Exhibit 1a
2011 Exports by Company Type and Employment Size

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

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

Exhibit 1a
2011 Exports by Company Type and Employment Size

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

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

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 42.5 percent of the total wholesalers known value and 92.2 percent of the total number of all wholesalers.
(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.
(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, etc.

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