

A Profile of U.S. Exporting Companies, 1997-1998



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Background

This is the fourth in a continuing series of profiles of 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 different methodology than the succeeding reports. This report, and the previously released reports covering 1992 and 1996/1997, are based on economic census and survey data currently on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances. This 1997/1998 report classifies companies according to the North American Industry Classification System (NAICS) instead of the Standard Industrial Classification (SIC) system that was used in the earlier reports.

These profiles were developed to provide users, both governmental and nongovernmental, with information about the exporting community including employment size, type of company, and major foreign markets. These data are presented in Tables 1 through 7, where the export data for 1998 are designated part "a," the 1997 data shown in part "b," and tables comparing two years designated part "c." The 1997 figures in this report represent revisions to data previously released. These revisions are based on the ability to match additional records, as well as a shift from SIC-based company classifications to NAICS-based classifications.

This profile was compiled by the Foreign Trade Division of the Census Bureau. The International Trade Administration is a partial sponsor of the work, providing both financial assistance and advice on data user needs.

For definitions of variables and terms such as company type, employment, low-value estimates, and related party trade, see the *Glossary of Terms*.

Methodology

This profile was compiled by using the individual company identifier or company name reported on the export document to link to the Census Bureau's centralized company information database. Approximately 82 percent of the total export value for 1997 and 81 percent for 1998 were linked to specific companies in this way (see Figure 1). All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 1997 and 1998 export values that could be linked to specific exporters--the "known value."

Roughly 3 percent of the total export value for each year was accounted for by the estimated value of transactions less than \$2,501, exports by U.S. and foreign governments, and revisions. These revisions included Canadian revisions, timing adjustments, and end-of-year revisions. The estimates, adjustments, and revisions were excluded from the matching process. For some transactions, accounting for approximately 15 percent of value for 1997 and 1998, the company identifier was either not reported or could not be matched to a specific company.

During the process of identifying individual companies, it was not possible to investigate every unmatched case. Priority was given to identifying unmatched companies accounting for high values of trade. As a result, the information on small exporters is most likely understated. Users should not assume that these unidentified exporters reflect the same distribution of company types and sizes as the identified (known) exporters. Comparisons between the number of companies exporting in given categories may be somewhat misleading due to these differences in the percent of value we were able to match to specific companies.

Quality assurance procedures were applied to all phases of collection, processing, and tabulation to minimize errors. However, the data were still subject to error from miscoding, estimation for missing or misreported data, and difficulties in identifying every unit that should be included in this report.

The tables in this report include detailed breakdowns based upon the number of employees of the exporting company. In presenting these results, companies are classified as small (less than 100 employees), medium (100 to 499 employees), and large (500 or more employees). Table 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.

General Findings

The identified U.S. exporting community consisted of 213,664 companies that exported \$567 billion in merchandise in 1997 and 205,188 companies that exported \$554 billion in merchandise in 1998 (see Table 1). Over 96 percent of this value was attributable to the 132,452 companies that exported merchandise in both years. Less then 4 percent of it was from companies that only exported in one of the two years. Overall, export value dropped slightly more than 1 percent from \$689 billion in 1997 to \$682 billion in 1998.

Figure 1 - Compa	rison of 1997	& 1998 Ex	port Value	
(In millions of dollars)	1997 Export Value	% of 1997 Value	1998 Export Value	% of 1998 Value
Total exports	689,183	100.0	682,138	100.0
Low-value estimates	14,035	2.0	13,790	2.0
US & foreign governments	4,550	0.7	4,718	0.7
Revisions	1,584	0.2	1,664	0.2
Identified exporters (known value)	566,821	82.2	553,644	81.2
Exported merchandise in both 1997 and 1998	548,971	79.7	533,807	78.3
Exported merchandise in only 1997 or only 1998	17,850	2.6	19,837	2.9
Unidentified exports	102,192	14.8	108,322	15.9

NAICS

The classification of companies as manufacturers, wholesalers and other types of companies in this release was based upon the NAICS. Previous exporter profiles classified companies according to the SIC. The following table compares data by company type based on both the SIC and NAICS codes in 1998. In general, there were a small number of companies reclassified from one category to another. This resulted in a slight net shift of companies out of manufacturers and wholesalers and into other companies and unclassified. Please see the Appendix for more detailed information.

Figure	2 - Compa	arison of 1	998 SIC	vs. NAICS	Based Dat	a
	SIC Value (\$ Mil.)	NAICS Value (\$ Mil.)	% Change SIC vs NAICS	SIC Number of Exporters	NAICS Number of Exporters	% Change SIC vs NAICS
All Companies	553,644	553,644	n/a	205,188	205,188	n/a
Manufacturers	376,897	376,397	-0.1	63,311	62,523	-1.2
Wholesalers	82,079	81,678	-0.5	65,527	63,563	-3.0
Other Companies	84,292	84,788	0.6	66,274	68,598	3.5
Unclassified	10,376	10,781	3.9	10,076	10,504	4.2

Who Exports?

During 1998, only 15 percent (29,973) of all exporters were multiple location companies, but these companies accounted for 81 percent of the known export value (see Table 1a). In contrast, 175,215 single location companies, making up 85 percent of the exporting companies, accounted for just 19 percent of the known export value. Trade with related parties accounted for 39 percent of the known export value of multiple location companies compared to only 15 percent for single location companies.

The data also showed that manufacturers accounted for the largest portion of the 1998 known value at 68 percent. "Other companies" and wholesalers each accounted for roughly 15 percent, and unclassified exporters for the remaining 2 percent (see Table 1a). The "other companies" category included freight forwarders and other transportation and warehousing firms, which often act as agents for the true exporter; business services, engineering and management services; oil and gas extraction companies; coal mining companies; communication services; and others. The distribution mix of exporting companies was about the same in 1997 (see Table 1b).

Large Exporting Firms

Large exporting companies (those employing 500 or more workers) were responsible for almost 71 percent of the known export value although they represented less than 4 percent of all exporters (see Table 1a). On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export, and 37 percent of the value of exports by wholesalers. Large exporters in the "other" category accounted for 4 percent of the companies and 43 percent of the value in the "other" category. Roughly 41 percent of the value of large manufacturers' exports was to related parties.

Among the company types, almost 46 percent of the known export value of the manufacturing sector was accounted for by the top 50 manufacturers. For "other companies" and wholesalers--the top 50 firms accounted for 41 percent and 37 percent of their respective sectors' total exports (see Table 2a).

Small- and Medium-Sized Exporters

Although exports were dominated by a few large companies, most exporting companies were small- or medium-sized exporters (those employing fewer than 500 workers). The following findings were extracted from Table 1a:

- # Almost 97 percent or 198,101 exporters were small- or medium-sized companies; they accounted for 30 percent of the known export value.
- # 94 percent of manufacturing exporters were small- or medium-sized companies; they were responsible for 14 percent of the sector's \$376 billion in exports.
- # 99 percent of wholesalers were small- or medium-sized companies; they were responsible for 63 percent of the sector's \$82 billion in exports.
- # About 96 percent of "other companies" were small- or medium-sized companies; they were responsible for 57 percent of the sector's \$85 billion in exports.

Where are the Major Export Markets?

Most exporting companies (62 percent) traded with only one foreign country. A small percentage of companies, less than ½ of 1 percent, shipped to 50 or more countries; these companies accounted for half of the known export value (see Table 4a).

About 89 percent of all companies exported to at least one of the top 25 U.S. trading partners in 1998 (see Table 5a). The greatest number of companies (96,741) shipped to Canada, followed by the United Kingdom (34,466), Mexico (29,875), and Japan (26,752). Mexico, while ranking third in the number of identified exporters, ranked second in total export value at \$79 billion.

Exports by State

The Census Bureau releases data on exports by state on two bases: the state of the exporter location (EL) and the state of the origin of movement (OM). The EL series is based on the ZIP Code from the address of the exporter of record on the export document. The OM series is based on where the goods began their movement to the port of exit as reported on the export document. Neither of these series is based on the actual production origin of the goods. Be sure to read the *Glossary of Terms* for important information on the limitations of both series.

Tables 6 and 7 show the number of companies exporting from each state during 1997 and 1998 based upon each state definition. Please note that the same company can be shown as exporting from multiple states.

Comparison of 1997 and the 1998 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 1997 to 1998. Below are a number of noteworthy year-to-year changes (see Tables 1c and 5c):

- # Almost 89 percent of the decline in the number of exporting companies from 1997 to 1998 was accounted for by single location companies.
- # The number of small- and medium-sized companies decreased by 4 percent from 206,321 in 1997 to 198,101 in 1998, while the number of large companies decreased by about 3 percent from 7,343 to 7,087.
- # The number of "other companies" increased by 2 percent from 67,172 in 1997 to 68,598 in 1998.
- # Of the top 25 U.S. trading partners, China and Mexico showed the largest increase in the number of exporting companies at 10 percent and 6 percent, respectively. The Republic of Korea showed the largest decline at 25 percent, followed by Malaysia's decrease of 18 percent.

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Table 1a
1998 Exports by Company Type and Employment Size

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		% of	Cum. % of	Company	Number	Number	Number	Company
Company Type and	Known	Known	Known	Туре	of	of	of	Туре
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
All identified companies	553,644	100.0	100.0	100.0	205,188	100.0	100.0	100.0
no. employees unknown (3)	32,664	5.9	5.9	5.9	49,474	24.1	24.1	24.1
1 to 19 employees	38,252	6.9	12.8	12.8	86,469	42.1	66.3	66.3
20 to 49 employees	23,139	4.2	17.0	17.0	28,573	13.9	80.2	80.2
50 to 99 employees	18,191	3.3	20.3	20.3	15,774	7.7	87.9	87.9
100 to 249 employees	26,911	4.9	25.1	25.1	12,858	6.3	94.1	94.1
250 to 499 employees	22,581	4.1	29.2	29.2	4,953	2.4	96.5	96.5
500 or more employees	391,906	70.8	100.0	100.0	7,087	3.5	100.0	100.0
Manufacturers	376,397	68.0	68.0	100.0	62,523	30.5	30.5	100.0
no. employees unknown (3)	11,080	2.0	2.0	2.9	8,445	4.1	4.1	13.5
1 to 19 employees	3,512	0.6	2.6	3.9	17,929	8.7	12.9	42.2
20 to 49 employees	4,955	0.9	3.5	5.2	13,188	6.4	19.3	63.3
50 to 99 employees	6,269	1.1	4.7	6.9	8,906	4.3	23.6	77.5
100 to 249 employees	14,147	2.6	7.2	10.6	7,615	3.7	27.3	89.7
250 to 499 employees	13,202	2.4	9.6	14.1	2,909	1.4	28.8	94.4
500 or more employees	323,231	58.4	68.0	100.0	3,531	1.7	30.5	100.0
Wholesalers	81,678	14.8	14.8	100.0	63,563	31.0	31.0	100.0
no. employees unknown (3)	6,277	1.1	1.1	7.7	11,666	5.7	5.7	18.4
1 to 19 employees	19,237	3.5	4.6	31.2	36,962	18.0	23.7	76.5
20 to 49 employees	7,572	1.4	6.0	40.5	8,101	3.9	27.6	89.2
50 to 99 employees	6,807	1.2	7.2	48.8	3,303	1.6	29.3	94.4
100 to 249 employees	7,346	1.3	8.5	57.8	2,177	1.1	30.3	97.9
250 to 499 employees	4,234	8.0	9.3	63.0	715	0.3	30.7	99.0
500 or more employees	30,205	5.5	14.8	100.0	639	0.3	31.0	100.0
Other companies (4)	84,788	15.3	15.3	100.0	68,598	33.4	33.4	100.0
no. employees unknown (3)	10,407	1.9	1.9	12.3	22,630	11.0	11.0	33.0
1 to 19 employees	14,230	2.6	4.5	29.1	30,299	14.8	25.8	77.2
20 to 49 employees	9,703	1.8	6.2	40.5	6,074	3.0	28.8	86.0
50 to 99 employees	4,408	8.0	7.0	45.7	2,886	1.4	30.2	90.2
100 to 249 employees	4,464	8.0	7.8	51.0	2,630	1.3	31.4	94.1
250 to 499 employees	4,964	0.9	8.7	56.8	1,274	0.6	32.1	95.9
500 or more employees	36,612	6.6	15.3	100.0	2,805	1.4	33.4	100.0
Unclassified companies	10,781	1.9	1.9	100.0	10,504	5.1	5.1	100.0
Multiple location companies	446,803	80.7	80.7	100.0	29,973	14.6	14.6	100.0
no. employees unknown (3)	10,180	1.8	1.8	2.3	2,384	1.2	1.2	8.0
1 to 19 employees	3,113	0.6	2.4	3.0	2,668	1.3	2.5	16.9
20 to 49 employees	6,194	1.1	3.5	4.4	4,414	2.2	4.6	31.6
50 to 99 employees	7,127	1.3	4.8	6.0	4,399	2.1	6.8	46.3
100 to 249 employees	15,470	2.8	7.6	9.4	6,060	3.0	9.7	66.5
250 to 499 employees	17,823	3.2	10.8	13.4	3,560	1.7	11.4	78.4
500 or more employees	386,897	69.9	80.7	100.0	6,488	3.2	14.6	100.0
Manufacturers	343,165	62.0	62.0	100.0	12,106	5.9	5.9	100.0
no. employees unknown (3)	5,532	1.0	1.0	1.6	1,071	0.5	0.5	8.8
1 to 19 employees	429	0.1	1.1	1.7	277	0.1	0.7	11.1
20 to 49 employees	691	0.1	1.2	1.9	860	0.4	1.1	18.2
50 to 99 employees	1,389	0.3	1.5	2.3	1,591	0.8	1.9	31.4
100 to 249 employees	6,291	1.1	2.6	4.2	2,970	1.4	3.3	55.9
250 to 499 employees	9,706	1.8	4.3	7.0	2,028	1.0	4.3	72.7
500 or more employees	319,127	57.6	62.0	100.0	3,309	1.6	5.9	100.0

See footnotes at end of table.

Table 1a
1998 Exports by Company Type and Employment Size - Continued

				Cum. % of		% of	Cum. % of	Cum. % of
		% of	Cum. % of	Company	Number	Number	Number	Company
Company Type and	Known	Known	Known	Type	of	of	of	Type
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
Multiple location companies								
Wholesalers	46,340	8.4	8.4	100.0	6,565	3.2	3.2	100.0
no. employees unknown (3)	1,195	0.2	0.2	2.6	427	0.2	0.2	6.5
1 to 19 employees	963	0.2	0.4	4.7	892	0.4	0.6	20.1
20 to 49 employees	1,844	0.3	0.7	8.6	1,418	0.7	1.3	41.7
50 to 99 employees	3,491	0.6	1.4	16.2	1,278	0.6	2.0	61.2
100 to 249 employees	5,429	1.0	2.3	27.9	1,353	0.7	2.6	81.8
250 to 499 employees	3,489	0.6	3.0	35.4	586	0.3	2.9	90.7
500 or more employees	29,928	5.4	8.4	100.0	611	0.3	3.2	100.0
Other companies (4)	50,948	9.2	9.2	100.0	7,874	3.8	3.8	100.0
no. employees unknown (3)	2,750	0.5	0.5	5.4	682	0.3	0.3	8.7
1 to 19 employees	582	0.1	0.6	6.5	703	0.3	0.7	17.6
20 to 49 employees	2,819	0.5	1.1	12.1	948	0.5	1.1	29.6
50 to 99 employees	1,541	0.3	1.4	15.1	868	0.4	1.6	40.7
100 to 249 employees	2,821	0.5	1.9	20.6	1,314	0.6	2.2	57.3
250 to 499 employees	4,446	0.8	2.7	29.4	895	0.4	2.6	68.7
500 or more employees	35,988	6.5	9.2	100.0	2,464	1.2	3.8	100.0
Unclassified companies	6,350	1.1	1.1	100.0	3,428	1.7	1.7	100.0
Single location companies	106,841	19.3	19.3	100.0	175,215	85.4	85.4	100.0
no. employees unknown (3)	22,484	4.1	4.1	21.0	47,090	22.9	22.9	26.9
1 to 19 employees	35,139	6.3	10.4	53.9	83,801	40.8	63.8	74.7
20 to 49 employees	16,946	3.1	13.5	69.8	24,159	11.8	75.6	88.5
50 to 99 employees	11,064	2.0	15.5	80.2	11,375	5.5	81.1	95.0
100 to 249 employees	11,441	2.1	17.5	90.9	6,798	3.3	84.4	98.9
250 to 499 employees	4,759	0.9	18.4	95.3	1,393	0.7	85.1	99.7
500 or more employees	5,008	0.9	19.3	100.0	599	0.3	85.4	100.0
Manufacturers	33,232	6.0	6.0	100.0	50,417	24.6	24.6	100.0
no. employees unknown (3)	5,548	1.0	1.0	16.7	7,374	3.6	3.6	14.6
1 to 19 employees	3,083	0.6	1.6	26.0	17,652	8.6	12.2	49.6
20 to 49 employees	4,263	8.0	2.3	38.8	12,328	6.0	18.2	74.1
50 to 99 employees	4,881	0.9	3.2	53.5	7,315	3.6	21.8	88.6
100 to 249 employees	7,856	1.4	4.6	77.1	4,645	2.3	24.0	97.8
250 to 499 employees	3,496	0.6	5.3	87.6	881	0.4	24.5	99.6
500 or more employees	4,104	0.7	6.0	100.0	222	0.1	24.6	100.0
Wholesalers	35,338	6.4	6.4	100.0	56,998	27.8	27.8	100.0
no. employees unknown (3)	5,082	0.9	0.9	14.4	11,239	5.5	5.5	19.7
1 to 19 employees	18,274	3.3	4.2	66.1	36,070	17.6	23.1	83.0
20 to 49 employees	5,728	1.0	5.3	82.3	6,683	3.3	26.3	94.7
50 to 99 employees	3,316	0.6	5.9	91.7	2,025	1.0	27.3	98.3
100 to 249 employees	1,916	0.3	6.2	97.1	824	0.4	27.7	99.7
250 to 499 employees	745	0.1	6.3	99.2	129	0.1	27.8	100.0
500 or more employees	277	0.1	6.4	100.0	28	0.0	27.8	100.0
Other companies (4)	33,840	6.1	6.1	100.0	60,724	29.6	29.6	100.0
no. employees unknown (3)	7,657	1.4	1.4	22.6	21,948	10.7	10.7	36.1
1 to 19 employees	13,648	2.5	3.8	63.0	29,596	14.4	25.1	84.9
20 to 49 employees	6,884	1.2	5.1	83.3	5,126	2.5	27.6	93.3
50 to 99 employees	2,867	0.5	5.6	91.8	2,018	1.0	28.6	96.6
100 to 249 employees	1,643	0.3	5.9	96.6	1,316	0.6	29.2	98.8
250 to 499 employees	517	0.1	6.0	98.2	379	0.2	29.4	99.4
500 or more employees	624	0.1	6.1	100.0	341	0.2	29.6	100.0
Unclassified companies	4,431	0.8	0.8	100.0	7,076	3.4	3.4	100.0

 $^{(1) \ \} Known\ value\ is\ defined\ as\ the\ portion\ of\ U.S.\ total\ exports\ that\ could\ matched\ to\ specific\ companies.$

⁽²⁾ Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 40.5 percent of the total value and 89.2 percent of the total number of all wholesalers.

