



United States Department of Commerce
United States Census Bureau
Foreign Trade Division

A Profile of
U.S. Exporting Companies,
2001 - 2002

TABLE OF CONTENTS

Background

Overview

Table 1a.	2002 Exports by Company Type and Employment Size
Table 1b.	2001 Exports by Company Type and Employment Size
Table 1c.	Percent Change Between the 2001 and 2002 Results
Table 2a.	Top Companies' Share of the 2002 Export Market by Company Type
Table 2b.	Top Companies' Share of the 2001 Export Market by Company Type
Table 3a.	2002 Exports to Related Parties by Company Type and Employment Size
Table 3b.	2001 Exports to Related Parties by Company Type and Employment Size
Table 4a.	2002 Exports by Company Type and Employment Size to Number of Partner Countries
Table 4b.	2001 Exports by Company Type and Employment Size to Number of Partner Countries
Table 5a.	2002 Exports by Company Employment Size to World Areas and Selected Countries
Table 5b.	2001 Exports by Company Employment Size to World Areas and Selected Countries
Table 5c.	Percent Change Between 2001 and 2002 Exports to World Areas and Selected Countries
Table 6a.	2002 Exports by State of the Origin of Movement, Number of Exporting Companies, Value, and Percent Change Between the 2001 and 2002 Results
Table 6b.	2001 Exports by State of the Origin of Movement, Number of Exporting Companies, and Value

Technical Documentation

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

A Profile of U.S. Exporting Companies, 2001- 2002

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Background

This report, covering exports during 2001 and 2002, is the seventh in a continuing series of reports profiling U.S. exporters. The first report, *A Profile of United States Exporters: Initial Findings from the Exporter Data Base*, was released by the International Trade Administration in September 1993. That report was based on Census Bureau data compiled both from the 1987 Economic Census and from documents filed for export clearances during 1987 and used a methodology not employed in succeeding reports. Subsequent reports, covering 1992 through 2002, are based on economic census and survey data on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances.

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

Effective with the 1997/1998 report, companies are classified according to the North American Industry Classification System (NAICS), instead of the Standard Industrial Classification (SIC) system. There are significant differences in the ways NAICS and SIC classify certain types of companies. For example, manufacturers of prepackaged software and books are classified as manufacturers under SIC and as “Other” types of companies under NAICS. Users are advised to consider these differences when making year-over-year comparisons of exporters and exporter characteristics before and after 1997.

The exporter profiles are developed to provide both government and private sector users with information about the exporting community including employment size, type of company, and major foreign markets. In this report these data are presented in Tables 1 through 6, where the export data are designated as part *a* for 2002, part *b* for 2001, and part *c* for the difference between the data for these two years. The 2001 figures in this report are revised from data previously released in the 2000/2001 exporter profile. These revisions were based on the ability to match additional records.

The tables in this report include detailed breakdowns based upon the number of employees of the identified exporting companies. In presenting these results, companies are classified as small (less than 100 employees), 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.

All percentages stated in this report, unless otherwise specified, were calculated based solely upon the 2001 and 2002 export values that could be linked to specific exporters--the "known value." In addition, the source of the administrative records, the Business Register, was restructured starting with 2002 data. For explanations of the methods used in tabulating the information as well as non-sampling errors and other limitations of the export data in this report, see the **Technical Documentation** section that follows Table 6b. Users are advised to consider these limitations when analyzing this information as they may affect the results. Users should cite the Census Bureau, U.S. Department of Commerce as the source of the information in this report but not as the source of their analyses.

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

Overview

The overall findings for 2001 and 2002 are shown in Exhibits 1 and 2 on the next page. Exhibit 1 shows the proportion of exports matched to specific companies. Exhibit 2 shows exports of these identified exporters by company sizes and types in the two years.

The identified exporting community, consisting of 241,762 companies that exported \$626 billion in merchandise in 2001 and 223,013 companies that exported nearly \$600 billion in merchandise in 2002, represents about 86 percent of the total export value for both years. Roughly 96 percent of the identified export value was accounted for by the 135,035 companies that exported in both years. The remaining value consisted of low-value estimates of transactions less than \$2,501, shipments by U.S. and foreign governments, and revisions that cannot be attributed to individual companies as well as shipments by unidentified exporters. See Exhibit 1 on the next page.

The distribution of known exports by company size and type are similar in 2001 and 2002. Large exporters (more than 500 employees) continued to account for 71 and 73 percent respectively of the known export value with large manufacturers accounting for 61 and 57 percent respectively of the known export value.

Exhibit 1: Distribution of Exports by Identified and Unidentified Exporters				
(Value in millions of dollars)	2002 Export Value	% of 2002 Value	2001 Export Value	% of 2001 Value
Total exports	693,103	100.0	729,100	100.0
Low-value estimates	15,518	2.3	16,201	2.2
US & foreign governments	4,384	0.6	1,108	0.1
Revisions	-154	<-0.1	-1,926	-0.2
Identified exporters* (known value)	599,839	86.5	626,084	85.9
Exported merchandise in both 2001 and 2002	575,377	83.0	584,437	80.2
Exported merchandise in only 2001 or only 2002	24,462	3.5	41,647	5.7
Unidentified exports	73,516	10.6	87,633	12.0

*Number of Identified Exporters				
2002	2001	Exported in Both Years	Exported in 2002 Only	Exported in 2001 Only
223,013	241,762	135,035	87,978	106,727

Exhibit 2: Exports by Company Size and Type

(Value in billions of dollars. Details may not sum to total due to rounding)

