Exhibit 3a
2011 Exports to Related Parties
by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	**1,319,942**	**302,260**	**403,065**	**30.5**	**11.7**	**916,877**	**69.5**	**98.3**
no. employees unknown (3)	127,424	117,646	32,197	25.3	8.2	95,227	74.7	97.5
1 to 19 employees	95,301	114,468	7,863	8.3	7.9	87,438	91.7	98.8
20 to 49 employees	47,225	31,655	6,389	13.5	13.8	40,836	86.5	99.1
50 to 99 employees	49,554	15,727	4,772	9.6	21.3	44,782	90.4	99.0
100 to 249 employees	70,901	11,688	12,039	17.0	30.4	58,862	83.0	99.1
250 to 499 employees	49,694	4,410	8,836	17.8	42.7	40,858	82.2	99.0
500 or more employees	879,843	6,666	330,969	37.6	54.7	548,874	62.4	98.5
Manufacturers	**787,785**	**73,861**	**275,916**	**35.0**	**17.1**	**511,869**	**65.0**	**99.2**
no. employees unknown (3)	43,889	17,086	17,964	40.9	12.9	25,925	59.1	98.5
1 to 19 employees	8,168	24,578	1,362	16.7	6.8	6,806	83.3	99.2
20 to 49 employees	13,157	13,906	1,533	11.7	13.2	11,624	88.3	99.4
50 to 99 employees	21,780	7,806	1,245	5.7	22.4	20,535	94.3	99.5
100 to 249 employees	31,759	5,905	4,211	13.3	36.6	27,548	86.7	99.6
250 to 499 employees	29,810	2,127	4,845	16.3	53.9	24,966	83.7	99.7
500 or more employees	639,222	2,453	244,756	38.3	77.2	394,466	61.7	99.9
Wholesalers	**302,763**	**101,084**	**72,959**	**24.1**	**11.7**	**229,805**	**75.9**	**98.8**
no. employees unknown (3)	40,188	34,383	8,037	20.0	7.6	32,151	80.0	98.3
1 to 19 employees	64,084	49,188	4,201	6.6	9.8	59,883	93.4	99.0
20 to 49 employees	24,528	9,634	3,034	12.4	17.5	21,494	87.6	99.4
50 to 99 employees	16,295	3,894	1,997	12.3	25.7	14,298	87.7	99.5
100 to 249 employees	30,393	2,429	6,875	22.6	32.6	23,517	77.4	99.7
250 to 499 employees	12,590	804	2,119	16.8	48.3	10,471	83.2	99.6
500 or more employees	114,686	752	46,696	40.7	67.7	67,990	59.3	99.7
Other companies (4)	**223,558**	**118,548**	**52,867**	**23.6**	**8.7**	**170,691**	**76.4**	**97.5**
no. employees unknown (3)	38,781	57,680	5,139	13.3	7.2	33,642	86.7	96.8
1 to 19 employees	22,930	40,568	2,263	9.9	6.3	20,667	90.1	98.3
20 to 49 employees	9,482	8,090	D	D	10.3	D	D	98.1
50 to 99 employees	D	4,003	D	D	14.8	D	D	97.4
100 to 249 employees	D	3,316	940	D	18.0	D	D	97.6
250 to 499 employees	7,081	1,462	D	D	23.5	D	D	97.6
500 or more employees	125,673	3,429	39,517	31.4	36.1	86,156	68.6	97.3
Unclassified companies	**5,835**	**8,767**	**1,323**	**22.7**	**7.8**	**4,512**	**77.3**	**96.5**
Multiple location companies	**981,964**	**26,439**	**347,350**	**35.4**	**33.1**	**634,613**	**64.6**	**98.9**
no. employees unknown (3)	812	437	137	16.9	18.3	675	83.1	97.0
1 to 19 employees	4,718	2,655	732	15.5	13.1	3,986	84.5	98.8
20 to 49 employees	8,886	4,161	1,911	21.5	15.1	6,975	78.5	98.9
50 to 99 employees	18,331	4,346	2,711	14.8	23.4	15,619	85.2	99.0
100 to 249 employees	41,516	5,757	6,382	15.4	32.4	35,134	84.6	99.1
250 to 499 employees	38,798	3,145	7,337	18.9	44.4	31,461	81.1	99.2
500 or more employees	868,902	5,938	328,139	37.8	57.7	540,763	62.2	98.7
Manufacturers	**676,184**	**9,086**	**249,463**	**36.9**	**47.4**	**426,721**	**63.1**	**99.7**
no. employees unknown (3)	124	61	5	3.8	23.0	120	96.2	98.4
1 to 19 employees	154	288	11	7.5	13.2	143	92.5	99.0
20 to 49 employees	1,714	946	532	31.0	15.8	1,183	69.0	99.7
50 to 99 employees	3,849	1,495	393	10.2	27.0	3,456	89.8	99.6
100 to 249 employees	15,538	2,529	2,323	14.9	41.8	13,215	85.1	99.6
250 to 499 employees	23,505	1,485	3,786	16.1	56.5	19,719	83.9	99.7
500 or more employees	631,299	2,282	242,414	38.4	79.1	388,886	61.6	99.9
Wholesalers	**161,882**	**7,881**	**54,366**	**33.6**	**28.6**	**107,515**	**66.4**	**99.5**