⁽³⁾ Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report employees on their payroll during specified period(s) in 1998.

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

Table 1b
1997 Exports by Company Type and Employment Size

III IIIIIIIOIIS OI dollais. Details Illay I	lot oqual totalo a			Cum. % of		% of	Cum. % of	Cum. % of
		% of	Cum. % of	Company	Number	Number	Number	Company
Company Type and	Known	Known	Known	Type	of -	of -	of .	Type
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
All identified companies	566,821	100.0	100.0	100.0	213,664	100.0	100.0	100.0
no. employees unknown (3)	37,577	6.6	6.6	6.6	43,836	20.5	20.5	20.5
1 to 19 employees	42,488	7.5	14.1	14.1	94,970	44.4	65.0	65.0
20 to 49 employees	24,609	4.3	18.5	18.5	30,869	14.4	79.4	79.4
50 to 99 employees	18,173	3.2	21.7	21.7	17,081	8.0	87.4	87.4
100 to 249 employees	27,533	4.9	26.5	26.5	14,105	6.6	94.0	94.0
250 to 499 employees	24,014	4.2	30.8	30.8	5,460	2.6	96.6	96.6
500 or more employees	392,428	69.2	100.0	100.0	7,343	3.4	100.0	100.0
Manufacturers	385,240	68.0	68.0	100.0	63,756	29.8	29.8	100.0
no. employees unknown (3)	8,113	1.4	1.4	2.1	6,932	3.2	3.2	10.9
1 to 19 employees	3,739	0.7	2.1	3.1	19,279	9.0	12.3	41.1
20 to 49 employees	5,712	1.0	3.1	4.6	13,964	6.5	18.8	63.0
50 to 99 employees	6,600	1.2	4.3	6.3	9,176	4.3	23.1	77.4
100 to 249 employees	14,493	2.6	6.8	10.0	7,915	3.7	26.8	89.8
250 to 499 employees	13,938	2.5	9.3	13.7	2,936	1.4	28.2	94.4
500 or more employees	332,645	58.7	68.0	100.0	3,554	1.7	29.8	100.0
Wholesalers	70,947	12.5	12.5	100.0	66,024	30.9	30.9	100.0
no. employees unknown (3)	5,043	0.9	0.9	7.1	10,681	5.0	5.0	16.2
1 to 19 employees	22,347	3.9	4.8	38.6	39,706	18.6	23.6	76.3
20 to 49 employees	9,338	1.6	6.5	51.8	8,729	4.1	27.7	89.5
50 to 99 employees	6,181	1.1	7.6	60.5	3,521	1.6	29.3	94.9
100 to 249 employees	7,145	1.3	8.8	70.6	2,215	1.0	30.4	98.2
250 to 499 employees	4,016	0.7	9.5	76.2	660	0.3	30.7	99.2
500 or more employees	16,876	3.0	12.5	100.0	512	0.2	30.9	100.0
Other companies (4)	80,275	14.2	14.2	100.0	67,172	31.4	31.4	100.0
no. employees unknown (3)	8,347	1.5	1.5	10.4	16,819	7.9	7.9	25.0
1 to 19 employees	14,632	2.6	4.1	28.6	33,731	15.8	23.7	75.3
20 to 49 employees	8,284	1.5	5.5	38.9	6,590	3.1	26.7	85.1
50 to 99 employees	4,145	0.7	6.2	44.1	3,114	1.5	28.2	89.7
100 to 249 employees	3,825	0.7	6.9	48.9	2,709	1.3	29.5	93.7
250 to 499 employees	4,430	0.8	7.7	54.4	1,359	0.6	30.1	95.8
500 or more employees	36,613	6.5	14.2	100.0	2,850	1.3	31.4	100.0
Unclassified companies	30,359	5.4	5.4	100.0	16,712	7.8	7.8	100.0
Multiple location companies	453,244	80.0	80.0	100.0	30,940	14.5	14.5	100.0
no. employees unknown (3)	15,591	2.8	2.8	3.4	2,104	1.0	1.0	6.8
1 to 19 employees	2,553	0.5	3.2	4.0	2,853	1.3	2.3	16.0
20 to 49 employees	6,253	1.1	4.3	5.4	4,497	2.1	4.4	30.6
50 to 99 employees	8,145	1.4	5.7	7.2	4,686	2.2	6.6	45.7
100 to 249 employees	16,099	2.8	8.6	10.7	6,426	3.0	9.6	66.5
250 to 499 employees	18,171	3.2	11.8	14.7	3,804	1.8	11.4	78.8
500 or more employees	386,432	68.2	80.0	100.0	6,570	3.1	14.5	100.0
Manufacturers	350,512	61.8	61.8	100.0	11,364	5.3	5.3	100.0
no. employees unknown (3)	3,853	0.7	0.7	1.1	818	0.4	0.4	7.2
1 to 19 employees	277	0.0	0.7	1.2	261	0.1	0.5	9.5
20 to 49 employees	710	0.1	0.9	1.4	779	0.4	0.9	16.3
50 to 99 employees	1,345	0.2	1.1	1.8	1,444	0.7	1.5	29.1
100 to 249 employees	6,287	1.1	2.2	3.6	2,819	1.3	2.9	53.9
250 to 499 employees	9,754	1.7	3.9	6.3	1,970	0.9	3.8	71.2
500 or more employees	328,286	57.9	61.8	100.0	3,273	1.5	5.3	100.0

See footnotes at end of table.

Table 1b
1997 Exports by Company Type and Employment Size - Continued

In millions of dollars. Details may r	lot equal totals u	ue to rouriui	ng.	Cum. % of		% of	Cum. % of	Cum. % of
		% of	Cum. % of	Company	Number	Number	Number	Company
Company Type and	Known	Known	Known	Туре	of	of	of	Type
Employment Size	Value (1)	Value	Value	Value (2)	Exporters	Exporters	Exporters	Exporters (2)
Multiple location companies								
Wholesalers	31,723	5.6	5.6	100.0	6,444	3.0	3.0	100.0
no. employees unknown (3)	408	0.1	0.1	1.3	334	0.2	0.2	5.2
1 to 19 employees	939	0.1	0.1	4.2	964	0.5	0.6	20.1
20 to 49 employees	2,371	0.4	0.7	11.7	1,581	0.7	1.3	44.7
50 to 99 employees	3,145	0.6	1.2	21.6	1,321	0.6	2.0	65.2
100 to 249 employees	5,311	0.9	2.1	38.4	1,263	0.6	2.6	84.8
250 to 499 employees	3,294	0.6	2.7	48.8	513	0.0	2.8	92.7
500 or more employees	16,255	2.9	5.6	100.0	468	0.2	3.0	100.0
Other companies (4)	49,176	8.7	8.7	100.0	8,186	3.8	3.8	100.0
no. employees unknown (3)	1,535	0.3	0.3	3.1	504	0.2	0.2	6.2
1 to 19 employees	570	0.1	0.4	4.3	914	0.4	0.7	17.3
20 to 49 employees	2,158	0.4	0.8	8.7	1,043	0.5	1.2	30.1
50 to 99 employees	2,561	0.5	1.2	13.9	965	0.5	1.6	41.9
100 to 249 employees	2,693	0.5	1.7	19.4	1,346	0.6	2.2	58.3
250 to 499 employees	3,610	0.6	2.3	26.7	935	0.4	2.7	69.7
500 or more employees	36,048	6.4	8.7	100.0	2,479	1.2	3.8	100.0
Unclassified companies	21,834	3.9	3.9	100.0	4,946	2.3	2.3	100.0
Single location companies	113,577	20.0	20.0	100.0	182,724	85.5	85.5	100.0
no. employees unknown (3)	21,986	3.9	3.9	19.4	41,732	19.5	19.5	22.8
1 to 19 employees	39,935	7.0	10.9	54.5	92,117	43.1	62.6	73.3
20 to 49 employees	18,356	3.2	14.2	70.7	26,372	12.3	75.0	87.7
50 to 99 employees	10,027	1.8	15.9	79.5	12,395	5.8	80.8	94.5
100 to 249 employees	11,434	2.0	17.9	89.6	7,679	3.6	84.4	98.7
250 to 499 employees	5,843	1.0	19.0	94.7	1,656	0.8	85.2	99.6
500 or more employees	5,995	1.1	20.0	100.0	773	0.4	85.5	100.0
Manufacturers	34,728	6.1	6.1	100.0	52,392	24.5	24.5	100.0
no. employees unknown (3)	4,260	8.0	0.8	12.3	6,114	2.9	2.9	11.7
1 to 19 employees	3,462	0.6	1.4	22.2	19,018	8.9	11.8	48.0
20 to 49 employees	5,003	0.9	2.2	36.6	13,185	6.2	17.9	73.1
50 to 99 employees	5,255	0.9	3.2	51.8	7,732	3.6	21.6	87.9
100 to 249 employees	8,206	1.4	4.6	75.4	5,096	2.4	23.9	97.6
250 to 499 employees	4,184	0.7	5.4	87.4	966	0.5	24.4	99.5
500 or more employees	4,359	0.8	6.1	100.0	281	0.1	24.5	100.0
Wholesalers	39,224	6.9	6.9	100.0	59,580	27.9	27.9	100.0
no. employees unknown (3)	4,634	8.0	0.8	11.8	10,347	4.8	4.8	17.4
1 to 19 employees	21,408	3.8	4.6	66.4	38,742	18.1	23.0	82.4
20 to 49 employees	6,968	1.2	5.8	84.2	7,148	3.3	26.3	94.4
50 to 99 employees	3,036	0.5	6.4	91.9	2,200	1.0	27.3	98.1
100 to 249 employees	1,835	0.3	6.7	96.6	952	0.4	27.8	99.7
250 to 499 employees	722	0.1	6.8	98.4	147	0.1	27.9	99.9
500 or more employees	621	0.1	6.9	100.0	44	0.0	27.9	100.0
Other companies (4)	31,100	5.5	5.5	100.0	58,986	27.6	27.6	100.0
no. employees unknown (3)	6,812	1.2	1.2	21.9	16,315 32,817	7.6 15.4	7.6	27.7
1 to 19 employees	14,061	2.5	3.7	67.1	,	15.4	23.0	83.3
20 to 49 employees 50 to 99 employees	6,126	1.1	4.8	86.8	5,547	2.6	25.6	92.7
· •	1,584	0.3	5.0	91.9	2,149	1.0	26.6	96.3
100 to 249 employees 250 to 499 employees	1,132 820	0.2 0.1	5.2 5.4	95.5 98.2	1,363 424	0.6 0.2	27.2 27.4	98.7 99.4
500 or more employees	565	0.1	5.4	100.0	371	0.2	27.4	100.0
Unclassified companies	8,525	1.5	1.5	100.0	11,766	5.5	5.5	100.0

⁽¹⁾ Known value is defined as the portion of U.S. total exports that could 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 51.8 percent of the total value and 89.5 percent of the total number of all wholesalers.

⁽³⁾ Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report employees on their payroll during specified period(s) in 1997.

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

Table 1c
Percent Change Between the 1997 and 1998 Results

		Known Value	(1)		Num	ber of Exporte	rs	
Common Time and		Tallowii Value	(')		Num	Del of Exporte	13	
Company Type and Employment Size	1997	1998	Net Diff.	% Change	1997	1998	Net Diff.	% Change
All identified companies	566,821	553,644	-13,177	-2.3	213,664	205,188	-8,476	-4.0
no. employees unknown (2)	37,577	32,664	-4,912	-13.1	43,836	49,474	5,638	12.9
1 to 19 employees	42,488	38,252	-4,236	-10.0	94,970	86,469	-8,501	-9.0
20 to 49 employees	24,609	23,139	-1,470	-6.0	30,869	28,573	-2,296	-7.4
50 to 99 employees	18,173	18,191	18	0.1	17,081	15,774	-1,307	-7.7
100 to 249 employees	27,533	26,911	-622	-2.3	14,105	12,858	-1,247	-8.8
250 to 499 employees	24,014	22,581	-1,433	-6.0	5,460	4,953	-507	-9.3
500 or more employees	392,428	391,906	-522	-0.1	7,343	7,087	-256	-3.5
Manufacturers	385,240	376,397	-8,843	-2.3	63,756	62,523	-1,233	-1.9
no. employees unknown (2)	8,113	11,080	2,967	36.6	6,932	8,445	1,513	21.8
1 to 19 employees	3,739	3,512	-227	-6.1	19,279	17,929	-1,350	-7.0
20 to 49 employees	5,712	4,955	-757	-13.3	13,964	13,188	-776	-5.6
50 to 99 employees	6,600	6,269	-331	-5.0	9,176	8,906	-270	-2.9
100 to 249 employees	14,493	14,147	-346	-2.4	7,915	7,615	-300	-3.8
250 to 499 employees	13,938	13,202	-736	-5.3	2,936	2,909	-27	-0.9
500 or more employees	332,645	323,231	-9,414	-2.8	3,554	3,531	-23	-0.6
Wholesalers	70,947	81,678	10,731	15.1	66,024	63,563	-2,461	-3.7
no. employees unknown (2)	5,043	6,277	1,234	24.5	10,681	11,666	985	9.2
1 to 19 employees	22,347	19,237	-3,111	-13.9	39,706	36,962	-2,744	-6.9
20 to 49 employees	9,338	7,572	-1,766	-18.9	8,729	8,101	-628	-7.2
50 to 99 employees	6,181	6,807	626	10.1	3,521	3,303	-218	-6.2
100 to 249 employees	7,145	7,346	200	2.8	2,215	2,177	-38	-1.7
250 to 499 employees	4,016	4,234	218	5.4	660	715	55	8.3
500 or more employees	16,876	30,205	13,329	79.0	512	639	127	24.8
Other companies (3)	80,275	84,788	4,513	5.6	67,172	68,598	1,426	2.1
no. employees unknown (2)	8,347	10,407	2,060	24.7	16,819	22,630	5,811	34.6
1 to 19 employees	14,632	14,230	-402	-2.7	33,731	30,299	-3,432	-10.2
20 to 49 employees	8,284	9,703	1,419	17.1	6,590	6,074	-516	-7.8
50 to 99 employees	4,145	4,408	263	6.3	3,114	2,886	-228	-7.3
100 to 249 employees	3,825	4,464	640	16.7	2,709	2,630	-79	-2.9
250 to 499 employees	4,430	4,964	534	12.1	1,359	1,274	-85	-6.3
500 or more employees	36,613	36,612	-1	0.0	2,850	2,805	-45	-1.6
Unclassified companies	30,359	10,781	-19,578	-64.5	16,712	10,504	-6,208	-37.1
Multiple location companies	453,244	446,803	-6,441	-1.4	30,940	29,973	-967	-3.1
no. employees unknown (2)	15,591	10,180	-5,411	-34.7	2,104	2,384	280	13.3
1 to 19 employees	2,553	3,113	560	21.9	2,853	2,668	-185	-6.5
20 to 49 employees	6,253	6,194	-59	-0.9	4,497	4,414	-83	-1.8
50 to 99 employees	8,145	7,127	-1,018	-12.5	4,686	4,399	-287	-6.1
100 to 249 employees	16,099	15,470	-629	-3.9	6,426	6,060	-366	-5.7
250 to 499 employees	18,171	17,823	-349	-1.9	3,804	3,560	-244	-6.4
500 or more employees	386,432	386,897	465	0.1	6,570	6,488	-82	-1.2
Manufacturers	350,512	343,165	-7,347	-2.1	11,364	12,106	742	6.5
no. employees unknown (2)	3,853	5,532	1,679	43.6	818	1,071	253	30.9
1 to 19 employees	277	429	152	55.0	261	277	16	6.1
20 to 49 employees	710	691	-18	-2.6	779	860	81	10.4
50 to 99 employees	1,345	1,389	43	3.2	1,444	1,591	147	10.2
100 to 249 employees	6,287	6,291	5	0.1	2,819	2,970	151	5.4
250 to 499 employees	9,754	9,706	-48	-0.5	1,970	2,028	58	2.9
500 or more employees	328,286	319,127	-9,160	-2.8	3,273	3,309	36	1.1

See footnotes at end of table.

Table 1c
Percent Change Between the 1997 and 1998 Results - Continued

		Known Value	(1)		Num	ber of Exporte	ers	
Company Type and Employment Size	1997	1998	Net Diff.	% Change	1997	1998	Net Diff.	% Change
Multiple location companies	1007	1000	Not Dilli	70 Onlango	1007	1000	HOL DIIII	70 Griange
Wholesalers	31.723	46,340	14,617	46.1	6,444	6,565	121	1.9
no. employees unknown (2)	408	1,195	787	192.7	334	427	93	27.8
1 to 19 employees	939	963	23	2.5	964	892	-72	-7.5
20 to 49 employees	2,371	1,844	-527	-22.2	1,581	1,418	-163	-10.3
50 to 99 employees	3,145	3,491	346	11.0	1,321	1,278	-43	-3.3
100 to 249 employees	5,311	5,429	119	2.2	1,263	1,353	90	7.1
250 to 499 employees	3,294	3,489	195	5.9	513	586	73	14.2
500 or more employees	16,255	29,928	13,673	84.1	468	611	143	30.6
Other companies (3)	49,176	50,948	1,773	3.6	8,186	7,874	-312	-3.8
no. employees unknown (2)	1,535	2,750	1,215	79.1	504	682	178	35.3
1 to 19 employees	570	582	12	2.0	914	703	-211	-23.1
20 to 49 employees	2,158	2,819	661	30.6	1,043	948	-95	-9.1
50 to 99 employees	2,561	1,541	-1,020	-39.8	965	868	-97	-10.1
100 to 249 employees	2,693	2,821	128	4.8	1,346	1,314	-32	-2.4
250 to 499 employees	3,610	4,446	836	23.2	935	895	-40	-4.3
500 or more employees	36,048	35,988	-60	-0.2	2,479	2,464	-15	-0.6
Unclassified companies	21,834	6,350	-15,484	-70.9	4,946	3,428	-1,518	-30.7
Single location companies	113,577	106,841	-6,736	-5.9	182,724	175,215	-7,509	-4.1
no. employees unknown (2)	21,986	22,484	499	2.3	41,732	47,090	5,358	12.8
1 to 19 employees	39,935	35,139	-4,796	-12.0	92,117	83,801	-8,316	-9.0
20 to 49 employees	18,356	16,946	-1,411	-7.7	26,372	24,159	-2,213	-8.4
50 to 99 employees	10,027	11,064	1,036	10.3	12,395	11,375	-1,020	-8.2
100 to 249 employees	11,434	11,441	7	0.1	7,679	6,798	-881	-11.5
250 to 499 employees	5,843	4,759	-1,084	-18.6	1,656	1,393	-263	-15.9
500 or more employees	5,995	5,008	-987	-16.5	773	599	-174	-22.5
Manufacturers	34,728	33,232	-1,497	-4.3	52,392	50,417	-1,975	-3.8
no. employees unknown (2)	4,260	5,548	1,289	30.2	6,114	7,374	1,260	20.6
1 to 19 employees	3,462	3,083	-379	-10.9	19,018	17,652	-1,366	-7.2
20 to 49 employees	5,003	4,263	-739	-14.8	13,185	12,328	-857	-6.5
50 to 99 employees	5,255	4,881	-374	-7.1	7,732	7,315	-417	-5.4
100 to 249 employees	8,206	7,856	-350	-4.3	5,096	4,645	-451	-8.9
250 to 499 employees	4,184	3,496	-688	-16.4	966	881	-85	-8.8
500 or more employees	4,359	4,104	-255	-5.8	281	222	-59	-21.0
Wholesalers	39,224	35,338	-3,886	-9.9	59,580	56,998	-2,582	-4.3
no. employees unknown (2)	4,634	5,082	447	9.7	10,347	11,239	892	8.6
1 to 19 employees	21,408	18,274	-3,134	-14.6	38,742	36,070	-2,672	-6.9
20 to 49 employees	6,968	5,728	-1,240	-17.8	7,148	6,683	-465	-6.5
50 to 99 employees	3,036	3,316	280	9.2	2,200	2,025	-175	-8.0
100 to 249 employees	1,835	1,916	82	4.5	952	824	-128	-13.4
250 to 499 employees	722	745	23	3.2	147	129	-18	-12.2
500 or more employees	621	277	-344	-55.4	44	28	-16	-36.4
Other companies (3)	31,100	33,840	2,740	8.8	58,986	60,724	1,738	2.9
no. employees unknown (2)	6,812	7,657	846	12.4	16,315	21,948	5,633	34.5
1 to 19 employees	14,061	13,648	-413	-2.9	32,817	29,596	-3,221	-9.8
20 to 49 employees	6,126	6,884	758	12.4	5,547	5,126	-421	-7.6
50 to 99 employees	1,584	2,867	1,282	80.9	2,149	2,018	-131	-6.1
100 to 249 employees	1,132	1,643	511	45.2	1,363	1,316	-47	-3.4
250 to 499 employees	820	517	-302	-36.9	424	379	-45	-10.6
500 or more employees	565	624	59	10.4	371	341	-30	-8.1
Unclassified companies	8,525	4,431	-4,094	-48.0	11,766	7,076	-4,690	-39.9

⁽¹⁾ Known value is defined as the portion of U.S. total exports that could 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 1997 or 1998.

