israel	9,732	7,071	12,467	539	2,001	1,463	3,695	262	1,893	205	1,289	468	1,397	260	648	3,874	1,544
Ireland	9,335	8,871	7,778	375	1,120	198	1,797	138	1,279	215	916	278	944	249	480	7,419	1,242
United Arab Emirates	8,477	7,891	10,029	347	2,045	606	2,941	286	1,332	134	923	200	955	216	516	6,101	1,317
India	7,958	7,369	12,584	758	2,302	896	3,567	356	1,823	345	1,259	587	1,348	415	644	4,012	1,641
Thailand	7,233	6,717	9,624	334	1,483	404	2,326	288	1,424	408	1,034	420	1,192	340	621	4,524	1,544
Spain	6,934	6,239	12,531	436	2,044	521	3,449	315	1,998	338	1,371	387	1,385	256	658	3,987	1,626
Philippines	6,893	6,647	6,282	356	1,004	236	1,437	147	818	118	614	395	755	175	399	5,221	1,255
All other countries	**129,402**	**111,943**	**95,902**	**9,868**	**26,939**	**13,169**	**36,014**	**4,560**	**12,626**	**4,747**	**7,299**	**6,360**	**6,263**	**6,307**	**2,581**	**66,931**	**4,180**
North America	331,979	268,256	112,449	12,879	22,145	13,047	44,793	7,667	17,982	8,473	10,430	12,900	8,437	11,204	3,452	202,087	5,210
Europe	211,168	192,555	93,472	12,015	22,596	13,292	35,278	6,739	13,832	5,708	8,001	9,711	6,734	7,268	2,707	137,821	4,324
Euro Area	137,380	126,692	64,085	7,379	14,168	7,410	23,065	3,473	9,878	2,961	5,916	6,057	5,247	4,409	2,178	95,003	3,633
European Union	186,342	170,510	86,040	10,312	20,128	10,286	32,184	5,548	12,974	4,544	7,539	8,611	6,426	6,562	2,601	124,646	4,188
Africa	15,524	13,925	19,045	935	4,210	1,134	5,728	455	2,618	456	1,745	680	1,836	744	855	9,521	2,053
OECD - Europe	613,667	526,093	181,514	27,627	45,523	30,923	75,122	16,386	25,713	16,371	14,033	28,999	10,869	21,928	4,189	383,857	6,065
Pacific Rim Countries	222,949	207,249	85,887	10,466	20,481	15,926	33,101	7,218	12,661	6,425	7,113	13,965	6,084	9,616	2,537	143,633	3,910
Asia - Near East	31,892	26,580	28,156	1,835	6,120	3,152	9,254	927	4,051	635	2,622	1,276	2,599	828	1,159	17,928	2,351
Asia - NICS	86,689	79,639	48,214	3,558	10,244	5,648	17,331	3,121	7,379	2,151	4,432	5,777	4,027	3,695	1,777	55,689	3,024
Asia - South	10,007	9,057	15,384	1,048	2,976	1,064	4,538	451	2,214	445	1,511	740	1,548	576	773	4,732	1,824
ASEAN	49,595	46,671	30,827	1,901	6,001	2,313	9,641	1,338	4,985	1,304	3,127	2,190	3,107	1,726	1,412	35,900	2,554
APEC	574,681	493,358	170,044	24,615	42,106	30,697	70,473	15,572	24,274	16,028	13,195	27,764	10,214	21,699	4,001	356,983	5,781
South/Central America	72,152	63,713	58,301	5,965	15,499	7,822	20,839	2,451	7,576	2,476	4,690	3,473	4,310	3,834	1,950	37,691	3,437
20 Latin Amer. Republics	182,298	161,506	74,173	12,045	20,012	12,842	26,260	5,595	9,992	5,627	6,116	8,472	5,512	7,628	2,423	109,297	3,858
Cent. Am. Common Market	12,118	10,686	14,368	1,113	3,016	1,177	4,605	344	1,738	556	1,246	582	1,321	791	708	6,124	1,734
LAFTA	162,253	143,702	64,493	10,217	16,836	10,813	22,335	4,904	8,880	4,732	5,460	7,281	5,059	6,152	2,254	99,603	3,669
NATO Allies	387,718	323,304	141,702	15,818	31,116	17,031	57,690	9,398	21,637	9,512	12,101	15,501	9,677	12,965	3,813	243,078	5,668
OPEC	32,048	28,391	27,024	2,222	6,594	3,296	8,895	999	3,524	759	2,251	1,188	2,297	1,073	1,102	18,852	2,361