no. employees unknown (3)	184	197	D	D	19.3	D	D	97.0
1 to 19 employees	3,496	1,358	489	14.0	15.4	3,007	86.0	99.1
20 to 49 employees	4,779	1,900	D	D	17.9	D	D	99.2
50 to 99 employees	8,066	1,564	1,329	16.5	25.5	6,737	83.5	99.6
100 to 249 employees	21,591	1,513	3,591	16.6	31.1	17,999	83.4	99.9
250 to 499 employees	10,715	640	1,955	18.2	49.1	8,760	81.8	99.8
500 or more employees	113,051	709	46,576	41.2	68.4	66,474	58.8	99.7

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Other companies (4)	**142,609**	**9,318**	**43,256**	**30.3**	**23.2**	**99,353**	**69.7**	**97.7**
no. employees unknown (3)	456	162	D	D	14.2	D	D	96.3
1 to 19 employees	970	982	197	20.3	9.9	773	79.7	98.2
20 to 49 employees	2,336	1,295	981	42.0	10.3	1,355	58.0	97.8
50 to 99 employees	D	1,270	D	D	16.6	D	D	97.4
100 to 249 employees	4,247	1,684	456	10.7	19.5	3,791	89.3	97.7
250 to 499 employees	4,366	1,007	D	D	23.4	D	D	98.0
500 or more employees	D	2,918	39,149	D	38.7	D	D	97.5
Unclassified companies	**1,289**	**154**	**266**	**20.6**	**23.4**	**1,023**	**79.4**	**100.0**
Single location companies	**337,978**	**275,821**	**55,714**	**16.5**	**9.7**	**282,264**	**83.5**	**98.3**
no. employees unknown (3)	126,612	117,209	32,060	25.3	8.1	94,552	74.7	97.5
1 to 19 employees	90,583	111,813	7,131	7.9	7.8	83,452	92.1	98.8
20 to 49 employees	38,339	27,494	4,478	11.7	13.6	33,861	88.3	99.1
50 to 99 employees	31,223	11,381	2,061	6.6	20.5	29,162	93.4	99.0
100 to 249 employees	29,385	5,931	5,656	19.2	28.6	23,729	80.8	99.0
250 to 499 employees	10,896	1,265	1,498	13.8	38.7	9,397	86.2	98.4
500 or more employees	10,941	728	2,830	25.9	30.4	8,110	74.1	97.0
Manufacturers	**111,602**	**64,775**	**26,453**	**23.7**	**12.9**	**85,148**	**76.3**	**99.1**
no. employees unknown (3)	43,765	17,025	17,959	41.0	12.9	25,806	59.0	98.5
1 to 19 employees	8,014	24,290	1,350	16.9	6.7	6,664	83.1	99.2
20 to 49 employees	11,443	12,960	1,001	8.8	13.0	10,442	91.2	99.4
50 to 99 employees	17,931	6,311	852	4.8	21.3	17,079	95.2	99.5
100 to 249 employees	16,221	3,376	1,889	11.6	32.6	14,332	88.4	99.6
250 to 499 employees	6,305	642	1,059	16.8	48.0	5,246	83.2	99.7
500 or more employees	7,923	171	2,343	29.6	52.0	5,580	70.4	100.0
Wholesalers	**140,882**	**93,203**	**18,593**	**13.2**	**10.3**	**122,289**	**86.8**	**98.8**
no. employees unknown (3)	40,004	34,186	D	D	7.5	D	D	98.3
1 to 19 employees	60,588	47,830	3,712	6.1	9.7	56,876	93.9	99.0
20 to 49 employees	19,749	7,734	D	D	17.4	D	D	99.4
50 to 99 employees	8,229	2,330	668	8.1	25.9	7,561	91.9	99.5
100 to 249 employees	8,802	916	3,284	37.3	35.0	5,518	62.7	99.3
250 to 499 employees	1,875	164	164	8.8	45.1	1,711	91.2	98.8
500 or more employees	1,635	43	120	7.3	55.8	1,515	92.7	100.0
Other companies (4)	**80,949**	**109,230**	**9,611**	**11.9**	**7.4**	**71,338**	**88.1**	**97.4**
no. employees unknown (3)	38,324	57,518	D	D	7.2	D	D	96.8
1 to 19 employees	21,960	39,586	2,066	9.4	6.2	19,894	90.6	98.3
20 to 49 employees	7,146	6,795	D	D	10.3	D	D	98.2
50 to 99 employees	D	2,733	541	D	13.9	D	D	97.4
100 to 249 employees	D	1,632	484	D	16.5	D	D	97.6
250 to 499 employees	2,715	455	275	10.1	23.5	2,441	89.9	96.7
500 or more employees	D	511	368	D	21.1	D	D	95.7
Unclassified companies	**4,546**	**8,613**	**1,057**	**23.3**	**7.6**	**3,489**	**76.7**	**96.4**

(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 100 percent because companies may export to both related and nonrelated parties.
(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 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.