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

Table 2a

Top Companies' Share of the 1998 Export Market
by Company Type

III IIIIIIOIIS OI GOIIGIS. Details IIIa				% of		
	Number		% of	Company	% Change 199	7-1998
	of	Known	Known	Type	Number of	Known
Company Type	Exporters	Value (1)	Value	Value (2)	Exporters	Value
All identified companies	205188	553,644	100.0	100.0	-4	-2.3
Top 4 companies	4	67,245	12.1	12.1	-	23.2
Top 8 companies	8	96,163	17.4	17.4	-	9.8
Top 20 companies	20	138,747	25.1	25.1	-	1.0
Top 50 companies	50	186,592	33.7	33.7	-	-1.2
Top 100 companies	100	230,881	41.7	41.7	-	-1.6
Top 250 companies	250	296,153	53.5	53.5	-	-1.2
Top 500 companies	500	346,443	62.6	62.6	-	-1.2
Top 1000 companies	1000	392,257	70.9	70.9	-	-1.1
Top 2000 companies	2000	434,141	78.4	78.4	-	-1.2
Manufacturers	62523	376,397	68.0	100.0	-1.9	-2.3
Top 4 companies	4	67,026	12.1	17.8	-	22.8
Top 8 companies	8	94,705	17.1	25.2	-	9.3
Top 20 companies	20	130,178	23.5	34.6	-	-0.1
Top 50 companies	50	171,345	30.9	45.5	-	-1.8
Top 100 companies	100	206,549	37.3	54.9	-	-2.8
Top 250 companies	250	253,956	45.9	67.5	-	-3.4
Top 500 companies	500	285,752	51.6	75.9	-	-3.2
Top 1000 companies	1000	313,129	56.6	83.2	-	-2.7
Top 2000 companies	2000	335,579	60.6	89.2	-	-2.5
Wholesalers	63563	81,678	14.8	100.0	-3.7	15.1
Top 4 companies	4	11,748	2.1	14.4	-	81.9
Top 8 companies	8	15,624	2.8	19.1	-	61.3
Top 20 companies	20	22,659	4.1	27.7	-	55.3
Top 50 companies	50	30,223	5.5	37.0	-	49.7
Top 100 companies	100	35,957	6.5	44.0	-	45.2
Top 250 companies	250	44,288	8.0	54.2	-	36.6
Top 500 companies	500	50,902	9.2	62.3	-	30.9
Top 1000 companies	1000	57,611	10.4	70.5	-	26.6
Top 2000 companies	2000	64,156	11.6	78.5	-	23.1
Other companies (3)	68598	84,788	15.3	100.0	2.1	5.6
Top 4 companies	4	10,423	1.9	12.3		13.7
Top 8 companies	8	16,558	3.0	19.5	_	20.7
Top 20 companies	20	24,255	4.4	28.6	_	17.6
Top 50 companies	50	34,450	6.2	40.6	_	14.0
Top 100 companies	100	43,277	7.8	51.0	_	10.9
Top 250 companies	250	54,963	9.9	64.8	_	9.2
Top 500 companies	500	62,972	11.4	74.3	_	7.7
Top 1000 companies	1000	69,664	12.6	82.2	_	7.0
Top 2000 companies	2000	75,059	13.6	88.5	-	6.4
Unclassified companies	10504	10,781	1.9	100.0	-37.1	-64.5
		,		. 30.0	3	3-110

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

⁽²⁾ Percent of company type value is computed relative to the sector's total value, e.g. the top 4 wholesalers account for 14.4 percent of the total value for all wholesalers.

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

Table 2b

Top Companies' Share of the 1997 Export Market
by Company Type

In millions of dollars. Details may not equal totals due to rounding.											
				% of							
	Number		% of	Company							
	of	Known	Known	Туре							
Company Type	Exporters	Value (1)	Value	Value (2)							
All identified companies	213,664	566,821	100.0	100.0							
Top 4 companies	4	54,591	9.6	9.6							
Top 8 companies	8	87,563	15.4	15.4							
Top 20 companies	20	137,367	24.2	24.2							
Top 50 companies	50	188,820	33.3	33.3							
Top 100 companies	100	234,658	41.4	41.4							
Top 250 companies	250	299,881	52.9	52.9							
Top 500 companies	500	350,612	61.9	61.9							
Top 1000 companies	1,000	396,721	70.0	70.0							
Top 2000 companies	2,000	439,278	77.5	77.5							
Manufacturers	63,756	385,240	68.0	100.0							
Top 4 companies	4	54,591	9.6	14.2							
Top 8 companies	8	86,648	15.3	22.5							
Top 20 companies	20	130,286	23.0	33.8							
Top 50 companies	50	174,509	30.8	45.3							
Top 100 companies	100	212,535	37.5	55.2							
Top 250 companies	250	262,896	46.4	68.2							
Top 500 companies	500	295,149	52.1	76.6							
Top 1000 companies	1,000	321,865	56.8	83.5							
Top 2000 companies	2,000	344,283	60.7	89.4							
Wholesalers	66,024	70,947	12.5	100.0							
Top 4 companies	4	6,458	1.1	9.1							
Top 8 companies	8	9,684	1.7	13.6							
Top 20 companies	20	14,589	2.6	20.6							
Top 50 companies	50	20,185	3.6	28.5							
Top 100 companies	100	24,772	4.4	34.9							
Top 250 companies	250	32,416	5.7	45.7							
Top 500 companies	500	38,900	6.9	54.8							
Top 1000 companies	1,000	45,509	8.0	64.1							
Top 2000 companies	2,000	52,102	9.2	73.4							
Other companies (3)	67,172	80,275	14.2	100.0							
Top 4 companies	4	9,168	1.6	11.4							
Top 8 companies	8	13,713	2.4	17.1							
Top 20 companies	20	20,621	3.6	25.7							
Top 50 companies	50	30,216	5.3	37.6							
Top 100 companies	100	39,039	6.9	48.6							
Top 250 companies	250	50,335	8.9	62.7							
Top 500 companies	500	58,492	10.3	72.9							
Top 1000 companies	1,000	65,132	11.5	81.1							
Top 2000 companies	2,000	70,571	12.5	87.9							
1 op 2000 dompanies	2,000	70,571	12.0	01.3							
Unclassified companies	16,712	30,359	5.4	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 9.1 percent of the total value for all wholesalers.

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

Table 3a 1998 Exports to Related Parties by Company Type and Employment Size

In millions of dollars. Details may not equal totals due to rounding.											
			Relati	ed Party Tra	ıde	Nonre	lated Party	Trade	No	nreported	
			710.01							оролош	
		Number		% of	% of Row		% of	% of Row		% of	% of Row
Company Type and	Known	of	Known	Row	Number of	Known	Row	Number of	Known	Row	Number of
Employment Size	Value (1)	Exporters	Value (1)	Value	Exptrs (2)	Value (1)	Value	Exptrs (2)	Value (1)	Value	Exptrs (2)
All identified companies	553,644	205,188	192,059	34.7	16.7	334,955	60.5	93.0	26,630	4.8	22.2
no. employees unknown (3)	32,664	49,474	7,742	23.7	12.6	22,728	69.6	89.6	2,194	6.7	16.2
1 to 19 employees	38,252	86,469	4,792	12.5	11.7	29,051	75.9	92.2	4,409	11.5	19.9
20 to 49 employees	23,139	28,573	2,830	12.2	15.6	18,294	79.1	95.9	2,016	8.7	21.9
50 to 99 employees	18,191	15,774	3,004	16.5	21.1	13,775	75.7	96.4	1,412	7.8	26.2
100 to 249 employees	26,911	12,858 4,953	5,318 4,987	19.8 22.1	30.4	20,082 15,989	74.6 70.8	97.2 97.4	1,511	5.6 7.1	33.5 40.1
250 to 499 employees 500 or more employees	22,581 391,906	7,087	163,386	41.7	41.2 58.2	215,037	54.9	98.1	1,606 13,483	3.4	52.7
Manufacturers	376,397	62,523	143,423	38.1	21.3	219,472	58.3	96.7	13,502	3.6	25.6
no. employees unknown (3)	11,080	8,445	2,643	23.9	17.9	7,770	70.1	94.6	667	6.0	17.2
1 to 19 employees 20 to 49 employees	3,512 4,955	17,929 13,188	456 683	13.0 13.8	9.1 14.1	2,794 3,965	79.6 80.0	95.2 97.2	262 307	7.5 6.2	14.8 21.0
50 to 99 employees	6,269	8,906	684	10.9	20.6	5,242	83.6	97.7	343	5.5	27.1
100 to 249 employees	14,147	7,615	2,439	17.2	32.7	10,939	77.3	98.4	770	5.4	37.1
250 to 499 employees	13,202	2,909	2,461	18.6	46.3	10,036	76.0	98.6	705	5.3	47.4
500 or more employees	323,231	3,531	134,057	41.5	74.7	178,726	55.3	99.5	10,448	3.2	71.1
Wholesalers	81,678	63,563	24,394	29.9	15.9	51,170	62.6	93.6	6,115	7.5	26.1
no. employees unknown (3)	6,277	11,666	1,247	19.9	12.1	4,533	72.2	90.9	498	7.9	20.6
1 to 19 employees	19,237	36,962	1,871	9.7	13.3	14,730	76.6	93.3	2,636	13.7	25.3
20 to 49 employees	7,572	8,101	1,289	17.0	18.8	5,552	73.3	96.3	732	9.7	27.5
50 to 99 employees	6,807	3,303	1,436	21.1	25.5	4,653	68.4	96.5	718	10.6	31.7
100 to 249 employees	7,346	2,177	1,823	24.8	32.9	5,173	70.4	97.7	350	4.8	38.4
250 to 499 employees	4,234	715	434	10.3	41.8	3,594	84.9	98.3	206	4.9	47.0
500 or more employees	30,205	639	16,294	53.9	59.8	12,936	42.8	98.7	975	3.2	60.6
Other companies (4)	84,788	68,598	21,309	25.1	13.4	57,205	67.5	89.7	6,274	7.4	16.3
no. employees unknown (3)	10,407	22,630	2,428	23.3	10.8	7,295	70.1	87.8	684	6.6	13.9
1 to 19 employees	14,230	30,299	1,963	13.8	11.1	10,841	76.2	89.1	1,427	10.0	16.2
20 to 49 employees	9,703	6,074	810	8.3	13.9	8,018	82.6	92.5	876	9.0	17.0
50 to 99 employees 100 to 249 employees	4,408 4,464	2,886 2,630	817 979	18.5 21.9	17.9 22.1	3,292 3,193	74.7 71.5	92.6 93.5	299 293	6.8 6.6	17.8 20.7
250 to 499 employees	4,404	1,274	2,082	41.9	29.4	2,199	44.3	94.3	683	13.8	20.7
500 or more employees	36,612	2,805	12,231	33.4	38.1	22,368	61.1	96.1	2,013	5.5	29.0
Unclassified companies	10,781	10,504	2,932	27.2	15.3	7,109	65.9	89.9	740	6.9	17.4
Multiple location companies	446,803	29,973	175,730	39.3	34.9	253,205	56.7	96.7	17,869	4.0	35.3
no. employees unknown (3)	10,180	2,384	2,316	22.7	32.9	7,199	70.7	95.9	666	6.5	31.0
1 to 19 employees	3,113	2,668	1,023	32.9	17.5	1,809	58.1	94.3	281	9.0	20.3
20 to 49 employees	6,194	4,414	1,199	19.4	18.6	4,293	69.3	95.3	701	11.3	22.8
50 to 99 employees	7,127	4,399	1,545	21.7	22.9	4,862	68.2	96.2	719	10.1	26.4
100 to 249 employees	15,470	6,060	3,662	23.7	31.8	10,912	70.5	97.3	896	5.8	34.7
250 to 499 employees	17,823	3,560	4,098	23.0	43.2	12,368	69.4	97.6	1,357	7.6	41.6
500 or more employees	386,897	6,488	161,886	41.8	60.5	211,762	54.7	98.2	13,249	3.4	54.9
Manufacturers	343,165	12,106	137,350	40.0	47.0	194,111	56.6	98.6	11,704	3.4	47.9
no. employees unknown (3)	5,532	1,071	1,170	21.1	43.5	3,923	70.9	96.9	440	8.0	39.8
1 to 19 employees	429	277	52	12.0	20.6	345	80.4	96.4	33	7.6	23.1
20 to 49 employees	691	860	155	22.4	21.2	478	69.1	97.2	59	8.5	26.3
50 to 99 employees 100 to 249 employees	1,389 6,291	1,591 2,970	139 1,178	10.0 18.7	25.4 36.0	1,188 4,775	85.6 75.9	98.0 98.6	61 338	4.4 5.4	29.3 41.1
250 to 499 employees	9,706	2,028	1,891	19.5	49.2	7,290	75.1	99.0	525	5.4	49.6
500 or more employees	319,127	3,309	132,765	41.6	76.0	176,113	55.2	99.7	10,248	3.2	72.3
Wholosoloro	46 240	6 565	20.206	440	20 5	22 740	E4.2	06.6	2 105	4.7	24.2
Wholesalers no. employees unknown (3)	46,340 1,195	6,565 427	20,396 540	44.0 45.2	28.5 25.1	23,748 620	51.2 51.9	96.6 97.2	2,195	4.7 2.9	34.2 30.7
1 to 19 employees	963	892	298	31.0	19.1	564	58.5	94.6	101	10.5	22.6
20 to 49 employees	1,844	1,418	521	28.3	18.5	1,075	58.3	95.6	248	13.5	26.9
50 to 99 employees	3,491	1,278	935	26.8	22.6	2,152	61.6	95.9	404	11.6	29.3
100 to 249 employees	5,429	1,353	1,552	28.6	32.0	3,605	66.4	97.6	272	5.0	37.5
250 to 499 employees	3,489	586	335	9.6	41.6	2,990	85.7	98.1	165	4.7	46.9
500 or more employees	29,928	611	16,215	54.2	59.9	12,743	42.6	98.9	971	3.2	61.2

See footnotes at end of table.

Table 3a 1998 Exports to Related Parties by Company Type and Employment Size - Continued

THINIOIS OF GOILAIS. Details the	,,											
			Rela	ated Party T	rade	Nonre	lated Party	Trade	ı	Nonreported		
Company Type and Employment Size	Known Value (1)	Number of Exporters	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	
Multiple location companies												
Other companies (4)	50,948	7,874	16,130	31.7	27.7	31,258	61.4	94.3	3,560	7.0	23.0	
no. employees unknown (3)	2,750	682	244	8.9	22.4	2,422	88.1	93.4	84	3.1	18.8	
1 to 19 employees	582	703	187	32.2	14.7	303	52.1	92.0	92	15.7	17.2	
20 to 49 employees	2,819	948	475	16.8	16.0	1,990	70.6	92.4	354	12.6	18.6	
50 to 99 employees	1,541	868	404	26.2	22.0	935	60.7	93.8	202	13.1	17.9	
100 to 249 employees	2,821	1,314	855	30.3	23.3	1,778	63.0	94.2	188	6.7	20.9	
250 to 499 employees	4,446	895	1,863	41.9	30.7	1,927	43.3	94.3	656	14.8	20.7	
500 or more employees	35,988	2,464	12,102	33.6	40.7	21,903	60.9	96.2	1,983	5.5	31.3	
Unclassified companies	6,350	3,428	1,854	29.2	21.1	4,087	64.4	95.7	410	6.4	21.5	
Single location companies	106,841	175,215	16,329	15.3	13.6	81,750	76.5	92.4	8,761	8.2	20.0	
no. employees unknown (3)	22,484	47,090	5,427	24.1	11.6	15,530	69.1	89.3	1,528	6.8	15.5	
1 to 19 employees	35,139	83,801	3,769	10.7	11.5	27,242	77.5	92.1	4,128	11.7	19.8	
' '			1,631			14,001	82.6	96.0	1,314		21.7	
20 to 49 employees	16,946	24,159		9.6	15.0		80.6	96.0	692	7.8	26.1	
50 to 99 employees	11,064	11,375	1,459	13.2	20.4	8,913				6.3		
100 to 249 employees	11,441	6,798	1,656	14.5	29.2	9,170	80.2	97.1	615	5.4	32.5	
250 to 499 employees	4,759	1,393	888	18.7	36.3	3,621	76.1	96.9	249	5.2	36.3	
500 or more employees	5,008	599	1,500	29.9	34.2	3,274	65.4	96.5	234	4.7	29.4	
Manufacturers	33,232	50,417	6,073	18.3	15.1	25,361	76.3	96.2	1,798	5.4	20.2	
no. employees unknown (3)	5,548	7,374	1,474	26.6	14.2	3,848	69.3	94.2	227	4.1	13.9	
1 to 19 employees	3,083	17,652	404	13.1	8.9	2,449	79.4	95.2	229	7.4	14.7	
20 to 49 employees	4,263	12,328	529	12.4	13.6	3,487	81.8	97.2	248	5.8	20.6	
50 to 99 employees	4,881	7,315	545	11.2	19.6	4,054	83.1	97.6	281	5.8	26.6	
100 to 249 employees	7,856	4,645	1,260	16.0	30.5	6,164	78.5	98.2	432	5.5	34.6	
250 to 499 employees	3,496	881	570	16.3	39.8	2,746	78.5	97.7	181	5.2	42.2	
500 or more employees	4,104	222	1,291	31.5	55.0	2,613	63.7	97.3	200	4.9	54.1	
Wholesalers	35,338	56,998	3,998	11.3	14.4	27,421	77.6	93.3	3,919	11.1	25.2	
no. employees unknown (3)	5,082	11,239	706	13.9	11.6	3,912	77.0	90.7	463	9.1	20.2	
1 to 19 employees	18,274	36,070	1,573	8.6	13.2	14,166	77.5	93.2	2,534	13.9	25.4	
20 to 49 employees	5,728	6,683	768	13.4	18.9	4,477	78.2	96.4	484	8.4	27.7	
50 to 99 employees	3,316	2,025	500	15.1	27.3	2,501	75.4	96.9	315	9.5	33.2	
100 to 249 employees	1,916	824	271	14.2	34.5	1,567	81.8	97.9	78	4.1	39.9	
250 to 499 employees	745	129	100	13.4	42.6	604	81.1	99.2	41	5.5	47.3	
500 or more employees	277	28	79	28.7	57.1	193	69.7	96.4	5	1.7	46.4	
Other companies (4)	33,840	60,724	5,180	15.3	11.6	25,947	76.7	89.1	2,714	8.0	15.5	
no. employees unknown (3)	7,657	21,948	2,185	28.5	10.5	4,873	63.6	87.6	599	7.8	13.7	
1 to 19 employees	13,648	29,596	1,776	13.0	11.0	10,537	77.2	89.0	1,335	9.8	16.1	
20 to 49 employees	6,884	5,126	334	4.9	13.5	6,028	87.6	92.6	522	7.6	16.7	
50 to 99 employees	2,867	2,018	413	14.4	16.1	2,357	82.2	92.1	96	3.4	17.7	
100 to 249 employees	1,643	1,316	124	7.5	20.9	1,415	86.1	92.7	104	6.3	20.6	
250 to 499 employees	517	379	219	42.3	26.4	271	52.4	94.2	27	5.3	19.0	
500 or more employees	624	341	129	20.6	19.4	465	74.6	95.9	30	4.8	12.6	
Unclassified companies	4,431	7,076	1,079	24.3	12.4	3,022	68.2	87.1	331	7.5	15.4	

⁽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 1998.