Company Type	Known Export Value By Company Size				Number of Identified Exporters By Company Size			
	Total¹	Small²	Medium²	Large²	Total¹	Small²	Medium²	Large²
2002								
All Types	599.8 100.0%	109.6 18.3%	48.9 8.1%	441.3 73.6%	223,013 100.0%	199,632 89.5%	16,122 7.2%	7,259 3.3%
Manufacturers	394.6 65.8%	26.1 6.6%	26.3 6.7%	342.2 86.7%	63,100 28.3%	51,256 81.2%	8,783 13.9%	3,061 4.9%
Wholesalers	122.9 20.5%	45.5 37.0%	13.0 10.6%	64.4 52.4%	70,886 31.8%	67,496 95.2%	2,726 3.8%	664 1.0%
Other	75.8 12.6%	34.9 46.1%	8.3 10.9%	32.6 43.0%	80,676 36.2%	73,125 90.6%	4,235 5.3%	3,316 4.1%
2001								
All Types	626.1 100.0%	127.5 20.4%	52.6 8.4%	446.0 71.2%	241,762 100.0%	215,713 89.2%	18,411 7.6%	7,638 3.2%
Manufacturers	447.5	35.6	30.2	381.7	69,699	56,193	10,148	3,358
Wholesalers	93.7 15.0%	47.9 51.2%	13.4 14.3%	32.3 34.5%	73,186 30.3%	69,342 94.7%	3,114 4.3%	730 1.0%
Other	75.9 12.1%	37.8 49.8%	8.2 10.8%	29.9 39.4%	87,815 36.3%	79,704 90.8%	4,724 5.4%	3,387 3.8%

¹ Percentages based upon total known value (or number) of all types of exporters. Details will not add to total since "unclassified" company type is not shown.

² Percentages based upon total known value (or number) for the row (company type).

Who Exports?

During 2002, only 14 percent (31,225) of all identified exporters were multiple location companies, but these companies accounted for 82 percent of the known export value (Table 1a). In contrast, 191,788 single location companies, making up 86 percent of the exporting companies, contributed almost 18 percent of the known export value. Trade with related parties accounted for 39 percent of the known export value by multiple location companies compared to 16 percent by single location companies (Table 3a).

Table 1a also shows that manufacturers represented the largest portion of the 2002 known value at almost 66 percent. “Other companies” and wholesalers accounted for 13 percent and 20 percent respectively, and unclassified exporters for the remaining 1 percent. The “other companies” category included manufacturing companies of packaged software and books; 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.

Large Exporting Firms

Large exporting companies (those employing 500 or more workers) were responsible for 73 percent of the known export value although they represented less than 4 percent of all identified exporters (Table 1a). Large companies dominate manufacturers’ exports, with 5 percent of manufacturing exporters accounting for over 86 percent of manufacturing export value. On the other hand, large wholesalers accounted for just 1 percent of the wholesalers who export, and 52 percent of the value of exports by wholesalers. Large exporters in the “other” category represented 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 (Table 3a).

Among the company types, over 45 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 about 34 and 45 percent respectively for each of their respective sectors’ known export value (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 215,754 exporters were small- or medium-sized companies; they accounted for about 26 percent of the known export value.
- Over 95 percent of manufacturing exporters were small- or medium-sized companies; they contributed 13 percent of the sector's \$395 billion in exports.
- 99 percent of wholesalers were small- or medium-sized companies; they attained almost 48 percent of the sector’s \$123 billion in exports.
- 96 percent of “other companies” were small- or medium-sized companies; they represented 57 percent of the sector’s \$76 billion in exports.

Export Markets

Most exporting companies (61 percent) traded with only one foreign country. A small percentage of companies, less than 0.5 percent, shipped to 50 or more countries; these companies accounted for over half of the known export value (Table 4a).

About 88 percent of all companies exported to at least one of the top 25 U.S. trading partners in 2002 (Table 5a). The greatest number of companies (92,814) shipped to Canada, followed by Mexico (38,807), the United Kingdom (37,648), Japan (27,213), and Germany (25,430).

Exports by State

The Census Bureau releases data on exports by state based on the origin of movement (OM). The OM series is based on where the goods began their movement to the port of exit as reported on the export document. Table 6 shows the number of companies exporting from each state during 2001 and 2002 based upon the OM definition. Please note that the same company can be shown as exporting from multiple states.

- The top five states based on the number of exporters (California, Florida, New York, Texas, and Illinois) represented only 41 percent of the total known export value in 2002.
- States of Hawaii (41%), Utah (31%) and Kentucky (22%) and U.S. possession, the Virgin Islands (38%), showed the largest increases in known export value in 2002.

Comparison of 2001 and 2002 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 2001 to 2002. Below are a number of noteworthy year-to-year changes (Tables 1c and 5c):

- Overall, the number of exporting companies decreased by 18,749 or almost 8 percent, where single location companies accounted for 98 percent of the decline from 2001 to 2002.
- The number of small- and medium-sized companies decreased by over 7 percent from 234,124 in 2001 to 215,754 in 2002, while the number of large companies decreased by almost 5 percent from 7,638 to 7,259.
- The number of “other companies” decreased by 8 percent from 87,815 in 2001 to 80,676 in 2002.
- Among the top 25 U.S. trading partners, China (10 percent) and Thailand (4 percent) showed the largest increase in the number of exporting companies. Venezuela (-18 percent) and Mexico (-15 percent) showed the largest decline from 2001.

Some portion of these changes may reflect changes in the match rate rather than an actual change in the number of exporters. During the process of identifying individual companies, it was not possible to investigate every unmatched case. Priority was given to identifying unmatched companies having high values of trade. As a result, the information on small exporters is most likely understated. Therefore, users should not assume that the unidentified exporters reflected the same distribution of company types and sizes as the identified (known) exporters. Comparisons between the number of companies exporting in given categories or different years might be somewhat misleading due to differences in the percent of value we were able to match to specific companies. In addition, the 4.9 percent decline in total export value from \$729 billion in 2001 to \$693 billion in 2002 had an uncertain effect on the match rate.