(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 2005.

Exhibit 5b
2005 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2004):

North America -
Canada, Mexico.

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

Euro Area -
Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain.

European Union -
Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom.

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

Organization for Economic Co-operation and Development in Europe (OECD) -
Austria, Australia, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Luxembourg, Mexico, Netherlands, New Zealand, Norway, Poland, Portugal, Slovakia, South Korea, Sweden, Switzerland, Turkey, United Kingdom.

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

Asia Near East -
Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, Yemen.

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

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

Association of South East Asian Nations (ASEAN) -
Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

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

South/Central America -
Anguilla, Antigua and Barbuda, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Brazil, British Virgin Islands, Cayman Islands, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, El Salvador, Falkland Islands, French Guiana, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Martinique, Montserrat, Netherland Antilles, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay, Venezuela.

Twenty Latin American Republics -
Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay, Venezuela.

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

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

NATO Allies -
Belgium, Bulgaria, Canada, Czech Republic, Denmark, Estonia, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Turkey, United Kingdom.

OPEC -
Algeria, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates, Venezuela.

Exhibit 5c
Percent Difference Between 2005 and 2006 Exports to World Areas and Selected Countries

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

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

Country of Destination	Total Value		Known Value (1)		Number of Identified Exporters	
	Net Difference	% Difference	Net Difference	% Difference	Net Difference	% Difference
All countries	**130,657**	**14.4**	**120,588**	**15.3**	**5,569**	**2.3**
Top 25 countries	**107,406**	**13.8**	**96,685**	**14.3**	**5,252**	**2.6**
Canada	18,725	8.8	16,003	9.8	2,723	3.2
Mexico	14,118	11.8	12,421	11.7	949	2.2
Japan	4,240	7.7	3,726	7.1	-316	-1.2
China	13,388	32.0	12,461	31.6	1,913	8.0
United Kingdom	6,764	17.5	6,036	17.3	-96	-0.2
Federal Republic of Germany	7,170	21.0	6,333	20.2	467	1.6
Korea, South	4,785	17.3	4,650	18.6	219	1.2
Netherlands	4,606	17.4	4,581	18.5	413	2.6
Singapore	4,037	19.6	3,371	17.5	872	5.0
France	1,815	8.1	1,718	8.3	54	0.3
Taiwan	974	4.4	1,251	6.1	-188	-1.1
Belgium	2,743	14.7	2,733	15.7	-196	-1.8
Brazil	3,882	25.3	3,613	25.1	769	6.1
Australia	2,011	12.8	1,605	11.5	588	2.5
Hong Kong	1,456	8.9	1,080	7.2	332	1.5
Switzerland	3,636	33.9	3,358	34.9	76	0.8
Italy	1,054	9.2	1,036	9.9	152	0.9
Malaysia	2,099	20.1	1,989	19.9	237	2.6
United Arab Emirates	3,445	40.6	3,278	41.5	1,026	10.2
Israel	1,233	12.7	932	13.2	339	2.7
India	2,133	26.8	2,035	27.6	1,190	9.5
Venezuela	2,603	40.6	3,026	56.9	426	4.9
Ireland	-820	-8.8	-939	-10.6	104	1.3
Thailand	919	12.7	1,016	15.1	151	1.6
Saudi Arabia	979	14.3	787	12.8	426	5.8
All other countries	**23,251**	**18.0**	**23,903**	**21.4**	**4,409**	**4.6**
North America	32,844	9.9	28,424	10.6	3,297	2.9
Europe	34,367	16.3	31,363	16.3	-379	-0.4
Euro Area	18,332	13.3	17,052	13.5	9	0.0
European Union	27,615	14.8	25,108	14.7	-238	-0.3
Africa	3,479	22.4	3,312	23.8	975	5.1
OECD - Europe	74,936	12.2	66,740	12.7	2,075	1.1
Pacific Rim Countries	34,112	15.3	31,123	15.0	941	1.1
Asia - Near East	7,255	22.7	6,321	23.8	1,445	5.1
Asia - NICS	11,252	13.0	10,351	13.0	689	1.4
Asia - South	3,077	30.7	2,765	30.5	1,087	7.1
ASEAN	7,724	15.6	6,899	14.8	774	2.5
APEC	70,690	12.3	62,950	12.8	3,774	2.2
South/Central America	16,862	23.4	16,574	26.0	4,000	6.9
20 Latin Amer. Republics	29,110	16.0	27,162	16.8	3,213	4.3
Cent. Am. Common Market	2,137	17.6	2,022	18.9	1,121	7.8
LAFTA	25,688	15.8	23,859	16.6	2,478	3.8
NATO Allies	47,550	12.3	42,449	13.1	2,076	1.5
OPEC	8,583	26.8	8,598	30.3	1,738	6.4