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

Table 3b 1997 Exports to Related Parties by Company Type and Employment Size

			Relate	d Party Tra	de	Nonre	lated Party	Trade	No	nreported	
Company Type and Employment Size	Known Value (1)	Number of Exporters	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
All identified companies	566,821	213,664	190,512	33.6	16.5	344,940	60.9	93.2	31,368	5.5	22.
no. employees unknown (3)	37,577	43,836	7,705	20.5	12.6	27,102	72.1	89.4	2,769	7.4	17.
1 to 19 employees	42,488	94,970	4,753	11.2	11.5	32,580	76.7	92.3	5,155	12.1	20.
20 to 49 employees	24,609	30,869	3,509	14.3	15.4	18,764	76.2	95.8	2,336	9.5	22.
50 to 99 employees	18,173	17,081	3,059	16.8	20.3	13,871	76.3	96.5	1,243	6.8	26.
100 to 249 employees	27,533	14,105	4,940	17.9	29.2	20,649	75.0	97.3	1,944	7.1	32.
250 to 499 employees	24,014	5,460	5,129	21.4	40.3	16,950	70.6	97.1	1,935	8.1	41.
500 or more employees	392,428	7,343	161,417	41.1	56.6	215,024	54.8	97.7	15,986	4.1	52.
Manufacturers	385,240	63,756	148,396	38.5	20.5	221,064	57.4	96.9	15,781	4.1	26.
no. employees unknown (3)	8,113	6,932	1,605	19.8	16.5	5,955	73.4	94.5	554	6.8	18.
1 to 19 employees	3,739	19,279	390	10.4	8.6	3,037	81.2	95.6	312	8.3	15.
20 to 49 employees	5,712	13,964	829	14.5	14.0	4,548	79.6	97.4	336	5.9	21.
50 to 99 employees	6,600	9,176	733	11.1	20.2	5,463	82.8	97.7	404	6.1	27.
100 to 249 employees	14,493	7,915	1,997	13.8	31.4	11,679	80.6	98.6	817	5.6	36.
250 to 499 employees	13,938	2,936	2,682	19.2	46.7	10,462	75.1	99.2	795	5.7	49.
500 or more employees	332,645	3,554	140,161	42.1	72.9	179,921	54.1	99.5	12,563	3.8	71.
Wholesalers	70,947	66,024	14,078	19.8	15.3	50,282	70.9	93.7	6,587	9.3	26.
no. employees unknown (3)	5,043	10,681	551	10.9	11.4	3,896	77.3	90.2	595	11.8	22.
1 to 19 employees	22,347	39,706	2,038	9.1	13.1	17,395	77.8	93.5	2,915	13.0	26.
20 to 49 employees	9,338	8,729	1,815	19.4	18.4	6,599	70.7	96.3	924	9.9	27.
50 to 99 employees	6,181	3,521	1,245	20.1	23.8	4,448	72.0	96.8	488	7.9	32.
100 to 249 employees	7,145	2,215	1,713	24.0	30.2	4,969	69.5	97.5	463	6.5	38.
250 to 499 employees	4,016	660	467	11.6	39.4	3,265	81.3	96.8	284	7.1	46.
500 or more employees	16,876	512	6,249	37.0	55.9	9,709	57.5	98.2	918	5.4	58.
Other companies (4)	80,275	67,172	20,673	25.8	13.8	52,606	65.5	89.5	6,997	8.7	17.
no. employees unknown (3)	8,347	16,819	2,363	28.3	11.8	5,358	64.2	87.0	626	7.5	15.
1 to 19 employees	14,632	33,731	1,896	13.0	11.0	10,979	75.0	89.0	1,756	12.0	16.
20 to 49 employees	8,284	6,590	646	7.8	13.8	6,654	80.3	91.8	984	11.9	17.
50 to 99 employees	4,145	3,114	985	23.8	17.8	2,920	70.4	93.3	240	5.8	18.
100 to 249 employees	3,825	2,709	846	22.1	23.4	2,562	67.0	93.2	417	10.9	21.
250 to 499 employees	4,430	1,359	1,664	37.6	28.3	2,076	46.9	93.2	689	15.6	22.
500 or more employees	36,613	2,850	12,272	33.5	38.2	22,055	60.2	95.6	2,286	6.2	29.
Unclassified companies	30,359	16,712	7,366	24.3	16.7	20,989	69.1	91.5	2,004	6.6	19.
Multiple location companies	453,244	30,940	173,233	38.2	33.8	258,857	57.1	96.6	21,154	4.7	35.0
no. employees unknown (3)	15,591	2,104	2,396	15.4	29.8	12,190	78.2	96.2	1,005	6.4	22.
1 to 19 employees	2,553	2,853	488	19.1	17.1	1,743	68.3	94.3	321	12.6	20.
20 to 49 employees	6,253	4,497	1,325	21.2	18.7	4,139	66.2	95.2	788	12.6	24.
50 to 99 employees	8,145	4,686	1,704	20.9	21.8	5,836	71.6	96.1	605	7.4	28.
100 to 249 employees	16,099	6,426	3,493	21.7	30.9	11,404	70.8	97.3	1,202	7.5	35.
250 to 499 employees 500 or more employees	18,171 386,432	3,804 6,570	4,023 159,804	22.1 41.4	42.4 59.0	12,635 210,909	69.5 54.6	97.1 98.0	1,514 15,719	8.3 4.1	43. 54.
Manufacturers	350,512	11,364	142,973	40.8	47.1	193,790	55.3	98.9	13,749	3.9	49.
no. employees unknown (3)	3,853	818	756	19.6	39.5	2,729	70.8	98.0	368	9.6	32.
1 to 19 employees	277	261	28	10.3	19.2	213	77.0	98.5	35	12.7	22.
20 to 49 employees	710	779	181	25.6	19.6	495	69.8	97.7	33	4.6	26.
50 to 99 employees	1,345	1,444	197	14.6	26.5	1,057	78.6	98.1	92	6.8	32.
100 to 249 employees	6,287	2,819	974	15.5	35.7 49.6	5,001	79.5	98.9 99.4	312	5.0	42. 52
250 to 499 employees 500 or more employees	9,754 328,286	1,970 3,273	2,029 138,807	20.8 42.3	49.6 75.0	7,218 177,077	74.0 53.9	99.4	507 12,402	5.2 3.8	52. 74.
Wholesalers	31,723	6,444	9,667	30.5	25.5	19,937	62.8	96.7	2,119	6.7	32.
no. employees unknown (3) 1 to 19 employees	408 939	334 964	58 235	14.3 25.0	23.1 17.3	337 601	82.5 63.9	96.4 96.0	13 103	3.3 11.0	22. 22.
20 to 49 employees	2,371	1,581	663	28.0	18.3	1,455	61.4	95.8	253	10.7	26.
50 to 99 employees	3,145	1,381	752	23.9	20.4	2,118	67.3	96.9	275	8.7	30.
100 to 249 employees	5,311	1,321	1,476	23.9	30.3	3,459	65.1	96.9	375	7.1	38.
250 to 499 employees	3,294	513	296	9.0	30.3	3,459 2,776	84.3	97.4 97.5	223	6.8	38. 48.
500 or more employees	16,255	468	6,187	38.1	56.0	9,192	56.6	97.5	876	5.4	59.

See footnotes at end of table.

Table 3b 1997 Exports to Related Parties by Company Type and Employment Size - Continued

			Rela	ated Party T	rade	Nonre	lated Party	Trade	N	lonreported	
			- Itoli	atou r urty r	1440	1101110	idiod i diriy	Trado		tom oportou	
Company Type and Employment Size	Known Value (1)	Number of Exporters	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)	Known Value (1)	% of Row Value	% of Row Number of Exptrs (2)
Multiple location companies											
Other companies (4)	49,176	8,186	15,475	31.5	27.4	29,794	60.6	93.7	3,906	7.9	23.1
no. employees unknown (3)	1,535	504	107	6.9	24.0	1,373	89.4	92.7	56	3.6	18.7
1 to 19 employees	570	914	129	22.6	15.5	317	55.6	92.3	124	21.8	14.9
20 to 49 employees	2,158	1,043	290	13.4	17.4	1,451	67.3	91.9	417	19.3	19.3
50 to 99 employees	2,561	965	665	26.0	19.8	1,761	68.8	93.0	135	5.3	20.0
100 to 249 employees	2,693	1,346	723	26.8	24.4	1,658	61.6	93.8	312	11.6	21.4
250 to 499 employees	3,610	935	1,391	38.5	29.6	1,599	44.3	92.6	620	17.2	23.3
500 or more employees	36,048	2,479	12,172	33.8	40.4	21,634	60.0	96.0	2,242	6.2	30.6
Unclassified companies	21,834	4,946	5,118	23.4	24.7	15,336	70.2	95.7	1,380	6.3	27.3
Single location companies	113,577	182,724	17,279	15.2	13.5	86,083	75.8	92.6	10,214	9.0	20.8
no. employees unknown (3)	21,986	41,732	5,309	24.1	11.8	14,912	67.8	89.1	1,765	8.0	17.
1 to 19 employees	39,935	92,117	4,264	10.7	11.3	30,837	77.2	92.2	4,833	12.1	20.
20 to 49 employees	18,356	26,372	2,184	11.9	14.8	14,625	79.7	95.9	1,548	8.4	21.
50 to 99 employees	10,027	12,395	1,355	13.5	19.7	8,034	80.1	96.7	638	6.4	26.
100 to 249 employees	11,434	7,679	1,447	12.7	27.8	9,245	80.9	97.2	742	6.5	30.9
250 to 499 employees	5,843	1,656	1,107	18.9	35.4	4,315	73.8	97.2	421	7.2	34.8
500 or more employees	5,995	773	1,613	26.9	35.4	4,315	68.6	95.6	267	4.5	30.8
Manufacturers	34,728	52,392	5,423	15.6	14.7	27,274	78.5	96.5	2,032	5.9	20.9
	1 '		849	19.9	13.4		7 6.3 75.7	94.0	186	5.9 4.4	16.7
no. employees unknown (3)	4,260	6,114				3,225			276		l -
1 to 19 employees 20 to 49 employees	3,462 5,003	19,018 13,185	361 647	10.4 12.9	8.5 13.6	2,824 4,053	81.6 81.0	95.6 97.4	303	8.0 6.1	14.9 21.0
' '	1		536	10.2	19.0		83.8	97.4		5.9	27.
50 to 99 employees	5,255	7,732				4,406			312		
100 to 249 employees	8,206	5,096	1,023	12.5	28.9	6,678	81.4	98.5	506	6.2	33.3
250 to 499 employees 500 or more employees	4,184 4,359	966 281	652 1,354	15.6 31.1	40.6 48.8	3,244 2,844	77.5 65.2	98.8 99.3	288 161	6.9 3.7	43.0 46.0
Wholesalers		59,580		11.2			77.4	93.4	4,468		26.2
	39,224	10,347	4,411 493	10.6	14.1 11.0	30,345 3,560	76.8	90.0	4,466 581	11.4 12.5	20
no. employees unknown (3)	4,634						78.4				26.:
1 to 19 employees	21,408	38,742	1,802	8.4	13.0	16,794		93.4	2,812	13.1	
20 to 49 employees	6,968	7,148	1,152	16.5	18.4	5,145	73.8	96.4	671	9.6 7.0	27.:
50 to 99 employees	3,036	2,200	493 237	16.2 12.9	25.9	2,330	76.8	96.7 97.6	213		34.
100 to 249 employees	1,835	952			30.1	1,510	82.3		88	4.8	37.
250 to 499 employees 500 or more employees	722 621	147 44	171 63	23.7 10.1	42.9 54.5	490 517	67.8 83.2	94.6 93.2	61 41	8.4 6.7	40.i 52.i
Other companies (4)	31,100	58,986	5,197	16.7	11.9	22,811	73.3	88.9	3,091	9.9	16.
no. employees unknown (3)	6,812	16,315	2,257	33.1	11.4	3,985	58.5	86.8	570	8.4	15.3
1 to 19 employees	14,061	32,817	1,767	12.6	10.8	10,662	75.8	88.9	1,632	11.6	16.1
20 to 49 employees	6,126	5,547	356	5.8	13.1	5,203	84.9	91.8	567	9.2	16.9
50 to 99 employees	1,584	2,149	320	20.2	16.9	1,159	73.2	93.5	104	6.6	17.4
100 to 249 employees	1,132	1,363	123	10.9	22.5	904	79.9	92.7	104	9.2	20.9
250 to 499 employees	820	424	273	33.3	25.2	477	58.2	94.3	70	8.5	21.0
500 or more employees	565	371	100	17.7	24.0	421	74.4	93.5	45	7.9	18.6
Unclassified companies	8,525	11,766	2,248	26.4	13.4	5,653	66.3	89.7	624	7.3	16.

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

⁽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 1997.

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

Table 4a
1998 Exports by Company Type and Employment Size
to Number of Partner Countries

			Number of Countries to Which Company Exports											
			1 Country	I	2-4 Countri	ies	5-9 Coun	ntries	10-24 Cour	ntries	25-49 Cour	ntries	50+ Coun	tries
		Number	%of	%of Row	%of	%of Row	%of	%of Row	%of	%of Row	%of	%of Row	%of	%of Row
Company Type and	Known	of	Row	Number of	Row	Number of	Row	Number of	Row	Number of	Row	Number of	Row	Number of
Employment Size	Value (1)	Exporters	Value	Exporters	Value	Exporters	Value	Exporters	Value	Exporters	Value	Exporters	Value	Exporters
All identified companies	553,644	205,188	5.8	61.6	6.2	23.6	6.4	8.0	12.8	5.0	18.1	1.4	50.8	0.3
no. employees unknown (2)	32,664	49,474	25.1	78.7	15.3	15.0	12.6	3.7	19.2	2.0	20.7	0.5	7.0	0.1
1 to 19 employees	38,252	86,469	30.9	66.2	27.6	24.8	20.4	6.3	14.8	2.4	5.8	0.2	0.6	0.0
20 to 49 employees	23,139	28,573	20.9	52.1	21.4	29.0	14.5	11.8	19.0	6.3	23.4	0.8	0.8	0.0
50 to 99 employees	18,191	15,774	12.9	45.7	17.8	29.5	22.3	12.9	33.4	9.9	12.6	1.9	1.0	0.1
100 to 249 employees	26,911	12,858	8.8	37.9	12.7	29.4	17.6	15.2	34.6	13.4	19.4	3.8	7.0	0.4
250 to 499 employees	22,581	4,953	4.8	31.5	13.1	27.7	14.1	16.2	31.8	16.6	30.9	7.3	5.3	0.7
500 or more employees	391,906	7,087	0.3	24.6	1.1	20.8	2.0	12.6	8.1	19.1	18.1	15.4	70.3	7.6
Manufacturers	376,397	62,523	1.9	47.5	3.1	28.1	3.8	11.8	10.2	8.8	17.6	3.0	63.5	0.8
no. employees unknown (2)	11,080	8,445	13.8	63.1	9.6	22.1	12.6	7.6	22.6	5.6	29.0	1.5	12.5	0.2
1 to 19 employees	3,512	17,929	34.3	61.3	27.1	27.9	16.3	7.9	12.5	2.8	(4) 9.8	0.1	(D)	0.0
20 to 49 employees	4,955	13,188	22.1	49.0	27.3	30.7	21.2	12.7	25.2	7.0	(4) 4.3	0.6	(D)	0.0
50 to 99 employees	6,269	8,906	13.2	41.0	21.8	32.0	21.3	14.0	32.0	10.9	(4) 11.6	2.1	(D)	0.0
100 to 249 employees	14,147	7,615	7.2	30.5	16.6	31.6	20.9	17.5	34.1	15.6	19.2	4.5	1.9	0.2
250 to 499 employees	13,202	2,909	5.0	22.3	11.3	27.7	12.3	18.7	35.9	21.1	33.0	9.5	2.5	0.7
500 or more employees	323,231	3,531	0.3	9.4	0.9	15.9	1.7	14.3	7.0	24.6	16.9	23.6	73.3	12.2
Wholesalers	81,678	63,563	9.9	57.2	13.7	28.3	13.1	8.9	20.0	4.6	20.4	0.9	22.9	0.1
no. employees unknown (2)	6,277	11,666	21.0	72.3	21.0	20.3	19.5	4.8	24.5	2.2	12.6	0.4	1.5	0.0
1 to 19 employees	19,237	36,962	26.1	58.9	33.0	29.9	20.8	7.8	16.9	3.1	2.9	0.3	0.3	0.0
20 to 49 employees	7,572	8,101	11.2	45.4	22.3	32.2	19.0	14.0	28.8	7.3	16.4	1.1	2.4	0.1
50 to 99 employees	6,807	3,303	6.6	41.3	11.1	29.2	29.6	15.7	36.6	11.5	15.4	2.2	0.8	0.2
100 to 249 employees	7,346	2,177	3.7	35.0	6.9	28.8	12.4	16.6	44.6	14.9	25.8	4.3	6.6	0.5
250 to 499 employees	4,234	715	3.4	27.4	6.7	29.4	11.3	17.5	25.9	16.4	47.1	8.4	5.7	1.0
500 or more employees	30,205	639	0.0	17.8	0.9	21.3	2.2	14.1	8.4	22.2	30.2	18.3	58.2	6.3
Other companies (3)	84,788	68,598	17.1	76.4	11.4	16.3	10.7	4.2	16.2	2.4	18.4	0.5	26.2	0.2
no. employees unknown (2)	10,407	22,630	36.2	85.5	18.2	11.0	9.2	2.2	12.5	1.1	19.1	0.2	4.8	0.0
1 to 19 employees	14,230	30,299	37.2	78.1	18.1	16.7	21.8	3.6	13.1	1.5	9.2	0.2	0.7	0.0
20 to 49 employees	9,703	6,074	28.4	67.6	15.2	20.5	7.2	7.4	9.0	3.9	(4) 40.1	0.6	(D)	0.0
50 to 99 employees	4,408	2,886	22.7	63.3	23.2	23.5	12.3	7.0	30.8	5.1	(4) 11.1	1.0	(D)	0.1
100 to 249 employees	4,464	2,630	22.6	59.0	9.8	23.8	18.0	8.4	14.6	6.3	10.2	1.7	24.7	0.7
250 to 499 employees	4,964	1,274	5.7	54.0	23.5	26.9	21.0	9.7	26.5	6.8	12.6	2.0	10.7	0.6
500 or more employees	36,612	2,805	1.1	44.6	3.0	26.5	5.2	10.1	17.4	11.8	19.0	4.7	54.4	2.4
Unclassified companies	10,781	10,504	20.2	76.2	19.3	16.5	10.7	4.3	20.6	2.4	14.8	0.5	14.4	0.1

⁽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 1998.