Table 1a
2002 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	599,839	100.0	100.0	100.0	223,013	100.0	100.0	100.0
no. employees unknown (3)	34,178	5.7	5.7	5.7	58,042	26.0	26.0	26.0
1 to 19 employees	41,500	6.9	12.6	12.6	97,352	43.7	69.7	69.7
20 to 49 employees	18,323	3.1	15.7	15.7	29,101	13.0	82.7	82.7
50 to 99 employees	15,585	2.6	18.3	18.3	15,137	6.8	89.5	89.5
100 to 249 employees	26,310	4.4	22.7	22.7	11,424	5.1	94.6	94.6
250 to 499 employees	22,597	3.8	26.4	26.4	4,698	2.1	96.7	96.7
500 or more employees	441,347	73.6	100.0	100.0	7,259	3.3	100.0	100.0
Manufacturers	394,632	65.8	65.8	100.0	63,100	28.3	28.3	100.0
no. employees unknown (3)	9,909	1.7	1.7	2.5	9,176	4.1	4.1	14.5
1 to 19 employees	4,275	0.7	2.4	3.6	20,636	9.3	13.4	47.2
20 to 49 employees	5,455	0.9	3.3	5.0	13,366	6.0	19.4	68.4
50 to 99 employees	6,458	1.1	4.4	6.6	8,078	3.6	23.0	81.2
100 to 249 employees	13,693	2.3	6.6	10.1	6,343	2.8	25.8	91.3
250 to 499 employees	12,631	2.1	8.7	13.3	2,440	1.1	26.9	95.1
500 or more employees	342,209	57.1	65.8	100.0	3,061	1.4	28.3	100.0
Wholesalers	122,907	20.5	20.5	100.0	70,886	31.8	31.8	100.0
no. employees unknown (3)	8,571	1.4	1.4	7.0	15,108	6.8	6.8	21.3
1 to 19 employees	23,181	3.9	5.3	25.8	40,694	18.2	25.0	78.7
20 to 49 employees	7,934	1.3	6.6	32.3	8,401	3.8	28.8	90.6
50 to 99 employees	5,817	1.0	7.6	37.0	3,293	1.5	30.3	95.2
100 to 249 employees	8,167	1.4	8.9	43.7	2,033	0.9	31.2	98.1
250 to 499 employees	4,873	0.8	9.8	47.6	693	0.3	31.5	99.1
500 or more employees	64,364	10.7	20.5	100.0	664	0.3	31.8	100.0
Other companies (4)	75,843	12.6	12.6	100.0	80,676	36.2	36.2	100.0
no. employees unknown (3)	13,109	2.2	2.2	17.3	26,799	12.0	12.0	33.2
1 to 19 employees	13,907	2.3	4.5	35.6	35,633	16.0	28.0	77.4
20 to 49 employees	4,828	0.8	5.3	42.0	7,138	3.2	31.2	86.2
50 to 99 employees	3,116	0.5	5.8	46.1	3,555	1.6	32.8	90.6
100 to 249 employees	3,811	0.6	6.5	51.1	2,831	1.3	34.1	94.1
250 to 499 employees	4,440	0.7	7.2	57.0	1,404	0.6	34.7	95.9
500 or more employees	32,633	5.4	12.6	100.0	3,316	1.5	36.2	100.0
Unclassified companies	6,458	1.1	1.1	100.0	8,351	3.7	3.7	100.0
Multiple location companies	492,675	82.1	82.1	100.0	31,225	14.0	14.0	100.0
no. employees unknown (3)	10,438	1.7	1.7	2.1	5,712	2.6	2.6	18.3
1 to 19 employees	1,949	0.3	2.1	2.5	2,127	1.0	3.5	25.1
20 to 49 employees	3,801	0.6	2.7	3.3	3,676	1.6	5.2	36.9
50 to 99 employees	6,287	1.0	3.7	4.6	4,121	1.8	7.0	50.1
100 to 249 employees	16,332	2.7	6.5	7.9	5,557	2.5	9.5	67.9
250 to 499 employees	17,854	3.0	9.4	11.5	3,488	1.6	11.1	79.0
500 or more employees	436,014	72.7	82.1	100.0	6,544	2.9	14.0	100.0
Manufacturers	359,509	59.9	59.9	100.0	11,088	5.0	5.0	100.0
no. employees unknown (3)	2,407	0.4	0.4	0.7	1,040	0.5	0.5	9.4
1 to 19 employees	97	0.0	0.4	0.7	244	0.1	0.6	11.6
20 to 49 employees	471	0.1	0.5	0.8	815	0.4	0.9	18.9
50 to 99 employees	1,554	0.3	0.8	1.3	1,501	0.7	1.6	32.5
100 to 249 employees	7,027	1.2	1.9	3.2	2,792	1.3	2.9	57.6
250 to 499 employees	9,377	1.6	3.5	5.8	1,805	0.8	3.7	73.9
500 or more employees	338,576	56.4	59.9	100.0	2,891	1.3	5.0	100.0

See footnotes at end of table.