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

Exhibit 6a
2006 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Difference Between the 2005 and 2006 Results

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Identified Exporters (2)	% of Number of Identified Exporters	% Difference 2005-2006		
							Total Value	Known Value	Number of Identified Exporters
United States	**1,036,635**	**100.0**	**910,465**	**100.0**	**245,945**	**100.0**	**14.4**	**15.3**	**2.3**
Alabama	13,878	1.3	12,896	1.4	3,164	1.3	28.5	29.9	-1.6
Alaska	4,044	0.4	3,841	0.4	735	0.3	12.6	12.7	20.1
Arizona	18,287	1.8	16,206	1.8	6,096	2.5	22.3	19.1	0.9
Arkansas	4,265	0.4	3,829	0.4	1,971	0.8	10.4	14.9	3.8
California	127,746	12.3	115,158	12.6	60,955	24.8	9.4	8.8	1.8
Colorado	7,956	0.8	7,336	0.8	4,746	1.9	17.3	16.9	4.8
Connecticut	12,238	1.2	11,058	1.2	5,343	2.2	26.3	24.2	1.6
Delaware	3,889	0.4	3,707	0.4	1,088	0.4	54.0	58.3	10.3
Florida	38,545	3.7	34,194	3.8	42,981	17.5	15.5	17.6	8.3
Georgia	20,073	1.9	18,051	2.0	10,847	4.4	-2.4	-4.5	3.7
Hawaii	706	0.1	645	0.1	742	0.3	-31.4	-32.8	3.8
Idaho	3,721	0.4	3,576	0.4	1,338	0.5	14.1	15.1	1.4
Illinois	42,085	4.1	38,868	4.3	18,989	7.7	17.3	19.0	1.8
Indiana	22,620	2.2	20,984	2.3	6,799	2.8	5.3	6.4	2.2
Iowa	8,410	0.8	7,831	0.9	2,618	1.1	14.5	14.0	1.4
Kansas	8,626	0.8	8,075	0.9	2,588	1.1	28.4	31.4	5.8
Kentucky	17,232	1.7	16,026	1.8	3,821	1.6	15.7	13.4	8.2
Louisiana	23,503	2.3	22,590	2.5	3,314	1.3	22.2	27.1	5.0
Maine	2,627	0.3	2,176	0.2	1,800	0.7	13.7	12.2	2.4
Maryland	7,598	0.7	6,602	0.7	5,002	2.0	6.7	6.5	3.3
Massachusetts	24,047	2.3	22,516	2.5	9,998	4.1	9.1	8.4	0.4
Michigan	40,405	3.9	37,208	4.1	12,517	5.1	7.5	8.0	0.7
Minnesota	16,309	1.6	14,964	1.6	6,894	2.8	10.9	10.4	4.4
Mississippi	4,674	0.5	4,356	0.5	1,606	0.7	16.6	16.8	1.1
Missouri	12,776	1.2	11,882	1.3	5,038	2.0	22.1	23.6	1.5