⁽³⁾ Includes freight forwarders and other transportation services 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.

Table 4b
1997 Exports by Company Type and Employment Size
to Number of Partner Countries

			Number of Countries to Which Company Exports											
			1 Coun	try	2-4 Coun	tries	5-9 Cou	ıntries	10-24 Co	untries	25-49 Cou	untries	50+ Cou	ıntries
		Number	% of	% of Row	% of	% of Row	% of	% of Row	% of	% of Row	% of	% of Row	% of	% of Row
Company Type and	Known	of	Row	Number of	Row	Number of	Row	Number of	Row	Number of	Row	Number of	Row	Number of
Employment Size	Value (1)	Exporters	Value	Exporters	Value	Exporters	Value	Exporters	Value	Exporters	Value	Exporters	Value	Exporters
All identified companies	566,821	213,664	6.2	62.2	6.4	23.4	6.2	7.8	12.8	5.0	18.3	1.3	50.2	0.3
no. employees unknown(2)	37,577	43,836	20.7	77.8	10.4	15.8	6.7	3.8	17.3	2.1	13.3	0.4	31.5	0.1
1 to 19 employees	42,488	94,970	32.4	67.8	27.6	23.7	19.5	6.0	16.0	2.3	3.9	0.2	0.6	0.0
20 to 49 employees	24,609	30,869	21.8	54.0	21.3	27.9	18.0	10.9	20.8	6.4	17.7	0.7	0.5	0.0
50 to 99 employees	18,173	17,081	12.2	47.8	19.4	28.2	18.2	12.7	25.5	9.2	22.8	2.0	1.9	0.1
100 to 249 employees	27,533	14,105	8.9	40.3	15.3	28.7	15.2	14.1	37.9	13.0	17.9	3.6	4.8	0.3
250 to 499 employees	24,014	5,460	5.6	34.0	13.7	27.5	12.8	14.7	32.3	16.3	30.5	6.8	5.1	0.7
500 or more employees	392,428	7,343	0.5	26.7	1.1	20.7	2.4	12.6	7.9	18.0	19.4	14.6	68.7	7.4
Manufacturers	385,240	63,756	2.0	48.5	3.0	27.9	3.3	11.3	9.3	8.6	17.9	2.8	64.4	0.8
no. employees unknown(2)	8,113	6,932	14.5	64.4	10.7	21.8	8.6	7.1	25.8	5.2	26.1	1.3	14.3	0.3
1 to 19 employees	3,739	19,279	34.2	62.2	28.1	27.7	23.9	7.6	10.0	2.4	(4) 3.8	0.1	(D)	0.0
20 to 49 employees	5,712	13,964	24.7	49.8	25.5	30.2	20.0	12.1	24.1	7.2	(4) 5.7	0.6	(D)	0.0
50 to 99 employees	6,600	9,176	14.8	42.6	22.0	30.4	18.8	14.3	30.6	10.5	(4) 13.9	2.2	(D)	0.0
100 to 249 employees	14,493	7,915	8.6	32.3	16.0	31.4	16.5	16.2	36.0	15.6	21.4	4.2	1.6	0.2
250 to 499 employees	13,938	2,936	5.9	22.4	12.7	29.0	10.9	17.0	36.6	21.9	29.3	9.0	4.6	0.7
500 or more employees	332,645	3,554	0.3	10.7	0.8	16.8	1.5	13.6	5.9	23.7	17.5	23.0	73.9	12.3
Wholesalers	70,947	66,024	13.3	58.2	18.2	27.7	14.9	8.6	23.4	4.5	20.2	0.8	10.0	0.1
no. employees unknown(2)	5,043	10,681	28.7	72.4	23.0	20.7	10.5	4.5	24.0	2.1	11.1	0.3	2.6	0.0
1 to 19 employees	22,347	39,706	26.5	60.0	32.4	28.9	19.4	7.7	17.6	3.1	3.6	0.3	0.4	0.0
20 to 49 employees	9,338	8,729	11.3	48.4	23.2	30.4	23.0	12.9	24.8	7.1	16.9	1.1	0.8	0.0
50 to 99 employees	6,181	3,521	8.6	43.0	18.3	29.4	24.2	14.5	27.2	10.7	18.4	2.2	3.2	0.2
100 to 249 employees	7,145	2,215	3.7	38.1	9.6	29.0	14.4	15.0	52.3	13.5	(4) 20.0	3.8	(D)	0.5
250 to 499 employees	4,016	660	4.3	30.0	7.2	28.6	11.2	15.3	30.5	18.3	(4) 46.8	7.3	(D)	0.5
500 or more employees	16,876	512	0.1	19.1	1.3	21.5	3.5	18.0	14.7	21.1	44.2	16.0	36.1	4.3
Other companies (3)	80,275	67,172	16.4	76.9	11.7	16.0	11.2	4.1	18.9	2.3	19.4	0.5	22.4	0.2
no. employees unknown(2)	8,347	16,819	35.2	85.0	14.5	11.4	5.1	2.3	18.5	1.1	19.1	0.3	7.7	0.1
1 to 19 employees	14,632	33,731	40.3	80.0	20.2	15.3	19.4	3.2	15.6	1.3	3.8	0.1	0.8	0.0
20 to 49 employees	8,284	6,590	29.3	69.6	16.4	19.9	11.6	6.2	13.6	3.9	(4) 29.1	0.5	(D)	0.0
50 to 99 employees	4,145	3,114	14.8	65.8	18.5	21.7	8.1	6.7	15.5	4.7	(4) 43.1	1.1	(D)	0.1
100 to 249 employees	3,825	2,709	14.2	60.0	26.4	23.3	12.1	8.0	17.0	6.3	11.4	1.7	18.9	0.5
250 to 499 employees	4,430	1,359	4.6	57.7	23.9	25.3	18.9	9.1	22.3	5.4	21.8	1.9	8.4	0.7
500 or more employees	36,613	2,850	1.6	46.1	2.9	25.4	8.6	10.2	21.7	10.9	21.5	4.8	43.7	2.5
Unclassified companies	30,359	16,712	15.0	70.7	6.9	18.2	8.5	6.1	15.4	3.9	16.0	1.0	38.2	0.2

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

⁽²⁾ Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 1997.

⁽³⁾ Includes freight forwarders and other transportation services 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) supressed to avoid disclosure.

Table 5a 1998 Exports by Company Employment Size to World Areas and Selected Countries

Countries Coun					link emi	oloyees (2)	1-19 em	nlovees	20-49 er	nployees	50-99 er	nployees	100-249 e	mnlovees	250-499 e	mnlovees	500+ em	nlovees
Destalland Marco	Country of		Known	Number of		, ,		,										
All countries 682,138 \$53,644 205,881 32,664 49,474 38,252 68,669 23,139 25,773 18,191 17,774 22,971 12,858 22,878 4,703 34,006 6,854 6,	•	Value																
Camada				•						•								
Mescoc	Top 25 countries	587,492	478,382	182,505	27,788	42,573	30,033	75,040	19,484	26,394	15,298	14,740	22,724	12,174	19,022	4,730	344,034	6,854
Mescoc	•	· '	1	,	· ·	,	•	· ·	,	1	· '	,	•	1	'	, ,	•	,
Dried Unique 1,000 2,000 1,000					,					,								
Cemmany Cemm	Japan	57,888	51,097	26,752	2,083	4,039	3,481	8,807	1,949	3,942	2,489		2,976	2,827	2,255	1,393	35,864	3,002
Netherlands	United Kingdom	39,070	32,397	34,466	1,826	4,519	1,370	10,463	1,035	5,897	1,102				1,295		24,222	
Tawken 17,28 15,427 16,862 896 2,097 464 4,404 546 567 2,119 10,14 11,867 813 17,702 11,193 32,18 424 2,006 899 2,106 616 11,600 11,861 1,953 11,953 10,950 1,751 13,954 11,953 10,950 1,751 13,954 11,953 10,950 1,751 13,954 11,953 10,950 1,751 13,954 11,955 11,955 1,757 13,954 11,955 11,95	Germany	26,642	23,146	23,690	1,130	3,031	1,318	7,005	749	4,008	596	2,707	1,270	2,755	1,117	1,325	16,967	2,859
France (17,728 15,427 18,862 896 2,097 464 4,404 546 2,772 324 2,006 699 2,105 616 1,060 11,881 2,418 860 2,105 15,79 13,05 13,548 13,558 382 1,683 3,161 1,162 1,109 3,161 1,162 1,109 1,167 1,171	Netherlands				_							,					,	
Republic of Korea 16,538 14,101 11,867 913 1,762 11,09 3,218 445 1,571 515 1,240 927 1,370 581 753 9,611 1,953 1,953 1,953 1,953 1,955 1,956 1																		
Singapore 15,673 13,548 13,558 382 1,683 482 3,316 242 2,045 259 1,779 430 1,801 451 926 11,303 2,208 1,801 14,258 12,721 10,1025 1,088 1,453 1,153 1,154 1,152 1,088 1,153 1,154 1,152 1,088 1,153 1,154 1,152 1,088 1,153 1,154 1,152 1,088 1,153 1,154 1,152 1,088 1,153 1,154 1,152 1,088 1,153 1,154 1,152 1,088 1,154 1,152 1,088 1,154 1,152 1,088 1,154 1,152 1,088 1,154																		
Brazil 15.167 12.574 12.587 12.587 12.587 12.588 12.481 12.588 12.781 12.588 12.781 12.588 12.781 12.588 12.781 12.588 12.781 12.588 12.781 12.588 1																	,	
China 14,286 12,721 10,295 10,295 10,596 14,453 910 2,990 360 1,262 299 937 411 1,157 301 621 9,392 1,815 1,815 1,916 1,91	= '			·														
Belgium																		
Horig Korg 12,923 10,966 17,359 648 2,326 1,121 5,295 901 2,521 5,990 1,830 607 1,967 373 1,101 6,806 2,410																		
Austrialia 11,929 9,009 19,981 886 2,295 382 4,881 229 3,200 273 2,285 411 2,495 515 1,186 6,811 2,635 139 1,144 1,245 1,145	3																	
Saudi Arabia 10,525 7,643 5,785 319 783 374 1,486 211 696 65 543 558 671 126 391 5,990 1,213	0 0																	
Istaly 9,027 7,788 14,296 479 1,684 606 3,941 468 2,433 323 1,649 399 1,714 432 866 5,061 2,099 Malaysia 8,853 8,853 8,851 6,240 299 713 140 1,281 120 794 155 693 218 899 240 456 7,190 1,434 Switzerland 6,677 5,466 9,966 207 1,201 1,115 2,445 984 1,568 765 1,089 270 1,145 195 593 3,309 1,590 Israel 6,676 5,965 5,522 221 666 191 1,163 156 1171 183 304 469 2,417 1,585 Argentina 5,585 4,655 8,836 393 1,174 390 2,254 165 1,073 193 879 176 1,041 193 2,417 1,585 1,692 4,9			· ·	· ·		, i		· '		· ·		,	558	· ·		· ·	,	· ·
Malaysia 8,953 8,271 6,240 209 713 140 1,281 120 794 155 693 218 669 240 456 7,190 1,434 8,946 8,956 5,955 5,755 1,098 798 2,433 394 1,568 765 1,089 270 1,145 155 593 3,309 1,731 1,7																		
Switzerland 6,977 5,466 9,966 207 1,108 798 2,435 394 1,568 765 1,099 270 1,145 195 593 3,309 1,590								- , -									- ,	
Philippines			6,306	9,516	575	1,098	798		394	1,568		1,089	270	1,145	195	593	3,309	
Venezuela 6,520 4,760 8,863 558 1,430 803 2,741 261 9.29 220 716 171 813 304 469 2,417 1,585 1,691 1,767 1,7	Israel	6,977	5,466	9,966	207	1,201	1,115	2,445	981	1,506	115	1,170	180	1,241	619	672	2,249	1,731
Argentina freland frel	Philippines	6,736	5,965	5,522	251	696	191	1,263	157	671	78	516	194	664	138	364	4,956	1,348
Ireland 5,653 4,913 6,711 258 748 246 1,325 241 1,325 345 1,281 241 485 3,690 1,382 3,891 3,991 3,891 3,991 3,891 3,991 3,891 3,991 3,891 3,991 3,891 3,991 3,891 3,991	Venezuela																	
Spain 5,465 4,370 9,958 294 1,169 373 2,420 231 1,526 142 1,205 345 1,281 241 639 2,743 1,718 All other countries 94,645 75,262 67,433 4,877 12,516 8,219 26,220 3,655 9,871 2,893 6,113 4,187 5,680 3,560 2,525 47,872 4,508 North America 235,614 179,523 113,366 11,532 25,796 10,863 40,455 7,937 17,531 5,408 10,423 8,211 9,382 6,412 3,855 129,160 5,924 Western Europe 163,019 138,180 71,115 7,507 11,220 7,438 26,609 5,238 11,822 4,582 7,355 7,126 6,609 6,149 2,785 100,149 38 1 2,785 10,161 2,785 100,149 38 1,21 4,615 4,615 4,615 4,948 2,881																		
All other countries 94,645 75,262 67,433 4,877 12,516 8,219 26,220 3,655 9,871 2,893 6,113 4,187 5,680 3,560 2,525 47,872 4,508 North America 235,614 179,523 113,366 11,532 25,796 10,863 40,455 7,937 17,531 5,408 10,423 8,211 9,382 6,412 3,855 129,160 5,924 10,100 149,470 126,604 67,330 6,699 10,469 1,490 1,																		
North America 235,614 179,523 113,366 11,532 25,796 10,863 40,455 7,937 17,531 5,408 10,423 8,211 9,382 6,412 3,855 129,160 5,924 163,019 138,160 71,115 7,507 11,220 7,438 26,609 5,238 11,822 7,355 7,126 6,609 6,149 2,785 100,120 4,715 11,000 10,4	·	1		· ·		,											,	· ·
Western Europe 163,019 138,160 71,115 7,507 11,220 7,438 26,609 5,238 11,822 4,582 7,355 7,126 6,609 6,149 2,785 100,120 4,715 European Union 126,604 67,330 6,699 10,469 5,996 24,803 4,661 11,265 3,642 7,079 6,586 6,388 5,599 2,711 93,421 4,615 European Free Trade Assn. 9,204 7,830 13,248 669 1,580 912 3,481 493 2,228 821 1,504 390 1,615 552 4,056 1,570 Former Soviet Republics 4,961 3,922 4,428 268 734 593 1,274 110 475 122 398 122 416 54 241 2,653 890 OECD - Europe 162,204 137,507 70,680 7,479 11,132 7,378 26,382 5,217 11,762 4,568 7,255 5,897 <th></th> <th></th> <th></th> <th>· '</th> <th>,</th> <th>· ·</th> <th>,</th> <th></th> <th>,</th> <th></th> <th>·</th> <th></th> <th>•</th> <th></th> <th></th> <th>· ·</th> <th>,</th> <th></th>				· '	,	· ·	,		,		·		•			· ·	,	
European Union 149,470 126,604 67,330 6,699 10,469 5,996 24,803 4,661 11,265 3,642 7,079 6,586 6,388 5,599 2,711 93,421 4,615 European Free Trade Assn. 9,204 7,830 13,248 669 1,580 912 3,481 493 2,228 821 1,504 390 1,618 278 790 4,267 European Free Trade Assn. 7,474 5,990 9,213 369 1,374 825 2,596 110 1,243 189 914 220 964 151 552 4,056 1,570 Former Soviet Republics 4,961 3,922 4,428 268 734 593 1,274 110 475 122 398 122 416 54 241 2,653 890 OECD - Europe 162,204 137,507 70,680 7,479 11,132 7,378 26,382 5,217 11,762 4,558 7,331 7,082 6,592 6,125 2,776 99,659 4,705 Pacific Rim Countries 167,466 144,980 65,661 7,339 11,223 9,099 25,183 5,091 10,183 5,279 6,265 7,255 5,897 5,857 2,562 105,060 4,348 Asia - Near East 23,616 17,567 19,030 716 2,715 1,851 5,609 1,440 2,863 311 2,091 965 3,799 2,870 3,751 2,235 1,791 38,270 3,348 Asia - South 4,801 3,990 8,193 307 1,062 349 2,018 304 1,130 87 846 264 986 372 545 2,308 1,606 ASEAN 39,010 34,524 21,817 1,162 2,958 1,117 6,159 835 3,417 737 2,489 1,037 2,666 1,101 1,296 28,535 2,832 South/Central America 63,435 49,312 46,150 4,184 8,846 6,556 17,219 2,207 6,167 1,951 4,128 2,234 4,064 2,181 1,922 30,000 3,804 Cent. Am. Common Market 8,415 6,562 10,987 494 1,835 822 3,629 256 1,222 347 907 403 1,055 244 573 3,996 1,766 LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994 LAFTA 120,807 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994 LAFTA 120,807 98,345 50,153 5,988 9,503 9,853																		
European Free Trade Assn. 9,204 7,830 13,248 669 1,580 912 3,481 493 2,228 821 1,504 390 1,618 278 790 4,267 2,047 Eastern Europe 7,474 5,990 9,213 369 1,374 825 2,596 180 1,243 189 914 220 964 151 552 4,056 1,570 1,																		
Eastern Europe 7,474 5,990 9,213 369 1,374 825 2,596 180 1,243 189 914 220 964 151 552 4,056 1,570 Former Soviet Republics 4,961 3,922 4,428 268 734 593 1,274 110 475 122 398 122 416 54 241 2,653 890 OECD - Europe 162,204 137,507 70,680 7,479 11,132 7,378 26,382 5,217 11,762 4,568 7,331 7,082 6,592 6,125 2,776 99,659 4,705 Asia - Near East 23,616 17,567 19,030 716 2,715 1,851 5,609 1,440 2,863 311 2,091 965 2,140 897 1,117 11,386 2,495 Asia - NICS 63,297 53,761 36,885 2,640 5,777 3,786 12,745 2,095 5,674 1,865 3,799 2,870 3,751 2,235 1,791 38,270 3,348 Asia - South 4,801 3,990 8,193 307 1,062 349 2,018 304 1,130 87 846 264 986 372 2,489 1,037 2,666 1,101 1,296 28,535 2,832 South/Central America 63,435 49,312 46,150 4,184 56,857 6,990 11,204 11,426 20,986 6,585 7,919 4,024 5,114 4,901 5,122 3,813 2,324 7,2028 1,786					-,	-,	-,				- , -	,		-,			,	,
OECD - Europe 162,204 137,507 70,680 7,479 11,132 7,378 20,382 5,217 11,762 4,568 7,331 7,082 6,592 6,125 2,776 99,659 4,705 Pacific Rim Countries 167,466 144,980 65,661 7,339 11,223 9,099 25,183 5,091 10,183 5,279 6,265 7,255 5,887 5,887 2,562 105,060 4,348 Asia - Near East 23,616 17,567 19,030 716 2,715 1,851 5,609 1,440 2,863 311 2,091 965 2,140 897 1,117 11,386 2,495 Asia - NICS 63,297 53,761 36,885 2,640 5,777 3,786 12,745 2,095 5,674 1,865 3,799 2,870 3,751 2,235 1,791 38,270 3,348 Asia - South 4,801 3,990 8,193 307 1,062 349 2,018 304 1,130 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>																		
OECD - Europe 162,204 137,507 70,680 7,479 11,132 7,378 20,382 5,217 11,762 4,568 7,331 7,082 6,592 6,125 2,776 99,659 4,705 Pacific Rim Countries 167,466 144,980 65,661 7,339 11,223 9,099 25,183 5,091 10,183 5,279 6,265 7,255 5,887 5,887 2,562 105,060 4,348 Asia - Near East 23,616 17,567 19,030 716 2,715 1,851 5,609 1,440 2,863 311 2,091 965 2,140 897 1,117 11,386 2,495 Asia - NICS 63,297 53,761 36,885 2,640 5,777 3,786 12,745 2,095 5,674 1,865 3,799 2,870 3,751 2,235 1,791 38,270 3,348 Asia - South 4,801 3,990 8,193 307 1,062 349 2,018 304 1,130 <td< td=""><td>Former Soviet Republics</td><td>4.961</td><td>3.922</td><td>4.428</td><td>268</td><td>734</td><td>593</td><td>1.274</td><td>110</td><td>475</td><td>122</td><td>398</td><td>122</td><td>416</td><td>54</td><td>241</td><td>2.653</td><td>890</td></td<>	Former Soviet Republics	4.961	3.922	4.428	268	734	593	1.274	110	475	122	398	122	416	54	241	2.653	890
Asia - Near East 23,616 17,567 19,030 716 2,715 1,851 5,609 1,440 2,863 311 2,091 965 2,140 897 1,117 11,386 2,495 Asia - NICS 63,297 53,761 36,885 2,640 5,777 3,786 12,745 2,095 5,674 1,865 3,799 2,870 3,751 2,235 1,791 38,270 3,348 Asia - South Asia - South 39,010 34,524 21,817 1,162 2,958 1,117 6,159 835 3,417 737 2,489 1,037 2,666 1,101 1,296 28,535 2,832 South/Central America 63,435 49,312 46,150 4,184 8,846 6,556 17,219 2,207 6,167 1,951 4,128 2,234 4,064 2,181 1,922 30,000 3,804 South/Central Amer. Republics 135,593 109,684 56,857 6,909 11,204 11,426 20,986 6,585 7,919 4,024 4,064 2,181 1,922 30,000 3,804 Cent. Am. Common Market 8,415 6,562 10,987 494 1,835 822 3,629 256 1,222 347 907 403 1,055 244 573 3,996 1,766 LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994					7,479	11,132	7,378		5,217	11,762			7,082	6,592	6,125			
Asia - NICS 63,297 53,761 36,885 2,640 5,777 3,786 12,745 2,095 5,674 1,865 3,799 2,870 3,751 2,235 1,791 38,270 3,348 Asia - South Asia - South 4,801 3,990 8,193 307 1,062 349 2,018 304 1,130 87 846 264 986 372 545 2,308 1,606 ASEAN 39,010 34,524 21,817 1,162 2,958 1,117 6,159 835 3,417 737 2,489 1,037 2,666 1,101 1,296 28,535 2,832 South/Central America 63,435 49,312 46,150 4,184 8,846 6,556 17,219 2,207 6,167 1,951 4,128 2,234 4,064 2,181 1,922 30,000 3,804 20 Latin Amer. Republics 135,593 109,684 56,857 6,909 11,204 11,426 20,986 6,585 7,919 4,024 5,114 4,901 5,122 3,813 2,324 72,028 4,188 Cent. Am. Common Market 8,415 6,562 10,987 494 1,835 822 3,629 256 1,222 347 907 403 1,055 244 573 3,996 1,766 LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994																		
Asia - South					_						-							
ASEAN 39,010 34,524 21,817 1,162 2,958 1,117 6,159 835 3,417 737 2,489 1,037 2,666 1,101 1,296 28,535 2,832 South/Central America 63,435 49,312 46,150 4,184 8,846 6,556 17,219 2,207 6,167 1,951 4,128 2,234 4,064 2,181 1,922 30,000 3,804 20 Latin Amer. Republics 135,593 109,684 56,857 6,909 11,204 11,426 20,986 6,585 7,919 4,024 5,114 4,901 5,122 3,813 2,324 72,028 4,188 Cent. Am. Common Market 8,415 6,562 10,987 494 1,835 822 3,629 256 1,222 347 907 403 1,055 244 573 3,996 1,766 LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994	Asia - NICS	63,297	53,761	36,885	2,640	5,777	3,786	12,745	2,095	5,674	1,865	3,799	2,870	3,751	2,235	1,791	38,270	3,348
South/Central America 63,435 49,312 46,150 4,184 8,846 6,556 17,219 2,207 6,167 1,951 4,128 2,234 4,064 2,181 1,922 30,000 3,804 20 Latin Amer. Republics 135,593 109,684 56,857 6,909 11,204 11,426 20,986 6,585 7,919 4,024 5,114 4,901 5,122 3,813 2,324 72,028 4,188 Cent. Am. Common Market 8,415 6,562 10,987 494 1,835 822 3,629 256 1,222 347 907 403 1,055 244 573 3,996 1,766 LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994										,			-		_			
20 Latin Amer. Republics Cent. Am. Common Market LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,115 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994																		
Cent. Am. Common Market 8,415 6,562 10,987 494 1,835 822 3,629 256 1,222 347 907 403 1,055 244 573 3,996 1,766 LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994												,						
LAFTA 120,897 98,345 50,153 5,988 9,503 9,853 17,993 6,057 7,135 3,527 4,637 4,205 4,723 3,271 2,168 65,444 3,994	•				,								,					
						· ·												
.0.090 ב-172.17 (ב-2.74 ב-2.00) ב-170.11 ב-2.47 ב-170.00 ב-2.000 ב-170.00 ב-2.000 ב-2.					,	, ,	,		,		· '		,				,	
OPEC 25,177 18,685 18,768 1,230 3,040 1,674 6,104 845 2,455 520 1,808 1,028 1,884 682 1,017 12,706 2,460																		