Table 1a
2002 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	83,134	13.9	13.9	100.0	7,747	3.5	3.5	100.0
no. employees unknown (3)	3,020	0.5	0.5	3.6	1,682	0.8	0.8	21.7
1 to 19 employees	1,226	0.2	0.7	5.1	915	0.4	1.2	33.5
20 to 49 employees	2,179	0.4	1.1	7.7	1,497	0.7	1.8	52.8
50 to 99 employees	2,922	0.5	1.6	11.2	1,282	0.6	2.4	69.4
100 to 249 employees	6,120	1.0	2.6	18.6	1,187	0.5	2.9	84.7
250 to 499 employees	4,201	0.7	3.3	23.7	554	0.2	3.2	91.9
500 or more employees	63,465	10.6	13.9	100.0	630	0.3	3.5	100.0
Other companies (4)	46,067	7.7	7.7	100.0	11,093	5.0	5.0	100.0
no. employees unknown (3)	4,819	0.8	0.8	10.5	2,819	1.3	1.3	25.4
1 to 19 employees	570	0.1	0.9	11.7	796	0.4	1.6	32.6
20 to 49 employees	1,051	0.2	1.1	14.0	1,181	0.5	2.2	43.2
50 to 99 employees	1,619	0.3	1.3	17.5	1,133	0.5	2.7	53.4
100 to 249 employees	2,547	0.4	1.8	23.0	1,369	0.6	3.3	65.8
250 to 499 employees	3,623	0.6	2.4	30.9	975	0.4	3.7	74.6
500 or more employees	31,838	5.3	7.7	100.0	2,820	1.3	5.0	100.0
Unclassified companies	3,965	0.7	0.7	100.0	1,297	0.6	0.6	100.0
Single location companies	107,164	17.9	17.9	100.0	191,788	86.0	86.0	100.0
no. employees unknown (3)	23,740	4.0	4.0	22.2	52,330	23.5	23.5	27.3
1 to 19 employees	39,551	6.6	10.6	59.1	95,225	42.7	66.2	76.9
20 to 49 employees	14,522	2.4	13.0	72.6	25,425	11.4	77.6	90.2
50 to 99 employees	9,297	1.5	14.5	81.3	11,016	4.9	82.5	95.9
100 to 249 employees	9,978	1.7	16.2	90.6	5,867	2.6	85.1	99.0
250 to 499 employees	4,743	0.8	17.0	95.0	1,210	0.5	85.7	99.6
500 or more employees	5,333	0.9	17.9	100.0	715	0.3	86.0	100.0
Manufacturers	35,122	5.9	5.9	100.0	52,012	23.3	23.3	100.0
no. employees unknown (3)	7,502	1.3	1.3	21.4	8,136	3.6	3.6	15.6
1 to 19 employees	4,178	0.7	1.9	33.3	20,392	9.1	12.8	54.8
20 to 49 employees	4,984	0.8	2.8	47.4	12,551	5.6	18.4	79.0
50 to 99 employees	4,904	0.8	3.6	61.4	6,577	2.9	21.4	91.6
100 to 249 employees	6,666	1.1	4.7	80.4	3,551	1.6	23.0	98.5
250 to 499 employees	3,254	0.5	5.2	89.7	635	0.3	23.2	99.7
500 or more employees	3,633	0.6	5.9	100.0	170	0.1	23.3	100.0
Wholesalers	39,773	6.6	6.6	100.0	63,139	28.3	28.3	100.0
no. employees unknown (3)	5,550	0.9	0.9	14.0	13,426	6.0	6.0	21.3
1 to 19 employees	21,956	3.7	4.6	69.2	39,779	17.8	23.9	84.3
20 to 49 employees	5,755	1.0	5.5	83.6	6,904	3.1	27.0	95.2
50 to 99 employees	2,895	0.5	6.0	90.9	2,011	0.9	27.9	98.4
100 to 249 employees	2,047	0.3	6.4	96.1	846	0.4	28.2	99.7
250 to 499 employees	672	0.1	6.5	97.7	139	0.1	28.3	99.9
500 or more employees	899	0.1	6.6	100.0	34	0.0	28.3	100.0
Other companies (4)	29,776	5.0	5.0	100.0	69,583	31.2	31.2	100.0
no. employees unknown (3)	8,290	1.4	1.4	27.8	23,980	10.8	10.8	34.5
1 to 19 employees	13,337	2.2	3.6	72.6	34,837	15.6	26.4	84.5
20 to 49 employees	3,777	0.6	4.2	85.3	5,957	2.7	29.0	93.1
50 to 99 employees	1,496	0.2	4.5	90.3	2,422	1.1	30.1	96.6
100 to 249 employees	1,264	0.2	4.7	94.6	1,462	0.7	30.8	98.7
250 to 499 employees	817	0.1	4.8	97.3	429	0.2	31.0	99.3
500 or more employees	795	0.1	5.0	100.0	496	0.2	31.2	100.0
Unclassified companies	2,493	0.4	0.4	100.0	7,054	3.2	3.2	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 32.3 percent of the total wholesalers known value and 90.6 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2002.

