Exhibit 1c
Percent Difference Between the 2010 and 2011 Export Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2010	2011	Net Difference	% Difference	2010	2011	Net Difference	% Difference
All identified companies	**1,140,406**	**1,319,942**	**179,536**	**15.7**	**293,988**	**302,260**	**8,272**	**2.8**
no. employees unknown (2)	107,851	127,424	19,574	18.1	112,846	117,646	4,800	4.3
1 to 19 employees	82,739	95,301	12,562	15.2	112,572	114,468	1,896	1.7
20 to 49 employees	45,037	47,225	2,187	4.9	30,984	31,655	671	2.2
50 to 99 employees	43,710	49,554	5,844	13.4	15,179	15,727	548	3.6
100 to 249 employees	59,349	70,901	11,552	19.5	11,581	11,688	107	0.9
250 to 499 employees	46,254	49,694	3,440	7.4	4,336	4,410	74	1.7
500 or more employees	755,466	879,843	124,377	16.5	6,490	6,666	176	2.7
Manufacturers	**684,284**	**787,785**	**103,502**	**15.1**	**72,311**	**73,861**	**1,550**	**2.1**
no. employees unknown (2)	32,912	43,889	10,977	33.4	16,305	17,086	781	4.8
1 to 19 employees	7,367	8,168	801	10.9	24,478	24,578	100	0.4
20 to 49 employees	11,447	13,157	1,710	14.9	13,636	13,906	270	2.0
50 to 99 employees	18,642	21,780	3,138	16.8	7,525	7,806	281	3.7
100 to 249 employees	28,110	31,759	3,649	13.0	5,892	5,905	13	0.2
250 to 499 employees	28,912	29,810	899	3.1	2,094	2,127	33	1.6
500 or more employees	556,895	639,222	82,327	14.8	2,381	2,453	72	3.0
Wholesalers	**268,803**	**302,763**	**33,960**	**12.6**	**98,082**	**101,084**	**3,002**	**3.1**
no. employees unknown (2)	39,735	40,188	453	1.1	32,704	34,383	1,679	5.1
1 to 19 employees	53,725	64,084	10,359	19.3	48,358	49,188	830	1.7
20 to 49 employees	21,500	24,528	3,028	14.1	9,406	9,634	228	2.4
50 to 99 employees	18,271	16,295	-1,975	-10.8	3,714	3,894	180	4.8
100 to 249 employees	23,536	30,393	6,857	29.1	2,382	2,429	47	2.0
250 to 499 employees	9,979	12,590	2,610	26.2	807	804	-3	-0.4
500 or more employees	102,057	114,686	12,629	12.4	711	752	41	5.8
Other companies (3)	**181,190**	**223,558**	**42,368**	**23.4**	**114,776**	**118,548**	**3,772**	**3.3**
no. employees unknown (2)	D	38,781	D	D	55,313	57,680	2,367	4.3
1 to 19 employees	D	22,930	D	D	39,589	40,568	979	2.5
20 to 49 employees	12,030	9,482	-2,548	-21.2	7,915	8,090	175	2.2
50 to 99 employees	D	D	D	D	3,916	4,003	87	2.2
100 to 249 employees	7,611	D	D	D	3,261	3,316	55	1.7
250 to 499 employees	7,193	7,081	-112	-1.6	1,413	1,462	49	3.5
500 or more employees	96,347	125,673	29,326	30.4	3,369	3,429	60	1.8
Unclassified companies	**6,129**	**5,835**	**-294**	**-4.8**	**8,819**	**8,767**	**-52**	**-0.6**
Multiple location companies	**850,470**	**981,964**	**131,493**	**15.5**	**26,817**	**26,439**	**-378**	**-1.4**
no. employees unknown (2)	542	812	270	49.9	467	437	-30	-6.4
1 to 19 employees	4,345	4,718	373	8.6	2,735	2,655	-80	-2.9
20 to 49 employees	12,194	8,886	-3,308	-27.1	4,363	4,161	-202	-4.6
50 to 99 employees	18,156	18,331	174	1.0	4,480	4,346	-134	-3.0
100 to 249 employees	36,098	41,516	5,418	15.0	5,847	5,757	-90	-1.5
250 to 499 employees	35,015	38,798	3,783	10.8	3,146	3,145	-1	0.0
500 or more employees	744,120	868,902	124,783	16.8	5,779	5,938	159	2.8
Manufacturers	**589,271**	**676,184**	**86,913**	**14.7**	**9,354**	**9,086**	**-268**	**-2.9**
no. employees unknown (2)	99	124	25	25.1	79	61	-18	-22.8
1 to 19 employees	175	154	-21	-11.8	324	288	-36	-11.1
20 to 49 employees	1,190	1,714	524	44.0	1,011	946	-65	-6.4
50 to 99 employees	3,574	3,849	274	7.7	1,650	1,495	-155	-9.4
100 to 249 employees	13,903	15,538	1,635	11.8	2,590	2,529	-61	-2.4
250 to 499 employees	22,165	23,505	1,340	6.0	1,496	1,485	-11	-0.7
500 or more employees	548,164	631,299	83,136	15.2	2,204	2,282	78	3.5
Wholesalers	**145,742**	**161,882**	**16,140**	**11.1**	**7,927**	**7,881**	**-46**	**-0.6**