⁽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 1998.

Table 5b 1997 Exports by Company Employment Size to World Areas and Selected Countries

				Unk. emr	oloyees (2)	1-19 en	nployees	20-49 €	employees	50-99 e	mployees	100-249	employees	250-499	employees	500+ en	nployees
Country of		Known	Number of	Known	Number of	Known	Number of	Known	Number of	Known	Number of	Known	Number of	Known	Number of	Known	Number of
Destination	Value	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters	Value (1)	Exporters
All countries	689,183	566,821	213,664	37,577	43,836	42,488	94,970	24,609	30,869	18,173	17,081	27,533	14,105	24,014	5,460	392,428	7,343
Top 25 countries	592,987	489,801	191,636	30,072	37,636	33,508	83,587	21,404	28,595	14,984	16,087	23,364	13,398	20,670	5,226	345,799	7,107
Canada	151,451	121,304	108,236	6,111	18,112	6,481	41,594	4,906	18,157	3,503	10,811	6,351	9,651	5,165	3,970	88,788	5,941
Mexico	71,378	53,441	28,251	3,618	4,087	5,184	8,948	4,033	4,218	1,156	2,955	1,597	3,249	1,426	1,551	36,428	3,243
Japan United Kingdom	65,673 36,435	58,058 30,755	28,654 33,129	2,870 2,463	4,097 3,924	4,226 1,315	9,725 10,047	2,617 884	4,252 5,793	2,648 909	2,996 3,968	3,366 1,546	3,055 4,098	2,781 1,413	1,485 1,869	39,551 22,225	3,044 3,430
Republic of Korea	25,067	21,277	15,799	1,223	2,044	2,237	4,688	781	2,232	781	1,754	1,506	1,902	1,034	953	13,714	2,226
Germany	24,467	21,206	23,902	1,496	2,786	1,392	7,284	527	4,021	719	2,772	1,131	2,896	1,250	1,390	14,691	2,753
Taiwan	20,388	16,285	16,150	788	2,021	1,239	4,817	538	2,415	647	1,783	1,041	1,915	885	975	11,148	2,224
Netherlands	19,822	17,353	13,658	1,273	1,557	574	3,348	229	2,213	398	1,584	595	1,880	552	928	13,731	2,148
Singapore France	17,727 15,982	15,322 13,921	15,774 16,670	632 872	1,787 1,854	501 519	4,199 4,343	322 462	2,463 2,819	335 303	1,869 2,017	522 649	2,055 2,156	611 623	1,076 1,077	12,399 10,494	2,325 2,404
Brazil	15,912	13,341	12,146	979	1,661	1,621	3,503	579	1,532	267	1,231	367	1,396	523	817	9,005	2,006
Hong Kong	15,115	12,953	17,883	973	2,255	1,354	5,572	1,066	2,634	599	1,940	645	2,016	595	1,049	7,721	2,417
Belgium	13,431	11,779	8,860	667	980	422	2,074	654	1,290	133	1,002	487	1,209	429	623	8,986	1,682
China	12,805	10,696	9,339	1,211	1,245	972	2,726	372 297	1,152	348	856	338	1,066	513	572	6,942	1,722 2,664
Australia	12,041	9,931	20,154	622	2,197	439	5,446		3,403	317	2,490	444	2,666	556	1,288	7,256	·
Malaysia Italy	10,828 8,973	9,567 7,706	7,629 13,898	242 515	771 1,451	254 557	1,781 3,811	147 446	1,015 2,297	223 356	863 1,666	311 368	1,025 1,736	321 372	571 886	8,070 5,092	1,603 2,051
Saudi Arabia	8,451	5,404	5,764	456	719	479	1,537	126	651	106	532	430	695	118	388	3,689	1,242
Switzerland	8,306	6,873	9,366	377	951	421	2,436	574	1,533	246	1,076	318	1,188	162	634	4,776	1,548
Philippines	7,427	6,493	6,536	299	768	413	1,612	144	816	112	640	347	806	196	430	4,982	1,464
Thailand	7,357	6,605	7,553	499	786	335	1,626	244	1,069	246	842	203	1,059	203	573	4,875	1,598
Venezuela Israel	6,607 5,992	5,163 5.113	8,273 9.778	930 190	1,196 1,058	779 993	2,642 2,377	237 860	876 1,493	171 98	682 1,113	160 177	838 1,331	112 509	491 695	2,774 2,286	1,548 1,711
Argentina	5,808	4,639	8,960	387	1,036	453	2,377	166	1,493	137	932	166	1,087	149	650	3,182	1,711
Spain	5,544	4,614	9,484	379	956	348	2,310	194	1,441	226	1,159	302	1,277	173	622	2,991	1,719
All other countries	96,195	77,020	68,212	7,504	11,390	8,980	26,871	3,205	10,257	3,188	6,398	4,169	6,077	3,344	2,712	46,629	4,507
North America	222,829	174,746	123,115	9,729	21,529	11,664	48,235	8,938	20,215	4,659	11,978	7,948	10,606	6,591	4,295	125,216	6,257
Western Europe	155,416	132,686 120,867	69,700 65,989	9,453	10,123 9,419	7,057 5,896	26,263 24,429	4,518 3,817	11,716	4,207 3,719	7,243 6,978	6,545 5,988	6,834 6,629	6,003 5,514	2,912 2,817	94,905 87,193	4,609 4,516
European Union European Free Trade Assn	140,803 10,218	8,352	12,990	8,739 506	1,364	612	3,513	634	11,201 2,155	300	1,506	424	1,657	239	831	5,636	1,964
Eastern Europe	7,722	6,498	9,153	884	1,342	872	2,647	194	1,189	144	925	340	999	261	533	3,803	1,518
Former Soviet Republics	5,030	4,175	4,659	700	780	640	1,394	112	486	96	421	197	452	165	242	2,265	884
OECD - Europe	154,582	132,080	69,285	9,419	10,042	6,993	26,045	4,502	11,665	4,180	7,223	6,505	6,811	5,982	2,901	94,499	4,598
Pacific Rim Countries Asia - Near East	193,924 20,922	166,231 15,293	70,768 18,594	9,177 1,042	11,304 2,388	12,013 1,901	28,183 5,527	6,595 1,286	10,898 2,846	6,389 336	6,776 1,996	8,785 833	6,381 2,266	7,797 755	2,785 1,116	115,476 9,140	4,441 2,455
Asia - Near East Asia - NICS	78,299	65,840	40,959	3,617	5,938	5,332	14,778	2,707	6,349	2,362	4,288	3,714	4,177	3,125	1,116	44,982	3,499
Asia - South	5,302	4,557	8,106	329	927	505	2,143	239	1,065	144	897	471	990	269	526	2,601	1,558
ASEAN	48,050	41,889	25,682	1,877	3,191	1,769	7,856	1,103	4,144	1,237	2,947	1,520	3,106	1,564	1,490	32,819	2,948
South/Central America	63,034	50,623	45,293	5,748	7,725	7,042	17,459	2,252	6,124	1,743	4,108	1,876	4,112	1,756	2,038	30,207	3,727
20 Latin Amer. Republics	127,945	99,420	54,966	8,706	9,534	11,412	20,905	6,094	7,788	2,612	5,146	3,277	5,105	2,995	2,385	64,324	4,103
Cent. Am. Common Market	· '	6,129	10,291	965	1,555	726	3,521	225	1,146	274	830	301	985	196	579	3,441	1,675
LAFTA NATO Allies	114,518 285,923	88,504 236,485	48,723 145,276	7,057 14,436	8,131 25,753	9,855 12,578	18,053 58,836	5,632 8,556	7,014 23,688	2,209 7,045	4,680 13,767	2,710 11,852	4,733 11,862	2,625 10,475	2,194 4,710	58,417 171,541	3,918 6,660
OPEC	25,626	19,026	19,050	2,123		1,941	6,351	890	2,536	738	1,789	953	2,068	565	1,063		2,506

⁽¹⁾ Known value is defined as the portion of U.S. total exports that could be matched to specified 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 1997.

Table 5c
Percent Change Between 1997 and 1998 Exports
to World Areas and Selected Countries

Country of	Total	Value		Value (1)	Number of	Exporters
Country of Destination	Net Change	% Change	Net Change	% Change	Net Change	% Change
All countries	-7,045	-1.0	-13,177	-2.3	-8,476	-4.0
Top 25 countries	-5,495	-0.9	-11,419	-2.3	-9,131	-4.8
Canada	5,153	3.4	-6,804	-5.6	-11,495	-10.6
Mexico	7,632	10.7	11,582	21.7	1,624	5.7
Japan	-7,785	-11.9	-6,962	-12.0	-1,902	-6.6
United Kingdom Germany	2,635 2,175	7.2 8.9	1,642 1,940	5.3 9.1	1,337 -212	4.0 -0.9
Commany	2,170	0.0	1,010	0.1		0.0
Netherlands	-818	-4.1	-1,184	-6.8	440	3.2
Taiwan France	-2,231 1,746	-10.9 10.9	-1,139 1,505	-7.0 10.8	-519 192	-3.2 1.2
Republic of Korea	-8,528	-34.0	-7,176	-33.7	-3,932	-24.9
Singapore	-2,054	-11.6	-1,774	-11.6	-2,216	-14.0
Dun -il	755	4.7	707	5 0	0.5	0.0
Brazil China	-755 1,453	-4.7 11.3	-767 2,025	-5.8 18.9	-95 896	-0.8 9.6
Belgium	487	3.6	164	1.4	173	2.0
Hong Kong	-2,191	-14.5	-1,987	-15.3	-524	-2.9
Australia	-111	-0.9	-423	-4.3	-1,173	-5.8
Saudi Arabia	2,074	24.5	2,239	41.4	21	0.4
Italy	54	0.6	62	0.8	398	2.9
Malaysia	-1,875	-17.3	-1,296	-13.5	-1,389	-18.2
Switzerland	-1,055	-12.7	-567	-8.3	150	1.6
Israel	985	16.4	353	6.9	188	1.9
Philippines	-691	-9.3	-528	-8.1	-1,014	-15.5
Venezuela	-88	-1.3	-403	-7.8	410	5.0
Argentina Ireland	77 1,012	1.3 21.8	16 893	0.3 22.2	-124 262	-1.4 4.1
Spain	-79	-1.4	-244	-5.3	474	5.0
All other countries	-1,550	-1.6	-1,758	-2.3	-779	-1.1
North America	12,785	5.7	4,778	2.7	-9,749	-7.9
Western Europe	7,604	4.9	5,473	4.1	1,415	2.0
European Union	8,667	6.2	5,738	4.7	1,341	2.0
European Free Trade Assn.	-1,014	-9.9	-522	-6.3	258	2.0
Eastern Europe	-247	-3.2	-509	-7.8	60	0.7
Former Soviet Republics	-68	-1.4	-254	-6.1	-231	-5.0
OECD - Europe	7,621	4.9	5,427	4.1	1,395	2.0
Pacific Rim Countries	-26,458	-13.6	-21,251	-12.8	-5,107	-7.2
Asia - Near East Asia - NICS	2,694 -15,003	12.9 -19.2	2,274 -12,079	14.9 -18.3	436 -4,074	2.3 -9.9
Asia - NICS	-13,003	-19.2	-12,079	-10.3	-4,074	-9.9
Asia - South	-500	-9.4	-567	-12.4	87	1.1
ASEAN	-9,040	-18.8	-7,365	-17.6	-3,865	-15.0
South/Central America 20 Latin Amer. Republics	401 7,648	0.6 6.0	-1,311 10,265	-2.6 10.3	857 1,891	1.9 3.4
Cent. Am. Common Market	962	12.9	433	7.1	696	6.8
I AETA	6 070	F 0	0.040	44.4	4 400	2.0
LAFTA NATO Allies	6,379 11,717	5.6 4.1	9,840 -2,649	11.1 -1.1	1,430 -8,508	2.9 -5.9
OPEC	-448	-1.7	-341	-1.8	-282	-1.5