(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
2001 Exports by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
All identified companies	626,084	100.0	100.0	100.0	241,762	100.0	100.0	100.0
no. employees unknown (3)	45,895	7.3	7.3	7.3	71,928	29.8	29.8	29.8
1 to 19 employees	43,952	7.0	14.4	14.4	95,730	39.6	69.3	69.3
20 to 49 employees	20,007	3.2	17.5	17.5	31,140	12.9	82.2	82.2
50 to 99 employees	17,579	2.8	20.4	20.4	16,915	7.0	89.2	89.2
100 to 249 employees	28,738	4.6	24.9	24.9	13,230	5.5	94.7	94.7
250 to 499 employees	23,879	3.8	28.8	28.8	5,181	2.1	96.8	96.8
500 or more employees	446,033	71.2	100.0	100.0	7,638	3.2	100.0	100.0
Manufacturers	447,468	71.5	71.5	100.0	69,699	28.8	28.8	100.0
no. employees unknown (3)	16,486	2.6	2.6	3.7	12,842	5.3	5.3	18.4
1 to 19 employees	5,285	0.8	3.5	4.9	20,322	8.4	13.7	47.6
20 to 49 employees	6,502	1.0	4.5	6.3	13,950	5.8	19.5	67.6
50 to 99 employees	7,349	1.2	5.7	8.0	9,079	3.8	23.2	80.6
100 to 249 employees	16,069	2.6	8.3	11.6	7,404	3.1	26.3	91.2
250 to 499 employees	14,098	2.3	10.5	14.7	2,744	1.1	27.4	95.2
500 or more employees	381,679	61.0	71.5	100.0	3,358	1.4	28.8	100.0
Wholesalers	93,706	15.0	15.0	100.0	73,186	30.3	30.3	100.0
no. employees unknown (3)	9,206	1.5	1.5	9.8	17,183	7.1	7.1	23.5
1 to 19 employees	24,002	3.8	5.3	35.4	39,681	16.4	23.5	77.7
20 to 49 employees	8,161	1.3	6.6	44.1	8,929	3.7	27.2	89.9
50 to 99 employees	6,573	1.0	7.7	51.2	3,549	1.5	28.7	94.7
100 to 249 employees	8,426	1.3	9.0	60.2	2,332	1.0	29.6	97.9
250 to 499 employees	5,021	0.8	9.8	65.5	782	0.3	30.0	99.0
500 or more employees	32,317	5.2	15.0	100.0	730	0.3	30.3	100.0
Other companies (4)	75,903	12.1	12.1	100.0	87,815	36.3	36.3	100.0
no. employees unknown (3)	16,496	2.6	2.6	21.7	34,418	14.2	14.2	39.2
1 to 19 employees	13,578	2.2	4.8	39.6	34,380	14.2	28.5	78.3
20 to 49 employees	4,494	0.7	5.5	45.5	7,230	3.0	31.4	86.6
50 to 99 employees	3,203	0.5	6.0	49.8	3,676	1.5	33.0	90.8
100 to 249 employees	3,927	0.6	6.7	54.9	3,192	1.3	34.3	94.4
250 to 499 employees	4,238	0.7	7.3	60.5	1,532	0.6	34.9	96.1
500 or more employees	29,967	4.8	12.1	100.0	3,387	1.4	36.3	100.0
Unclassified companies	9,007	1.4	1.4	100.0	11,062	4.6	4.6	100.0
Multiple location companies	498,002	79.5	79.5	100.0	31,573	13.1	13.1	100.0
no. employees unknown (3)	7,044	1.1	1.1	1.4	3,445	1.4	1.4	10.9
1 to 19 employees	4,438	0.7	1.8	2.3	2,810	1.2	2.6	19.8
20 to 49 employees	4,154	0.7	2.5	3.1	4,216	1.7	4.3	33.2
50 to 99 employees	6,627	1.1	3.6	4.5	4,504	1.9	6.2	47.4
100 to 249 employees	16,852	2.7	6.2	7.9	6,067	2.5	8.7	66.6
250 to 499 employees	18,769	3.0	9.2	11.6	3,678	1.5	10.2	78.3
500 or more employees	440,118	70.3	79.5	100.0	6,853	2.8	13.1	100.0
Manufacturers	405,427	64.8	64.8	100.0	12,421	5.1	5.1	100.0
no. employees unknown (3)	4,631	0.7	0.7	1.1	1,307	0.5	0.5	10.5
1 to 19 employees	1,591	0.3	1.0	1.5	379	0.2	0.7	13.6
20 to 49 employees	1,030	0.2	1.2	1.8	899	0.4	1.1	20.8
50 to 99 employees	1,977	0.3	1.5	2.3	1,729	0.7	1.8	34.7
100 to 249 employees	7,645	1.2	2.7	4.2	3,012	1.2	3.0	59.0
250 to 499 employees	10,606	1.7	4.4	6.8	1,956	0.8	3.8	74.7
500 or more employees	377,948	60.4	64.8	100.0	3,139	1.3	5.1	100.0

See footnotes at end of table.

Table 1b
2001 Exports by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Exporters	% of Number of Exporters	Cum. % of Number of Exporters	Cum. % of Company Type Exporters (2)
Multiple location companies								
Wholesalers	48,451	7.7	7.7	100.0	6,655	2.8	2.8	100.0
no. employees unknown (3)	513	0.1	0.1	1.1	616	0.3	0.3	9.3
1 to 19 employees	1,406	0.2	0.3	4.0	874	0.4	0.6	22.4
20 to 49 employees	1,515	0.2	0.5	7.1	1,335	0.6	1.2	42.4
50 to 99 employees	3,048	0.5	1.0	13.4	1,214	0.5	1.7	60.7
100 to 249 employees	6,312	1.0	2.0	26.4	1,310	0.5	2.2	80.4
250 to 499 employees	4,052	0.6	2.7	34.8	618	0.3	2.5	89.7
500 or more employees	31,605	5.0	7.7	100.0	688	0.3	2.8	100.0
Other companies (4)	38,377	6.1	6.1	100.0	9,083	3.8	3.8	100.0
no. employees unknown (3)	1,322	0.2	0.2	3.4	1,058	0.4	0.4	11.6
1 to 19 employees	478	0.1	0.3	4.7	775	0.3	0.8	20.2
20 to 49 employees	763	0.1	0.4	6.7	979	0.4	1.2	31.0
50 to 99 employees	1,148	0.2	0.6	9.7	956	0.4	1.6	41.5
100 to 249 employees	2,580	0.4	1.0	16.4	1,456	0.6	2.2	57.5
250 to 499 employees	3,589	0.6	1.6	25.7	986	0.4	2.6	68.4
500 or more employees	28,496	4.6	6.1	100.0	2,873	1.2	3.8	100.0
Unclassified companies	5,746	0.9	0.9	100.0	3,414	1.4	1.4	100.0
Single location companies	128,082	20.5	20.5	100.0	210,189	86.9	86.9	100.0
no. employees unknown (3)	38,851	6.2	6.2	30.3	68,483	28.3	28.3	32.6
1 to 19 employees	39,515	6.3	12.5	61.2	92,920	38.4	66.8	76.8
20 to 49 employees	15,854	2.5	15.0	73.6	26,924	11.1	77.9	89.6
50 to 99 employees	10,952	1.7	16.8	82.1	12,411	5.1	83.0	95.5
100 to 249 employees	11,886	1.9	18.7	91.4	7,163	3.0	86.0	98.9
250 to 499 employees	5,110	0.8	19.5	95.4	1,503	0.6	86.6	99.6
500 or more employees	5,915	0.9	20.5	100.0	785	0.3	86.9	100.0
Manufacturers	42,041	6.7	6.7	100.0	57,278	23.7	23.7	100.0
no. employees unknown (3)	11,855	1.9	1.9	28.2	11,535	4.8	4.8	20.1
1 to 19 employees	3,694	0.6	2.5	37.0	19,943	8.2	13.0	55.0
20 to 49 employees	5,472	0.9	3.4	50.0	13,051	5.4	18.4	77.7
50 to 99 employees	5,372	0.9	4.2	62.8	7,350	3.0	21.5	90.6
100 to 249 employees	8,424	1.3	5.6	82.8	4,392	1.8	23.3	98.2
250 to 499 employees	3,493	0.6	6.1	91.1	788	0.3	23.6	99.6
500 or more employees	3,731	0.6	6.7	100.0	219	0.1	23.7	100.0
Wholesalers	45,255	7.2	7.2	100.0	66,531	27.5	27.5	100.0
no. employees unknown (3)	8,693	1.4	1.4	19.2	16,567	6.9	6.9	24.9
1 to 19 employees	22,596	3.6	5.0	69.1	38,807	16.1	22.9	83.2
20 to 49 employees	6,646	1.1	6.1	83.8	7,594	3.1	26.0	94.6
50 to 99 employees	3,525	0.6	6.6	91.6	2,335	1.0	27.0	98.2
100 to 249 employees	2,114	0.3	7.0	96.3	1,022	0.4	27.4	99.7
250 to 499 employees	969	0.2	7.1	98.4	164	0.1	27.5	99.9
500 or more employees	712	0.1	7.2	100.0	42	0.0	27.5	100.0
Other companies (4)	37,526	6.0	6.0	100.0	78,732	32.6	32.6	100.0
no. employees unknown (3)	15,174	2.4	2.4	40.4	33,360	13.8	13.8	42.4
1 to 19 employees	13,100	2.1	4.5	75.3	33,605	13.9	27.7	85.1
20 to 49 employees	3,731	0.6	5.1	85.3	6,251	2.6	30.3	93.0
50 to 99 employees	2,055	0.3	5.4	90.8	2,720	1.1	31.4	96.4
100 to 249 employees	1,347	0.2	5.7	94.4	1,736	0.7	32.1	98.7
250 to 499 employees	649	0.1	5.8	96.1	546	0.2	32.4	99.3
500 or more employees	1,471	0.2	6.0	100.0	514	0.2	32.6	100.0
Unclassified companies	3,261	0.5	0.5	100.0	7,648	3.2	3.2	100.0