Montana	887	0.1	764	0.1	1,082	0.4	24.7	21.7	18.9
Nebraska	3,625	0.3	3,370	0.4	1,643	0.7	20.7	26.3	5.1
Nevada	5,493	0.5	4,995	0.5	2,098	0.9	39.5	43.8	-0.5
New Hampshire	2,811	0.3	2,439	0.3	2,249	0.9	10.3	9.2	-1.4
New Jersey	27,002	2.6	24,131	2.7	17,494	7.1	28.1	30.7	-0.3
New Mexico	2,892	0.3	2,660	0.3	1,551	0.6	13.8	16.1	17.1
New York	57,369	5.5	48,466	5.3	34,225	13.9	13.6	15.4	0.9
North Carolina	21,218	2.0	19,437	2.1	8,616	3.5	9.0	9.8	2.4
North Dakota	1,509	0.1	1,356	0.1	1,258	0.5	27.3	27.9	22.4
Ohio	37,833	3.6	34,560	3.8	14,147	5.8	8.7	8.9	4.3
Oklahoma	4,375	0.4	3,609	0.4	2,630	1.1	1.4	-5.1	4.8
Oregon	15,288	1.5	14,290	1.6	5,048	2.1	23.5	24.2	0.7
Pennsylvania	26,334	2.5	23,494	2.6	13,337	5.4	18.2	18.5	2.4
Rhode Island	1,531	0.1	1,229	0.1	1,630	0.7	20.7	18.6	2.8
South Carolina	13,615	1.3	12,793	1.4	4,808	2.0	-2.4	-3.7	1.9
South Dakota	1,185	0.1	998	0.1	851	0.3	25.9	20.9	1.9
Tennessee	22,020	2.1	20,504	2.3	5,715	2.3	15.5	15.7	4.4
Texas	150,888	14.6	135,450	14.9	29,995	12.2	17.2	17.4	4.7
Utah	6,798	0.7	6,172	0.7	2,581	1.0	12.3	16.5	6.1
Vermont	3,817	0.4	3,671	0.4	1,155	0.5	-10.0	-10.5	4.5
Virginia	14,104	1.4	12,231	1.3	6,182	2.5	15.5	12.4	0.2
Washington	53,075	5.1	51,354	5.6	9,926	4.0	39.9	40.7	3.4
West Virginia	3,225	0.3	3,070	0.3	827	0.3	2.5	1.2	-3.8
Wisconsin	17,169	1.7	15,701	1.7	7,213	2.9	15.0	15.7	3.4
Wyoming	830	0.1	750	0.1	357	0.1	24.1	20.6	-3.5
District of Columbia	1,040	0.1	447	0.0	760	0.3	26.0	22.5	-12.5
Puerto Rico	15,196	1.5	15,018	1.6	1,318	0.5	14.6	14.3	4.6
Virgin Islands	624	0.1	605	0.1	102	0.0	15.8	32.9	-20.3
Unallocated (3)	38,623	3.7	2,326	0.3	4,325	1.8	0.6	-23.9	-31.4

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Detail may not sum to total because companies may export from more than one state.
(3) Includes transactions not reported by state, low-value estimates, Canadian revisions, and timing adjustments.