no. employees unknown (2)	187	184	-3	-1.7	208	197	-11	-5.3
1 to 19 employees	3,169	3,496	327	10.3	1,372	1,358	-14	-1.0
20 to 49 employees	4,850	4,779	-72	-1.5	1,927	1,900	-27	-1.4
50 to 99 employees	11,171	8,066	-3,104	-27.8	1,572	1,564	-8	-0.5
100 to 249 employees	17,678	21,591	3,912	22.1	1,533	1,513	-20	-1.3
250 to 499 employees	8,113	10,715	2,602	32.1	644	640	-4	-0.6
500 or more employees	100,574	113,051	12,477	12.4	671	709	38	5.7

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Percent Difference Between the 2010 and 2011 Export Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2010	2011	Net Difference	% Difference	2010	2011	Net Difference	% Difference
Other companies (3)	**114,599**	**142,609**	**28,011**	**24.4**	**9,380**	**9,318**	**-62**	**-0.7**
no. employees unknown (2)	D	456	D	D	170	162	-8	-4.7
1 to 19 employees	D	970	D	D	1,013	982	-31	-3.1
20 to 49 employees	D	2,336	D	D	1,400	1,295	-105	-7.5
50 to 99 employees	D	D	D	D	1,239	1,270	31	2.5
100 to 249 employees	4,425	4,247	-177	-4.0	1,688	1,684	-4	-0.2
250 to 499 employees	D	4,366	D	D	992	1,007	15	1.5
500 or more employees	95,214	D	D	D	2,878	2,918	40	1.4
Unclassified companies	**859**	**1,289**	**430**	**50.0**	**156**	**154**	**-2**	**-1.3**
Single location companies	**289,936**	**337,978**	**48,042**	**16.6**	**267,171**	**275,821**	**8,650**	**3.2**
no. employees unknown (2)	107,309	126,612	19,303	18.0	112,379	117,209	4,830	4.3
1 to 19 employees	78,394	90,583	12,189	15.5	109,837	111,813	1,976	1.8
20 to 49 employees	32,843	38,339	5,495	16.7	26,621	27,494	873	3.3
50 to 99 employees	25,554	31,223	5,669	22.2	10,699	11,381	682	6.4
100 to 249 employees	23,251	29,385	6,134	26.4	5,734	5,931	197	3.4
250 to 499 employees	11,239	10,896	-343	-3.1	1,190	1,265	75	6.3
500 or more employees	11,347	10,941	-406	-3.6	711	728	17	2.4
Manufacturers	**95,013**	**111,602**	**16,588**	**17.5**	**62,957**	**64,775**	**1,818**	**2.9**
no. employees unknown (2)	32,813	43,765	10,952	33.4	16,226	17,025	799	4.9
1 to 19 employees	7,193	8,014	822	11.4	24,154	24,290	136	0.6
20 to 49 employees	10,256	11,443	1,186	11.6	12,625	12,960	335	2.7
50 to 99 employees	15,067	17,931	2,864	19.0	5,875	6,311	436	7.4
100 to 249 employees	14,207	16,221	2,014	14.2	3,302	3,376	74	2.2
250 to 499 employees	6,746	6,305	-441	-6.5	598	642	44	7.4
500 or more employees	8,731	7,923	-808	-9.3	177	171	-6	-3.4
Wholesalers	**123,061**	**140,882**	**17,820**	**14.5**	**90,155**	**93,203**	**3,048**	**3.4**
no. employees unknown (2)	39,548	40,004	456	1.2	32,496	34,186	1,690	5.2
1 to 19 employees	50,556	60,588	10,031	19.8	46,986	47,830	844	1.8
20 to 49 employees	16,650	19,749	3,099	18.6	7,479	7,734	255	3.4
50 to 99 employees	7,100	8,229	1,129	15.9	2,142	2,330	188	8.8
100 to 249 employees	5,858	8,802	2,944	50.3	849	916	67	7.9
250 to 499 employees	1,867	1,875	8	0.4	163	164	1	0.6
500 or more employees	1,483	1,635	152	10.3	40	43	3	7.5
Other companies (3)	**66,592**	**80,949**	**14,357**	**21.6**	**105,396**	**109,230**	**3,834**	**3.6**
no. employees unknown (2)	29,704	38,324	8,620	29.0	55,143	57,518	2,375	4.3
1 to 19 employees	D	21,960	D	D	38,576	39,586	1,010	2.6
20 to 49 employees	D	7,146	D	D	6,515	6,795	280	4.3
50 to 99 employees	D	D	D	D	2,677	2,733	56	2.1
100 to 249 employees	3,186	D	D	D	1,573	1,632	59	3.8
250 to 499 employees	D	2,715	D	D	421	455	34	8.1
500 or more employees	1,133	D	D	D	491	511	20	4.1
Unclassified companies	**5,270**	**4,546**	**-724**	**-13.7**	**8,663**	**8,613**	**-50**	**-0.6**

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2010 or 2011.
(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services, 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.