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

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g. wholesalers with less than 50 employees account for 44.1 percent of the total wholesalers known value and 89.9 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2001.

(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 2001 and 2002 Results

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

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	2001	2002	Net Diff.	% Change	2001	2002	Net Diff.	% Change
All identified companies	626,084	599,839	-26,245	-4.2	241,762	223,013	-18,749	-7.8
no. employees unknown (2)	45,895	34,178	-11,717	-25.5	71,928	58,042	-13,886	-19.3
1 to 19 employees	43,952	41,500	-2,453	-5.6	95,730	97,352	1,622	1.7
20 to 49 employees	20,007	18,323	-1,685	-8.4	31,140	29,101	-2,039	-6.5
50 to 99 employees	17,579	15,585	-1,994	-11.3	16,915	15,137	-1,778	-10.5
100 to 249 employees	28,738	26,310	-2,428	-8.4	13,230	11,424	-1,806	-13.7
250 to 499 employees	23,879	22,597	-1,282	-5.4	5,181	4,698	-483	-9.3
500 or more employees	446,033	441,347	-4,686	-1.1	7,638	7,259	-379	-5.0
Manufacturers	447,468	394,632	-52,836	-11.8	69,699	63,100	-6,599	-9.5
no. employees unknown (2)	16,486	9,909	-6,577	-39.9	12,842	9,176	-3,666	-28.5
1 to 19 employees	5,285	4,275	-1,010	-19.1	20,322	20,636	314	1.5
20 to 49 employees	6,502	5,455	-1,047	-16.1	13,950	13,366	-584	-4.2
50 to 99 employees	7,349	6,458	-891	-12.1	9,079	8,078	-1,001	-11.0
100 to 249 employees	16,069	13,693	-2,376	-14.8	7,404	6,343	-1,061	-14.3
250 to 499 employees	14,098	12,631	-1,467	-10.4	2,744	2,440	-304	-11.1
500 or more employees	381,679	342,209	-39,470	-10.3	3,358	3,061	-297	-8.8
Wholesalers	93,706	122,907	29,201	31.2	73,186	70,886	-2,300	-3.1
no. employees unknown (2)	9,206	8,571	-635	-6.9	17,183	15,108	-2,075	-12.1
1 to 19 employees	24,002	23,181	-821	-3.4	39,681	40,694	1,013	2.6
20 to 49 employees	8,161	7,934	-227	-2.8	8,929	8,401	-528	-5.9
50 to 99 employees	6,573	5,817	-755	-11.5	3,549	3,293	-256	-7.2
100 to 249 employees	8,426	8,167	-259	-3.1	2,332	2,033	-299	-12.8
250 to 499 employees	5,021	4,873	-148	-3.0	782	693	-89	-11.4
500 or more employees	32,317	64,364	32,047	99.2	730	664	-66	-9.0
Other companies (3)	75,903	75,843	-60	-0.1	87,815	80,676	-7,139	-8.1
no. employees unknown (2)	16,496	13,109	-3,387	-20.5	34,418	26,799	-7,619	-22.1
1 to 19 employees	13,578	13,907	328	2.4	34,380	35,633	1,253	3.6
20 to 49 employees	4,494	4,828	334	7.4	7,230	7,138	-92	-1.3
50 to 99 employees	3,203	3,116	-88	-2.7	3,676	3,555	-121	-3.3
100 to 249 employees	3,927	3,811	-116	-2.9	3,192	2,831	-361	-11.3
250 to 499 employees	4,238	4,440	202	4.8	1,532	1,404	-128	-8.4
500 or more employees	29,967	32,633	2,666	8.9	3,387	3,316	-71	-2.1
Unclassified companies	9,007	6,458	-2,549	-28.3	11,062	8,351	-2,711	-24.5
Multiple location companies	498,002	492,675	-5,326	-1.1	31,573	31,225	-348	-1.1
no. employees unknown (2)	7,044	10,438	3,394	48.2	3,445	5,712	2,267	65.8
1 to 19 employees	4,438	1,949	-2,489	-56.1	2,810	2,127	-683	-24.3
20 to 49 employees	4,154	3,801	-353	-8.5	4,216	3,676	-540	-12.8
50 to 99 employees	6,627	6,287	-340	-5.1	4,504	4,121	-383	-8.5
100 to 249 employees	16,852	16,332	-520	-3.1	6,067	5,557	-510	-8.4
250 to 499 employees	18,769	17,854	-915	-4.9	3,678	3,488	-190	-5.2
500 or more employees	440,118	436,014	-4,104	-0.9	6,853	6,544	-309	-4.5
Manufacturers	405,427	359,509	-45,918	-11.3	12,421	11,088	-1,333	-10.7
no. employees unknown (2)	4,631	2,407	-2,223	-48.0	1,307	1,040	-267	-20.4
1 to 19 employees	1,591	97	-1,494	-93.9	379	244	-135	-35.6
20 to 49 employees	1,030	471	-559	-54.3	899	815	-84	-9.3
50 to 99 employees	1,977	1,554	-423	-21.4	1,729	1,501	-228	-13.2
100 to 249 employees	7,645	7,027	-618	-8.1	3,012	2,792	-220	-7.3
250 to 499 employees	10,606	9,377	-1,228	-11.6	1,956	1,805	-151	-7.7
500 or more employees	377,948	338,576	-39,372	-10.4	3,139	2,891	-248	-7.9