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

Table 6a 1998 Exports by the State of the Exporter Location, Number of Exporting Companies, Value, and Percent Change Between 1997 and 1998 Results

	State of the		% of	Known	% of Known	Number of	% of 1997-1998	% C	Change 1997-1 Known	998 Number of
Abahama		Value								
Alaska 760 0.1 662 0.1 749 0.4 2-16 2-270 3-26 Artzonas 10,753 1.6 9,469 1.7 3,909 1.9 2.07 -21,1 4.8 Artzonas 1,334 0.3 1,572 0.3 1,456 0.7 1-2.5 2-1.0 5.6 Callifornia 98,089 14.5 86,275 15.6 4.781 21.8 4.8 3.3 6.5 3.3 6.5 Calorado 10,733 1.6 10,043 1.8 4,445 2.0 5.5 3 5.1 3.3 4.0 Callifornia 98,089 1.6 10,043 1.8 4,445 2.0 5.5 3 5.1 3.3 3.4 Callifornia 4,969 0.7 4.483 0.8 795 0.4 2.7 8.5 9.4 3.3 7.7 9.8 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0	United States	682,138	100.0	553,644	100.0	205,188	100.0	-1.0	-2.3	-4.0
Azzona 10,753 1.6 9.469 1.7 3,909 1.9 -20.7 -21.1 -4.8 Azanasas 1.934 0.3 1.572 1.0.3 1.456 0.7 1.2.5 -21.0 -4.8 1.3.3 -6.3 Azanasas 1.934 0.3 1.572 1.5.6 44,731 21.8 -4.8 3.3 -6.3 Azanasas 1.934 0.3 1.5 86.275 1.5.6 44,731 21.8 -4.8 3.3 -6.3 Azanasas 1.934 0.3 1.5 86.275 1.5.6 44,731 21.8 -4.8 3.3 -6.1 3.3 Azanasas 1.934 0.3 1.5 86.275 1.5.6 44,731 21.8 -4.8 3.3 -6.1 3.3 Azanasas 1.934 0.3 1.5 86.2 1.9 1.9 1.2 1.5 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0	Alabama	4,560	0.7	3,820	0.7	2,564	1.2	0.5	-5.4	-6.6
Arkansas 1,934 0,3 1,572 0.3 1,456 0.7 1,25 2,10 5.6 6.3 Colorado 10,733 1.6 10,043 1.8 4,478 1.2 1.8 4.8 3.3 6.6 3.3 6.6 3.3 1.6 10,043 1.8 4,478 1.2 1.8 4.8 3.3 6.6 3.3 6.6 3.5 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2	Alaska				0.1				-27.0	
California 98.899 14.5 86.275 15.6 44.781 21.8 -4.8 -3.3 -6.3 Colorado 10,733 1.6 10,043 11.8 4,145 2.0 -5.3 6.1 -3.3 7.4 Commerciant 12,140 18 19 10,447 19 18 4,165 2.0 -5.3 6.1 -3.3 7.4 Deliawire 4,939 10 18 10,473 19 4,166 2.0 -5.3 6.1 -3.3 7.4 Georgia 11.212 1.6 83.36 11.5 7.335 3.6 14.3 7.7 Georgia 11.212 1.6 83.36 11.5 7.335 3.6 14.3 7.7 Georgia 11.212 1.0 0 175 0.0 653 0.3 -50.3 -31.2 -29.5 Idaho 1,460 0.2 1.036 0.2 90.2 0.4 -14.9 -28.5 -11.5 Ilmois 38.83 5.0 30,550 5.5 14,231 6.9 -1.1 -3.2 7.4 Indiana 13,949 2.0 12,267 2.2 5,129 2.5 6.5 7.3 -9.6 Indiana 13,949 2.0 12,267 2.2 5,129 2.5 6.5 7.3 -9.6 Kansas 4,403 0.6 3.964 0.7 2.224 1.1 -14.2 -17.7 5.2 Kansas 4,403 0.6 3.964 0.7 2.224 1.1 -14.2 -17.7 5.2 Louisiana 4,392 0.6 3.469 0.6 2.488 1.2 0.4 -10.6 -4.0 Majerian 4,014 0.6 3.088 0.6 3.472 1.7 Massachusetts 16.67 2.4 14.331 2.6 9.507 1.7 Massachusetts 16.67 2.4 14.331 2.6 9.507 1.7 Minesota 13,949 2.0 11.70 0.0 1.78 0.0 1.79 0.0 1.79 1.70 1.70 1.70 1.70 1.70 1.70 1.70 1.70							1.9	-20.7	-21.1	
Colorado	Arkansas				0.3			-12.5		
Connecticut	California	98,809	14.5	86,275	15.6	44,781	21.8	-4.8	-3.3	-6.3
Delaware				,						
Flonda 23,173 3.4 17,970 3.2 22,295 10.9 1.2 2.3 0.7 Georgia 11,212 1.6 8.356 1.5 7.335 3.6 1.43 7.7 3.38 Hawaii 211 0.0 1.75 0.0 6653 0.3 3.03 3.03 3.12 2.95 Idaho 1,460 0.2 1,036 0.2 902 0.4 1.49 2.85 11.5 Illinois 33,838 5.0 30,250 5.5 14,231 6.9 1.1 3.2 7.74 Indiana 13,949 2.0 12,267 2.2 5.129 2.5 6.5 7.3 9.6 Iowa 3,412 0.5 2,521 0.5 2,732 1.3 9.5 2.0 7.9 Kansas 4,403 0.6 3,964 0.7 2,224 1.1 1.142 1.77 5.2 Kentudky 7,440 1.1 5.826 1.1 3.413 1.7 7.8 6.1 4.2 Louisiana 4,392 0.6 3,469 0.6 2.488 1.2 0.4 1.06 4.0 Maine 1,664 0.2 1,351 0.2 1,798 0.9 4.7 -0.2 1.51 Mayland 4,014 0.6 3.098 0.6 3,472 1.7 4.0 2.0 -10.0 Massachusetts 16,467 2.4 14,331 2.6 9,507 4.6 5.2 -9.1 8.7 Minnesota 13,499 2.0 11,290 2.0 5,739 2.8 -2.1 -5.7 6.1 Mississippi 1,414 0.2 1,170 0.2 5,739 2.8 -2.1 -5.7 6.1 Mississippi 1,414 0.2 1,170 0.2 1,368 0.7 -0.5 -7.6 6.5 Missoul 6,832 1.0 5.687 1.0 4.456 2.2 -3.0 -8.5 -7.6 Mississippi 1,414 0.2 1,170 0.2 1,368 0.7 -0.9 -3.4 2.7 New Jansey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 -9.5 -7.6 New Jansey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 -9.5 -6.5 New Jansey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 -9.5 -6.7 New Jansey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 -9.5 -6.7 New Jansey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 -9.5 -6.7 New Jansey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 -9.5 -7.6 -6.5 New Mexico 1,896 0.3 1,754 0.3 9,71 0.5 6.5 9.2 -1.0 -7.6 -6.5 New Jansey 20,033 2.9 16,193 2.9 13,094 0.5 6.5 -9.2 -1.1 -1.2 New Jansey 20,033										
Georgia 11,212 1.6 8.356 1.5 7.335 3.6 1.43 7.7 7.8										
Hawaii		, ,								
Idaho	Georgia	11,212	1.6	8,356	1.5	7,335	3.6	14.3	1.1	-3.8
Illinois										
Indiana 13,949 2,0 12,267 2,2 5,129 2,5 6,5 7,3 9,6 Iowa 3,412 0,5 2,821 0,5 2,732 1,3 9,5 2,0 7,9 Kansas 4,403 0,6 3,964 0,7 2,224 1,1 -14,2 -17,7 -5,2 Kentucky 7,440 1,1 5,826 1,1 3,413 1,7 7,8 6,1 4,2 Louisiana 4,392 0,6 3,469 0,6 2,488 1,2 0,4 -10,6 4,0 Maine 1,664 0,2 1,351 0,2 1,798 0,9 4,7 -0,2 -15,1 Maryland 4,014 0,6 3,098 0,6 3,472 1,7 4,0 2,0 -10,10 Massachusetts 16,467 2,4 14,331 2,6 9,507 4,6 -5,2 -9,1 -8,7 Michigan 39,269 5,8 34,482 6,2 10,482 5,1 3,6 5,1 -12,7 Mississipi 1,414 0,2 1,170 0,2 1,363 0,7 -0,5 -7,6 -6,5 Mississipi 1,414 0,2 1,170 0,2 1,363 0,7 -0,5 -7,6 -6,5 Moritana 390 0,1 2,81 0,1 1,367 0,4 4,56 2,2 -3,0 -8,5 -7,6 Moritana 390 0,1 2,81 0,1 1,367 0,7 0,9 -3,4 2,7 New Jampshire 1,967 0,3 1,603 0,3 3,281 1,1 2,9 -6,3 -12,8 New Jersey 20,033 2,9 16,193 2,9 13,094 6,4 -3,8 -8,9 -6,6 New Mexico 1,896 0,3 1,603 0,3 3,281 1,1 2,9 -6,3 -12,8 New Jersey 20,033 2,9 16,193 2,9 13,094 6,4 -3,8 -8,9 -6,6 New Mexico 1,896 0,3 1,603 0,3 3,281 1,1 1,29 -6,3 -12,8 New Jersey 20,033 2,9 16,193 2,9 13,094 6,4 -3,8 -8,9 -6,6 New Mexico 1,896 0,3 1,603 0,3 3,281 1,1 1, 2,9 -6,3 -12,8 New Jersey 20,033 2,9 16,193 2,9 13,094 6,4 -3,8 -8,9 -6,6 New Mexico 1,896 0,3 1,603 0,3 3,281 1,1 1, 2,9 -6,3 -12,8 New Jersey 20,033 2,9 16,193 2,9 13,094 6,4 -3,8 -8,9 -6,7 North Dakota 657 0,1 552 0,1 9,1 0,5 5,5 0,2 -5,4 Oklahoma 2,623 0,4 2,139 0,4 2,216 1,1 0,5 6,6 0,8 -3,7 -6,7 Romanda 3,796 3,6 3,438 1,7 2,6 5,5 -13,7 Pennsylvania 19,19 2,		, ,		,						
Iowa										
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Kentucky	Iowa	3,412	0.5	2,821	0.5	2,732	1.3	9.5	2.0	-7.9
Louisiana 4,392 0.6 3,469 0.6 2,486 1.2 0.4 -1.06 -4.0			0.6		0.7		1.1	-14.2		
Maine 1,664 0,2 1,351 0,2 1,798 0,9 4.7 0.2 0.10.0	,									
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Minnesota 13,499 2.0 11,290 2.0 5,739 2.8 2-21 -5.7 -6.1 Missispipi 1,414 0.2 1,170 0.2 1,363 0.7 -0.5 -7.6 -6.5 Missouri 6,832 1.0 5,687 1.0 4,456 2.2 -3.0 -8.5 -7.6 Montana 390 0.1 281 0.1 730 0.4 -9.3 -11.5 -11.4 Nevadad 765 0.1 615 0.1 1,555 0.7 -0.9 -3.4 2.7 New Jersey 20,033 1,603 0.3 2,281 1.1 2.9 -6.3 11.4 New Jersey 20,033 2.9 16,193 2.9 13,094 6.4 -3.8 8.9 -6.6 New Mexico 1,896 0.3 1,754 0.3 971 0.5 6.5 9.2 10.1 North Carolina 12,290 1.9 11,015 2		-, -								
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New Hampshire										
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Washington 37,960 5.6 36,338 6.6 7,897 3.8 19.6 21.9 -8.8 West Virginia 1,178 0.2 951 0.2 1,337 0.7 -9.3 -15.9 3.1 Wisconsin 9,221 1.4 7,758 1.4 5,780 2.8 -5.8 -9.5 -7.2 Wyoming 158 0.0 92 0.0 636 0.3 -10.0 -26.2 -8.8 District of Columbia 4,392 0.6 1,579 0.3 1,284 0.6 -10.0 2.7 -1.8 Puerto Rico 6,127 0.9 5,462 1.0 1,140 0.6 10.8 8.0 -13.6 Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5	Virginia	11 460	1 7	9 622	1 7	4 692	23	-0.5	-3.1	-4.3
West Virginia 1,178 0.2 951 0.2 1,337 0.7 -9.3 -15.9 3.1 Wisconsin 9,221 1.4 7,758 1.4 5,780 2.8 -5.8 -9.5 -7.2 Wyoming 158 0.0 92 0.0 636 0.3 -10.0 -26.2 -8.8 District of Columbia 4,392 0.6 1,579 0.3 1,284 0.6 -10.0 2.7 -1.8 Puerto Rico 6,127 0.9 5,462 1.0 1,140 0.6 10.8 8.0 -13.6 Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5										
Wisconsin 9,221 1.4 7,758 1.4 5,780 2.8 -5.8 -9.5 -7.2 Wyoming 158 0.0 92 0.0 636 0.3 -10.0 -26.2 -8.8 District of Columbia 4,392 0.6 1,579 0.3 1,284 0.6 -10.0 2.7 -1.8 Puerto Rico 6,127 0.9 5,462 1.0 1,140 0.6 10.8 8.0 -13.6 Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5										
Wyoming 158 0.0 92 0.0 636 0.3 -10.0 -26.2 -8.8 District of Columbia Puerto Rico 4,392 0.6 1,579 0.3 1,284 0.6 -10.0 2.7 -1.8 Puerto Rico 6,127 0.9 5,462 1.0 1,140 0.6 10.8 8.0 -13.6 Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5										
Puerto Rico 6,127 0.9 5,462 1.0 1,140 0.6 10.8 8.0 -13.6 Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5										
Puerto Rico 6,127 0.9 5,462 1.0 1,140 0.6 10.8 8.0 -13.6 Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5	District of Columbia	4,392	0.6	1,579	0.3	1,284	0.6	-10.0	2.7	-1.8
Virgin Islands 114 0.0 97 0.0 136 0.1 -52.8 -58.9 -3.5										
Unallocated (3) 56,712 8.3 21,627 3.9 27,060 13.2 -4.4 -2.2 -7.8	Unallocated (3)	56,712	8.3	21,627	3.9	27,060	13.2	-4.4	-2.2	-7.8

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

⁽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.

Table 6b 1997 Exports by the State of the Exporter Location, **Number of Exporting Companies and Value**

In millions of dollars. De	etalis may not eq	uai totais due to	rounaing.			
State of the Exporter Location	Value	% of Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
United States	689,183	100.0	566,821	100.0	213,664	100.0
Alabama Alaska Arizona Arkansas California	4,537 969 13,557 2,212 103,802	0.7 0.1 2.0 0.3 15.1	4,038 770 11,997 1,989 89,256	0.7 0.1 2.1 0.4 15.7	,	1.3 0.5 1.9 0.7 22.4
Colorado Connecticut Delaware Florida Georgia	11,329 12,897 5,104 22,889 9,810	1.6 1.9 0.7 3.3 1.4	10,698 10,834 4,897 18,393 7,760	1.9 1.9 0.9 3.2 1.4	877 22,455	2.0 2.5 0.4 10.5 3.6
Hawaii Idaho Illinois Indiana Iowa	303 1,716 34,225 13,097 3,117	0.0 0.2 5.0 1.9 0.5	255 1,448 31,262 11,436 2,766	0.0 0.3 5.5 2.0 0.5	1,019 15,371 5,675	0.4 0.5 7.2 2.7 1.4
Kansas Kentucky Louisiana Maine Maryland	5,133 6,904 4,373 1,590 3,861	0.7 1.0 0.6 0.2 0.6	4,817 5,490 3,881 1,354 3,037	0.8 1.0 0.7 0.2 0.5	3,563 2,591 2,119	1.1 1.7 1.2 1.0 1.8
Massachusetts Michigan Minnesota Mississippi Missouri	17,368 37,920 13,793 1,421 7,043	2.5 5.5 2.0 0.2 1.0	15,768 32,807 11,969 1,267 6,215	2.8 5.8 2.1 0.2 1.1	12,013 6,110	4.9 5.6 2.9 0.7 2.3
Montana Nebraska Nevada New Hampshire New Jersey	430 2,494 807 1,931 20,815	0.1 0.4 0.1 0.3 3.0	318 2,367 669 1,711 17,770	0.1 0.4 0.1 0.3 3.1	1,514 2,616	0.4 0.6 0.7 1.2 6.6
New Mexico New York North Carolina North Dakota Ohio	1,780 48,885 13,102 623 25,106	0.3 7.1 1.9 0.1 3.6	1,606 42,245 11,627 533 22,575	0.3 7.5 2.1 0.1 4.0		0.5 12.9 3.4 0.5 5.6
Oklahoma Oregon Pennsylvania Rhode Island South Carolina	2,722 8,359 19,298 1,126 5,674	0.4 1.2 2.8 0.2 0.8	2,285 7,826 15,430 952 4,868	0.4 1.4 2.7 0.2 0.9	3,986 12,250 1,556	1.1 1.9 5.7 0.7 1.4
South Dakota Tennessee Texas Utah Vermont	435 9,917 56,293 3,293 2,592	0.1 1.4 8.2 0.5 0.4	370 8,651 47,221 2,380 2,500	0.1 1.5 8.3 0.4 0.4	17,601 2,023	0.3 2.0 8.2 0.9 0.7
Virginia Washington West Virginia Wisconsin Wyoming	11,512 31,746 1,299 9,792 176	1.7 4.6 0.2 1.4 0.0	9,934 29,805 1,131 8,573 125	1.8 5.3 0.2 1.5 0.0	8,662 1,297 6,229	2.3 4.1 0.6 2.9 0.3
District of Columbia Puerto Rico Virgin Islands	4,881 5,528 243	0.7 0.8 0.0	1,538 5,055 236	0.3 0.9 0.0	1,320 141	0.6 0.6 0.1
Unallocated (3)	59,351	8.6	22,118	3.9	29,344	13.7

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

⁽²⁾ Detail may not sum to 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.