Exhibit 6b
2005 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Identified Exporters (2)	% of Number of Identified Exporters
United States	**905,978**	**100.0**	**789,877**	**100.0**	**240,376**	**100.0**
Alabama	10,796	1.2	9,930	1.3	3,217	1.3
Alaska	3,592	0.4	3,409	0.4	612	0.3
Arizona	14,950	1.7	13,611	1.7	6,042	2.5
Arkansas	3,862	0.4	3,332	0.4	1,898	0.8
California	116,819	12.9	105,855	13.4	59,898	24.9
Colorado	6,784	0.7	6,277	0.8	4,528	1.9
Connecticut	9,687	1.1	8,903	1.1	5,259	2.2
Delaware	2,525	0.3	2,341	0.3	986	0.4
Florida	33,377	3.7	29,072	3.7	39,674	16.5
Georgia	20,577	2.3	18,905	2.4	10,459	4.4
Hawaii	1,028	0.1	960	0.1	715	0.3
Idaho	3,260	0.4	3,108	0.4	1,319	0.5
Illinois	35,868	4.0	32,658	4.1	18,655	7.8
Indiana	21,476	2.4	19,731	2.5	6,648	2.8
Iowa	7,348	0.8	6,872	0.9	2,582	1.1
Kansas	6,720	0.7	6,144	0.8	2,444	1.0
Kentucky	14,899	1.6	14,130	1.8	3,530	1.5
Louisiana	19,232	2.1	17,768	2.2	3,155	1.3
Maine	2,310	0.3	1,940	0.2	1,756	0.7
Maryland	7,119	0.8	6,201	0.8	4,842	2.0
Massachusetts	22,043	2.4	20,765	2.6	9,958	4.1
Michigan	37,584	4.1	34,435	4.4	12,424	5.2
Minnesota	14,705	1.6	13,551	1.7	6,602	2.7
Mississippi	4,008	0.4	3,730	0.5	1,588	0.7
Missouri	10,462	1.2	9,612	1.2	4,965	2.1
Montana	711	0.1	627	0.1	910	0.4
Nebraska	3,004	0.3	2,668	0.3	1,563	0.7
Nevada	3,937	0.4	3,474	0.4	2,109	0.9
New Hampshire	2,548	0.3	2,234	0.3	2,282	0.9
New Jersey	21,080	2.3	18,469	2.3	17,547	7.3
New Mexico	2,540	0.3	2,290	0.3	1,324	0.6
New York	50,492	5.6	42,007	5.3	33,925	14.1
North Carolina	19,463	2.1	17,698	2.2	8,417	3.5
North Dakota	1,185	0.1	1,060	0.1	1,028	0.4
Ohio	34,801	3.8	31,731	4.0	13,559	5.6
Oklahoma	4,314	0.5	3,802	0.5	2,510	1.0
Oregon	12,381	1.4	11,509	1.5	5,014	2.1
Pennsylvania	22,271	2.5	19,821	2.5	13,024	5.4
Rhode Island	1,269	0.1	1,037	0.1	1,586	0.7
South Carolina	13,944	1.5	13,289	1.7	4,718	2.0
South Dakota	941	0.1	825	0.1	835	0.3
Tennessee	19,070	2.1	17,728	2.2	5,473	2.3
Texas	128,761	14.2	115,355	14.6	28,659	11.9
Utah	6,056	0.7	5,298	0.7	2,432	1.0
Vermont	4,240	0.5	4,100	0.5	1,104	0.5
Virginia	12,216	1.3	10,884	1.4	6,172	2.6
Washington	37,948	4.2	36,494	4.6	9,600	4.0
West Virginia	3,147	0.3	3,034	0.4	860	0.4
Wisconsin	14,923	1.6	13,562	1.7	6,976	2.9
Wyoming	669	0.1	622	0.1	370	0.2
District of Columbia	825	0.1	365	0.0	869	0.4
Puerto Rico	13,264	1.5	13,143	1.7	1,260	0.5
Virgin Islands	539	0.1	(D)	(D)	128	0.1
Unallocated (3)	38,410	4.2	(D)	(D)	6,305	2.6

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Detail may not sum to total because companies may export from more than one state.
(3) Includes transactions not reported by state, low-value estimates, Canadian revisions, and timing adjustments.