See footnotes at end of table.

Table 1c
Percent Change Between the 2001 and 2002 Results - Continued

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

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

Company Type and Employment Size	Known Value (1)				Number of Exporters			
	2001	2002	Net Diff.	% Change	2001	2002	Net Diff.	% Change
Multiple location companies								
Wholesalers	48,451	83,134	34,683	71.6	6,655	7,747	1,092	16.4
no. employees unknown (2)	513	3,020	2,507	488.3	616	1,682	1,066	173.1
1 to 19 employees	1,406	1,226	-180	-12.8	874	915	41	4.7
20 to 49 employees	1,515	2,179	664	43.8	1,335	1,497	162	12.1
50 to 99 employees	3,048	2,922	-126	-4.1	1,214	1,282	68	5.6
100 to 249 employees	6,312	6,120	-191	-3.0	1,310	1,187	-123	-9.4
250 to 499 employees	4,052	4,201	148	3.7	618	554	-64	-10.4
500 or more employees	31,605	63,465	31,860	100.8	688	630	-58	-8.4
Other companies (3)	38,377	46,067	7,690	20.0	9,083	11,093	2,010	22.1
no. employees unknown (2)	1,322	4,819	3,497	264.5	1,058	2,819	1,761	166.4
1 to 19 employees	478	570	92	19.2	775	796	21	2.7
20 to 49 employees	763	1,051	288	37.8	979	1,181	202	20.6
50 to 99 employees	1,148	1,619	471	41.0	956	1,133	177	18.5
100 to 249 employees	2,580	2,547	-33	-1.3	1,456	1,369	-87	-6.0
250 to 499 employees	3,589	3,623	34	0.9	986	975	-11	-1.1
500 or more employees	28,496	31,838	3,342	11.7	2,873	2,820	-53	-1.8
Unclassified companies	5,746	3,965	-1,782	-31.0	3,414	1,297	-2,117	-62.0
Single location companies	128,082	107,164	-20,918	-16.3	210,189	191,788	-18,401	-8.8
no. employees unknown (2)	38,851	23,740	-15,111	-38.9	68,483	52,330	-16,153	-23.6
1 to 19 employees	39,515	39,551	36	0.1	92,920	95,225	2,305	2.5
20 to 49 employees	15,854	14,522	-1,331	-8.4	26,924	25,425	-1,499	-5.6
50 to 99 employees	10,952	9,297	-1,654	-15.1	12,411	11,016	-1,395	-11.2
100 to 249 employees	11,886	9,978	-1,908	-16.1	7,163	5,867	-1,296	-18.1
250 to 499 employees	5,110	4,743	-367	-7.2	1,503	1,210	-293	-19.5
500 or more employees	5,915	5,333	-582	-9.8	785	715	-70	-8.9
Manufacturers	42,041	35,122	-6,919	-16.5	57,278	52,012	-5,266	-9.2
no. employees unknown (2)	11,855	7,502	-4,353	-36.7	11,535	8,136	-3,399	-29.5
1 to 19 employees	3,694	4,178	484	13.1	19,943	20,392	449	2.3
20 to 49 employees	5,472	4,984	-488	-8.9	13,051	12,551	-500	-3.8
50 to 99 employees	5,372	4,904	-467	-8.7	7,350	6,577	-773	-10.5
100 to 249 employees	8,424	6,666	-1,758	-20.9	4,392	3,551	-841	-19.1
250 to 499 employees	3,493	3,254	-239	-6.8	788	635	-153	-19.4
500 or more employees	3,731	3,633	-98	-2.6	219	170	-49	-22.4
Wholesalers	45,255	39,773	-5,481	-12.1	66,531	63,139	-3,392	-5.1
no. employees unknown (2)	8,693	5,550	-3,142	-36.1	16,567	13,426	-3,141	-19.0
1 to 19 employees	22,596	21,956	-640	-2.8	38,807	39,779	972	2.5
20 to 49 employees	6,646	5,755	-891	-13.4	7,594	6,904	-690	-9.1
50 to 99 employees	3,525	2,895	-629	-17.9	2,335	2,011	-324	-13.9
100 to 249 employees	2,114	2,047	-68	-3.2	1,022	846	-176	-17.2
250 to 499 employees	969	672	-297	-30.6	164	139	-25	-15.2
500 or more employees	712	899	187	26.2	42	34	-8	-19.0
Other companies (3)	37,526	29,776	-7,751	-20.7	78,732	69,583	-9,149	-11.6
no. employees unknown (2)	15,174	8,290	-6,884	-45.4	33,360	23,980	-9,380	-28.1
1 to 19 employees	13,100	13,337	236	1.8	33,605	34,837	1,232	3.7
20 to 49 employees	3,731	3,777	45	1.2	6,251	5,957	-294	-4.7
50 to 99 employees	2,055	1,496	-558	-27.2	2,720	2,422	-298	-11.0
100 to 249 employees	1,347	1,264	-82	-6.1	1,736	1,462	-274	-15.8
250 to 499 employees	649	817	168	25.9	546	429	-117	-21.4
500 or more employees	1,471	795	-676	-45.9	514	496	-18	-3.5
Unclassified companies	3,261	2,493	-768	-23.5	7,648	7,054	-594	-7.8

(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 2001 or 2002.