Table 7a 1998 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Change Between the 1997 and 1998 Results

				% of		% of	% C	hange 1997-1	1998
State of the Origin of Movement	Value	% of Value	Known Value (1)	Known Value	Number of Exporters (2)	Number of Exporters	Value	Known Value	Number of Exporters
United States	682,138	100.0	553,644	100.0	205,188	100.0	-1.0	-2.3	-4.0
Alabama	6,373	0.9	5,372	1.0	2,718	1.3	7.4	1.0	-4.8
Alaska	1,954	0.3	1,360	0.2	681	0.3	-28.2	-28.9	-9.6
Arizona	11,415	1.7	9,921	1.8	4,326	2.1	-17.4	-17.6	-1.7
Arkansas	2,286	0.3	1,922	0.3	1,720	0.8	-0.8	-6.6	-6.0
California	95,768	14.0	82,519	14.9	47,525	23.2	-3.4	-2.2	-6.3
Colorado	5,266	0.8	4,780	0.9	3,908	1.9	2.9	1.7	-3.5
Connecticut	7,297	1.1	6,029	1.1	5,000	2.4	3.4	6.5	-5.1
Delaware	2,232	0.3	2,007	0.4	837	0.4	8.0	6.2	-8.7
Florida	24,452	3.6	19,045	3.4	25,396	12.4	5.2	2.0	-1.4
Georgia	13,476	2.0	10,273	1.9	8,430	4.1	4.1	4.5	-3.5
Hawaii	276	0.0	235	0.0	646	0.3	-17.2	-18.6	-7.8
Idaho	1,510	0.2	1,099	0.2	979	0.5	-9.2	-21.6	-7.1
Illinois	28,918	4.2	25,574	4.6	16,536	8.1	9.3	8.0	-5.2
Indiana	12,333	1.8	10,522	1.9	5,899	2.9	2.5	-2.7	-8.6
Iowa	4,902	0.7	4,287	0.8	2,552	1.2	-4.2	-8.4	-3.8
Kansas	4,039	0.6	3,529	0.6	2,229	1.1	-5.9	-6.3	-6.3
Kentucky	8,100	1.2	7,136	1.3	3,054	1.5	1.8	-0.4	-5.5
Louisiana	16,836	2.5	14,577	2.6	2,968	1.4	-10.1	-12.9	-2.7
Maine	1,825	0.3	1,421	0.3	1,663	0.8	5.9	0.5	-8.0
Maryland	4,722	0.7	3,785	0.7	4,016	2.0	-9.4	-11.4	-0.7
Massachusetts	15,878	2.3	13,904	2.5	10,163	5.0	-3.9	-7.2	-6.1
Michigan	29,021	4.3	24,875	4.5	11,874	5.8	-10.0	-11.6	-8.8
Minnesota	9,147	1.3	7,974	1.4	6,169	3.0	-3.2	-4.6	-7.9
Mississippi	2,286	0.3	1,806	0.3	1,779	0.9	-0.2	-11.2	-7.8
Missouri	5,762	0.8	4,809	0.9	4,622	2.3	-14.3	-10.5	-6.1
Montana	421	0.1	310	0.1	784	0.4	-20.6	-25.7	-7.9
Nebraska	1,995	0.3	1,786	0.3	1,444	0.7	1.2	-2.0	-6.5
Nevada	688	0.1	560	0.1	1,460	0.7	-36.1	-41.2	-5.2
New Hampshire	1,728	0.3	1,407	0.3	2,183	1.1	8.2	1.5	-3.4
New Jersey	15,371	2.3	11,742	2.1	13,683	6.7	1.3	-5.6	-5.4
New Mexico	1,855	0.3	1,769	0.3	757	0.4	4.5	6.8	-11.2
New York	37,394	5.5	30,663	5.5	26,223	12.8	-1.5	-6.2	-5.6
North Carolina	15,706	2.3	13,228	2.4	7,683	3.7	-4.2	-6.5	-4.6
North Dakota	750	0.1	612	0.1	835	0.4	-3.6	-8.5	-10.6
Ohio	24,855	3.6	20,899	3.8	11,982	5.8	-0.2	-5.3	-6.9
Oklahoma	2,785	0.4	2,329	0.4	2,251	1.1	2.1	2.7	-3.6
Oregon	9,031	1.3	8,221	1.5	4,535	2.2	-1.3	-3.7	-12.8
Pennsylvania	15,974	2.3	13,018	2.4	11,726	5.7	-0.6	-4.8	-6.8
Rhode Island	1,102	0.2	827	0.1	1,595	0.8	1.3	-7.8	-4.6
South Carolina	7,749	1.1	6,583	1.2	3,807	1.9	3.1	0.6	-3.1
South Dakota	446	0.1	367	0.1	703	0.3	-13.7	-18.7	-21.0
Tennessee	9,552	1.4	8,063	1.5	5,014	2.4	3.5	1.0	-4.2
Texas	78,879	11.6	66,428	12.0	20,230	9.9	3.5	8.6	-1.2
Utah	2,981	0.4	2,192	0.4	1,833	0.9	-8.0	-6.2	-8.4
Vermont	3,668	0.5	3,329	0.6	1,092	0.5	-3.7	-8.5	-9.5
Virginia	12,515	1.8	10,483	1.9	5,091	2.5	-1.9	-6.2	-2.9
Washington	38,249	5.6	36,569	6.6	9,026	4.4	16.8	18.2	-10.7
West Virginia	2,106	0.3	1,742	0.3	781	0.4	-7.5	-14.8	2.6
Wisconsin	9,753	1.4	8,308	1.5	6,279	3.1	-3.7	-6.4	-6.5
Wyoming	500	0.1	440	0.1	269	0.1	-10.7	-15.4	-10.9
District of Columbia	348	0.1	172	0.0	542	0.3	-28.2	-54.3	-8.0
Puerto Rico	6,274	0.9	5,606	1.0	1,004	0.5	12.0	8.8	-4.4
Virgin Islands	90	0.0	83	0.0	122	0.1	-61.5	-63.5	-3.2
Unallocated (3)	63,298	9.3	27,148	4.9	42,850	20.9	-6.3	-15.7	-6.2
Unanucated (3)	03,298	9.3	21,148	4.9	42,000	20.9	-0.3	-15.7	-0.2

⁽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.

Table 7b 1997 Exports by State of the Origin of Movement Number of Exporting Companies and Value

In millions of dollars. Deta	alls may not equa			% of		% of
State of the Origin of Movement	Value	% of Value	Known Value (1)	Known Value	Number of Exporters (2)	Number of Exporters
United States	689,183	100.0	566,821	100.0	213,664	100.0
Alabama	5,932	0.9	5,320	0.9	2,856	1.3
Alaska	2,721	0.4	1,913	0.3	753	0.4
Arizona	13,821	2.0	12,043	2.1	4,402	2.1
Arkansas California	2,305 99,162	0.3 14.4	2,058 84,402	0.4 14.9	1,830 50,726	0.9 23.7
Colorado	5,120	0.7	4,700	0.8	4,051	1.9
Connecticut	7,058	1.0	5,662	1.0	5,267	2.5
Delaware	2,067	0.3	1,890	0.3	917	0.4
Florida	23,234	3.4	18,675	3.3	25,759	12.1
Georgia	12,949	1.9	9,831	1.7	8,733	4.1
Hawaii	334	0.0	289	0.1	701	0.3
Idaho	1,664	0.2	1,402	0.2	1,054	0.5
Illinois Indiana	26,459	3.8 1.7	23,681	4.2 1.9	17,437	8.2
lowa	12,029 5,118	0.7	10,809 4,681	0.8	6,455 2,652	3.0 1.2
Kansas	4,292	0.6	3,766	0.7	2,379	1.1
Kentucky	7,953	1.2	7,162	1.3	3,231	1.5
Louisiana	18,732	2.7	16,733	3.0	3,051	1.4
Maine	1,723	0.2	1,413	0.2	1,807	8.0
Maryland	5,214	0.8	4,271	0.8	4,046	1.9
Massachusetts	16,526	2.4	14,986	2.6	10,822	5.1
Michigan Minnesota	32,253 9,447	4.7 1.4	28,138 8,355	5.0 1.5	13,023 6,697	6.1 3.1
Mississippi	2,290	0.3	2,033	0.4	1,930	0.9
Missouri	6,724	1.0	5,376	0.9	4,920	2.3
Montana	530	0.1	417	0.1	851	0.4
Nebraska	1,971	0.3	1,823	0.3	1,545	0.7
Nevada	1,075	0.2	952	0.2	1,540	0.7
New Hampshire New Jersey	1,597 15,167	0.2 2.2	1,387 12,433	0.2 2.2	2,259 14,468	1.1 6.8
New Mexico	1,776	0.3	1,657	0.3	852	0.4
New York	37,979	5.5	32,687	5.8	27,773	13.0
North Carolina	16,402	2.4	14,148	2.5	8,057	3.8
North Dakota	778	0.1	669	0.1	934	0.4
Ohio	24,903	3.6	22,059	3.9	12,869	6.0
Oklahoma	2,728	0.4	2,267	0.4	2,335	1.1
Oregon Pennsylvania	9,151 16,069	1.3 2.3	8,537 13,672	1.5 2.4	5,201 12,583	2.4 5.9
Rhode Island	1,088	0.2	896	0.2	1,672	0.8
South Carolina	7,517	1.1	6,543	1.2	3,927	1.8
South Dakota	517	0.1	452	0.1	890	0.4
Tennessee	9,233	1.3	7,984	1.4	5,235	2.5
Texas	76,184	11.1	61,142	10.8	20,480	9.6
Utah Vermont	3,239 3,811	0.5 0.6	2,337 3,640	0.4 0.6	2,000 1,206	0.9 0.6
Virginia	12,755	1.9	11,178	2.0	5,245	2.5
Washington	32,752	4.8	30,942	5.5	10,105	4.7
West Virginia	2,276	0.3	2,045	0.4	761	0.4
Wisconsin	10,125	1.5	8,877	1.6	6,717	3.1
Wyoming	560	0.1	520	0.1	302	0.1
District of Columbia	485	0.1	376	0.1	589	0.3
Puerto Rico	5,601	0.8	5,154	0.9	1,050	0.5
Virgin Islands	233	0.0	228	0.0	126	0.1
Unallocated (3)	67,555	9.8	32,211	5.7	45,682	21.4

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

TECHNICAL NOTES

The 1997 and 1998 Profiles of U.S. Exporting Companies

The Census Bureau created the 1997 and 1998 profiles of U.S. exporting companies based upon the normal export documentation used to compile the merchandise trade statistics and upon the Census Bureau's Business Register, which contains company characteristics information.

The values in this report are on an f.a.s. ("free alongside ship") basis for both domestic exports and reexports of foreign merchandise. They were adjusted to reflect revisions made after the December 1997 and December 1998 FT900--"U.S. International Trade in Goods and Services," press releases. However, these small revisions are not reflected in the "known value."

Limitations

This report shows companies grouped by the NAICS instead of the SIC system. As described earlier and also in the Appendix, this change did affect company assignments to the manufacturers, wholesalers, and other companies categories. Therefore, comparisons of these data to prior years should be made with caution.

Nonsampling Errors

Nonsampling errors were attributable to many sources, including the inability to identify all exporting companies in the universe (16 percent of the total export value could not be assigned to companies for 1998), imputation of missing data, data errors and bias, mistakes in recording or keying data, errors in collection or processing, and coverage problems. Explicit measures of the effects of these nonsampling errors are not available. However, it is believed that most of the important operational and data errors were detected and corrected through automated data edits designed to review the data for reasonableness and consistency. Quality control techniques were also used to verify that the operating procedures were carried out as specified.

GLOSSARY OF TERMS

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.

<u>Identified Companies</u>. Identified companies are those companies to which one or more export transaction was matched. The total export value associated with these companies is termed "known value."

<u>Unidentified Exports.</u> These are export transactions that were not linked to a specific company. Note that these shipments may have been exported either by previously identified companies or by other companies not included in this report.

<u>Unclassified Companies.</u> These are identified companies for which no proper NAICS classification could be assigned.

Company Type. Company types are based on the North American Industry Classification System (NAICS) and are broken out into manufactures, wholesalers, and all other companies. Those companies for which a valid NAICS code was not available were 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 in 1997 and 1998.

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 Exporter Location (EL). The EL series data provides export statistics based on where the exporter of record is located. In practice, this is determined using the ZIP Code of the exporter address given on the export record. Exporters often are intermediaries who export goods that were produced or purchased in a state different than their own. Limitations: Exporters are not required to report on an establishment basis. Thus, the ZIP Code reported for multiple location companies may reflect a headquarters or administrative location. Also data entry errors or reporting errors can result in shipments being attributed to the wrong state or being credited to unknown.

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. *Limitations*: In certain cases, such as for agricultural and other bulk shipments, the OM state may reflect a consolidation point or port of exit. For example, intermediaries located in inland states ship agricultural commodities down the Mississippi River for export from the port of New Orleans. The consolidation state, Louisiana, is often reported as the OM state.

APPENDIX

Beginning with this report, the Profile of U.S. Exporters is being published using the North American Industry Classification System (NAICS). On April 9, 1997, the Office of Management and Budget announced its decision to adopt the NAICS as the industry classification system used by the statistical agencies of the United States. The NAICS replaces the 1987 Standard Industrial Classification (SIC). Further information regarding NAICS can be found on the Census Bureau's Internet site at www.census.gov/epcd/www/naics.html.

This conversion has caused a change in classification for certain companies within the scope of this report. The tables below highlight the value and number of companies that are shifting between the major categories. Future reports in this series will only be released on a NAICS basis.

Figure 3 - 1998 Export Value SIC vs. NAICS Classification								
SIC Class (values in \$ Mil.)	Total SIC Value	NAICS Manufac.	NAICS Wholesaler	NAICS Other Comp.	NAICS Unclass.			
Manufacturer	376,897	376,150	3	739	6			
Wholesaler	82,079	130	81,585	353	11			
Other Companies	84,292	117	91	83,696	389			
Unclassified	10,376	-	-	-	10,376			
All SIC Classes	553,644	376,397	81,678	84,788	10,781			

Figure 4 - 1998 Number of Exporters SIC vs. NAICS Classification								
SIC Class	Total SIC	NAICS Manufac.	NAICS Wholesaler	NAICS Other Comp.	NAICS Unclass.			
Manufacturer	63,311	61,930	19	1,344	18			
Wholesaler	65,527	252	63,264	1,969	42			
Other Companies	66,274	341	280	65,285	368			
Unclassified	10,076	-	-	-	10,076			
All SIC Classes	205,188	62,523	63,563	68,598	10,504			

Figure 5
1998 Comparison Between SIC and NAICS Classifications

Transfer of delicito. Detaile may her	Known	Known	Known	Known	Number of	Number of	Number of	Number of
Company Type and	Value (1)	Value (1)	Value (1)	Value (1)	Exporters	Exporters	Exporters	Exporters
Employment Size	SIC	NAICS	Net Diff.	% Diff.	SIC	NAICS	Net Diff.	% Diff.
Manufacturers	276 007	276 207	504	0.4	62.244	CO FOO	700	4.0
Manufacturers	376,897	376,397	-501	-0.1	63,311	62,523	-788	-1.2
no. employees unknown (2)	11,161	11,080	-81	-0.7	8,563	8,445	-118	-1.4
1 to 19 employees	3,479	3,512	33	1.0	18,176	17,929	-247	-1.4
20 to 49 employees	4,942	4,955	13	0.3	13,311	13,188	-123	-0.9
50 to 99 employees	6,222	6,269	48	0.8	8,983	8,906	-77	-0.9
100 to 249 employees	14,207	14,147	-60	-0.4	7,705	7,615	-90	-1.2
250 to 499 employees	13,240	13,202	-38	-0.3	2,958	2,909	-49	-1.7
500 or more employees	323,647	323,231	-417	-0.1	3,615	3,531	-84	-2.3
Wholesalers	82,079	81,678	-401	-0.5	65,527	63,563	-1,964	-3.0
no. employees unknown (2)	6,395	6,277	-118	-1.9	12,121	11,666	-455	-3.8
1 to 19 employees	19,412	19,237	-175	-0.9	38,158	36,962	-1,196	-3.1
20 to 49 employees	7,659	7,572	-86	-1.1	8,378	8,101	-277	-3.3
50 to 99 employees	6,821	6,807	-14	-0.2	3,371	3,303	-68	-2.0
100 to 249 employees	7,377	7,346	-31	-0.4	2,179	2,177	-2	-0.1
250 to 499 employees	4,227	4,234	8	0.2	707	715	8	1.1
500 or more employees	30,189	30,205	16	0.1	613	639	26	4.2
Other companies (3)	84,292	84,788	496	0.6	66,274	68,598	2,324	3.5
no. employees unknown (2)	10,509	10,407	-101	-1.0	22,412	22,630	218	1.0
1 to 19 employees	14,102	14,230	128	0.9	28,912	30,299	1,387	4.8
20 to 49 employees	9,630	9,703	73	0.8	5,676	6,074	398	7.0
50 to 99 employees	4,442	4,408	-34	-0.8	2,745	2,886	141	5.1
100 to 249 employees	4,397	4,464	68	1.5	2,542	2,630	88	3.5
250 to 499 employees	4,933	4,964	30	0.6	1,234	1,274	40	3.2
500 or more employees	36,279	36,612	333	0.9	2,753	2,805	52	1.9
Unclassified companies	10,376	10,781	405	3.9	10,076	10,504	428	4.2

⁽¹⁾ Known value is defined as the portion of U.S. total exports that could 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 1998.

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

Figure 6
1997 Comparison Between SIC and NAICS Classifications

III IIIIIIIOIIS OI GOIIAIS. Details IIIay IIC	In millions or dollars. Details may not equal totals due to rounding.								
Company Type and Employment Size	Known Value (1) SIC	Known Value (1) NAICS	Known Value (1) Net Diff.	Known Value (1) % Diff.	Number of Exporters SIC	Number of Exporters NAICS	Number of Exporters Net Diff.	Number of Exporters % Diff.	
Manufacturers	387,421	385,240	-2,181	-0.6	66,095	63,756	-2,339	-3.5	
no. employees unknown (2)	8,992	8,113	-879	-9.8	7,525	6,932	-593	-7.9	
1 to 19 employees	3,812	3,739	-74	-1.9	19,739	19,279	-460	-2.3	
20 to 49 employees	5,746	5,712	-34	-0.6	14,300	13,964	-336	-2.3	
50 to 99 employees	6,708	6,600	-108	-1.6	9,459	9,176	-283	-3.0	
100 to 249 employees	14,687	14,493	-194	-1.3	8,287	7,915	-372	-4.5	
250 to 499 employees	13,970	13,938	-32	-0.2	3,080	2,936	-144	-4.7	
500 or more employees	333,506	332,645	-861	-0.3	3,705	3,554	-151	-4.1	
Wholesalers	71,900	70,947	-954	-1.3	68,474	66,024	-2,450	-3.6	
no. employees unknown (2)	5,845	5,043	-803	-13.7	11,541	10,681	-860	-7.5	
1 to 19 employees	22,587	22,347	-240	-1.1	40,802	39,706	-1,096	-2.7	
20 to 49 employees	9,416	9,338	-78	-0.8	9,095	8,729	-366	-4.0	
50 to 99 employees	6,189	6,181	-8	-0.1	3,631	3,521	-110	-3.0	
100 to 249 employees	7,190	7,145	-45	-0.6	2,264	2,215	-49	-2.2	
250 to 499 employees	4,049	4,016	-33	-0.8	656	660	4	0.6	
500 or more employees	16,624	16,876	252	1.5	485	512	27	5.6	
Other companies (3)	82,101	80,275	-1,826	-2.2	69,328	67,172	-2,156	-3.1	
no. employees unknown (2)	9,369	8,347	-1,023	-10.9	19,423	16,819	-2,604	-13.4	
1 to 19 employees	15,197	14,632	-566	-3.7	33,533	33,731	198	0.6	
20 to 49 employees	8,440	8,284	-156	-1.8	6,424	6,590	166	2.6	
50 to 99 employees	4,199	4,145	-54	-1.3	3,105	3,114	9	0.3	
100 to 249 employees	3,875	3,825	-50	-1.3	2,671	2,709	38	1.4	
250 to 499 employees	4,488	4,430	-59	-1.3	1,356	1,359	3	0.2	
500 or more employees	36,531	36,613	82	0.2	2,816	2,850	34	1.2	
Unclassified companies	25,398	30,359	4,961	19.5	9,767	16,712	6,945	71.1	

⁽¹⁾ Known value is defined as the portion of U.S. total exports that could 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 1997.

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