Technical Documentation

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

Overview

This report is a continuing series of reports profiling U.S. exporters. The first report, *A Profile of United States Exporters: Initial Findings from the Exporter Data Base*, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a methodology not employed in succeeding reports. Subsequent reports, covering 1992 through present, are based on economic census and survey data on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances.

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

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

The exporter profiles are developed to provide both government and private sector users with information about the exporting community including employment size, type of company, and major foreign markets. In this report the data are presented in Exhibits 1 through 6, where the export data are designated as part ***a*** for statistical year, part ***b*** for prior year, and part ***c*** for the difference between the data for these two years. The previous year's figures in this report are revised from data released in the previous exporter profile. The revisions are based on the ability to match additional records.

The exhibits in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are classified as small (less than 100 employees including number of employees unknown), medium (100 to 499 employees), and large (500 or more employees). Exhibit 3 also provides information on exports to related parties, such as parent or subsidiary firms. Two parties are considered related if either party owns, directly or indirectly, 10 percent or more of the other party.

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

Sources of Information

The exporter profiles were created from export merchandise trade documentation and company characteristics contained in the Census Bureau's data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. The export trade statistics, with the exception of exports to Canada, are compiled from Shipper's Export Declarations, or their electronic equivalent, which were filed by U.S. exporters or their agents for merchandise exiting the United States. The data for exports to Canada are derived from Canada's import data via the U.S./Canada data exchange.

Methodology

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

Less than 3 percent of the total export value for each year, including low-value estimates, exports by U.S. and foreign governments, timing adjustments, and end-of-year revisions, was excluded from this matching process because the export transactions cannot be attributed to specific exporting companies. Other transactions that could not be matched electronically were investigated and linked manually to specific companies using a combination of criteria, including company name, location, type, and product. A comparison of the overall match rates, based on export value, are presented in Table 1 under ***Distribution of Exports by Identified and Unidentified Exporters,*** at the beginning of this report.

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

Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. The data continues to be subject to non-sampling errors in data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the FT 900 U.S. International Trade in Goods and Services, or call (301)763-2227 to request a copy of the release. One can also obtain this information from the web at the following address:
http://www.census.gov/foreign-trade/Press-Release/current_press_release/press.html#prior

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

Year-over-year comparisons should also be made with caution. Changes in the number of exporters and the value

of their export transactions, the known value, may be due to differences in match rates or exporters entering/dropping out of the export market. Table 1, under ***Distribution of Exports by Identified and Unidentified Exporters***, at the beginning of this report shows a comparison of the match rates, based on export value, as well as the value attributable to exporters that exported in both years.

Data by State

The data contained in Exhibits 6a and 6b are based on the Origin of Movement (OM) State - Based on Origin State. The U.S. state of origin is the 2-character postal code for the state in which the goods begin their journey to the port of export. This field allowed the compilation of the Origin of Movement - Based on Origin State Series. The OM series based on origin state has been available since 1987 and is intended to reflect the transportation origin of exports. For more complete information on the state data series, refer to the notice at: http://www.census.gov/foreign-trade/aip/elom.html.

Definitions of Terms

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

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

> Identified Companies: Identified companies are those companies to which one or more export transactions were matched. The export value associated with these companies is termed "*known value*."
>
> Unclassified Companies: These are identified companies for which no NAICS classification (manufacturers, wholesalers or other companies) could be assigned.

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

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

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

Low-value Estimates. Export transactions valued under $2,501 are not required to be reported. Instead, the Census Bureau estimates the value of such shipments to each country using factors based on the ratios of low-valued shipments to individual country totals for past periods.

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

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

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

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

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

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