(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 2002 Export Market
by Company Type

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

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

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)	% Change 2001-2002	
					Number of Exporters	Known Value
All identified companies	223,013	599,839	100.0	100.0	-7.8	-4.2
Top 4 companies	4	63,131	10.5	10.5	-	2.6
Top 8 companies	8	90,974	15.2	15.2	-	0.9
Top 20 companies	20	144,517	24.1	24.1	-	2.4
Top 50 companies	50	201,363	33.6	33.6	-	-1.6
Top 100 companies	100	252,296	42.1	42.1	-	-1.9
Top 250 companies	250	326,625	54.5	54.5	-	-0.7
Top 500 companies	500	382,305	63.7	63.7	-	-0.4
Top 1000 companies	1,000	433,137	72.2	72.2	-	-0.8
Top 2000 companies	2,000	477,596	79.6	79.6	-	-1.6
Manufacturers	63,100	394,632	65.8	100.0	-9.5	-11.8
Top 4 companies	4	63,131	10.5	16.0	-	2.6
Top 8 companies	8	89,543	14.9	22.7	-	0.4
Top 20 companies	20	131,219	21.9	33.3	-	-5.1
Top 50 companies	50	178,323	29.7	45.2	-	-9.8
Top 100 companies	100	219,609	36.6	55.6	-	-10.1
Top 250 companies	250	272,044	45.4	68.9	-	-9.7
Top 500 companies	500	306,281	51.1	77.6	-	-9.9
Top 1000 companies	1,000	334,038	55.7	84.6	-	-10.4
Top 2000 companies	2,000	356,764	59.5	90.4	-	-10.8
Wholesalers	70,886	122,907	20.5	100.0	-3.1	31.2
Top 4 companies	4	22,655	3.8	18.4	-	118.3
Top 8 companies	8	31,380	5.2	25.5	-	124.2
Top 20 companies	20	42,836	7.1	34.9	-	103.5
Top 50 companies	50	55,139	9.2	44.9	-	86.1
Top 100 companies	100	65,278	10.9	53.1	-	76.7
Top 250 companies	250	78,134	13.0	63.6	-	63.6
Top 500 companies	500	86,611	14.4	70.5	-	54.9
Top 1000 companies	1,000	94,469	15.7	76.9	-	48.1
Top 2000 companies	2,000	102,080	17.0	83.1	-	42.6
Other companies (3)	80,676	75,843	12.6	100.0	-8.1	-0.1
Top 4 companies	4	5,942	1.0	7.8	-	-17.9
Top 8 companies	8	9,265	1.5	12.2	-	-7.6
Top 20 companies	20	16,655	2.8	22.0	-	7.2
Top 50 companies	50	25,967	4.3	34.2	-	10.0
Top 100 companies	100	34,326	5.7	45.3	-	10.6
Top 250 companies	250	45,653	7.6	60.2	-	7.9
Top 500 companies	500	53,405	8.9	70.4	-	6.7
Top 1000 companies	1,000	59,835	10.0	78.9	-	5.1
Top 2000 companies	2,000	65,109	10.9	85.8	-	3.5
Unclassified companies	8,351	6,458	1.1	100.0	-24.5	-28.3

(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 18.4 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 2001 Export Market
by Company Type

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

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

Company Type	Number of Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	241,762	626,084	100.0	100.0
Top 4 companies	4	61,517	9.8	9.8
Top 8 companies	8	90,188	14.4	14.4
Top 20 companies	20	141,158	22.5	22.5
Top 50 companies	50	204,624	32.7	32.7
Top 100 companies	100	257,250	41.1	41.1
Top 250 companies	250	328,791	52.5	52.5
Top 500 companies	500	383,926	61.3	61.3
Top 1000 companies	1,000	436,796	69.8	69.8
Top 2000 companies	2,000	485,433	77.5	77.5
Manufacturers	69,699	447,468	71.5	100.0
Top 4 companies	4	61,517	9.8	13.7
Top 8 companies	8	89,150	14.2	19.9
Top 20 companies	20	138,286	22.1	30.9
Top 50 companies	50	197,752	31.6	44.2
Top 100 companies	100	244,157	39.0	54.6
Top 250 companies	250	301,297	48.1	67.3
Top 500 companies	500	339,926	54.3	76.0
Top 1000 companies	1,000	372,854	59.6	83.3
Top 2000 companies	2,000	399,977	63.9	89.4
Wholesalers	73,186	93,706	15.0	100.0
Top 4 companies	4	10,378	1.7	11.1
Top 8 companies	8	13,997	2.2	14.9
Top 20 companies	20	21,051	3.4	22.5
Top 50 companies	50	29,634	4.7	31.6
Top 100 companies	100	36,939	5.9	39.4
Top 250 companies	250	47,768	7.6	51.0
Top 500 companies	500	55,918	8.9	59.7
Top 1000 companies	1,000	63,793	10.2	68.1
Top 2000 companies	2,000	71,566	11.4	76.4
Other companies (3)	87,815	75,903	12.1	100.0
Top 4 companies	4	7,241	1.2	9.5
Top 8 companies	8	10,025	1.6	13.2
Top 20 companies	20	15,536	2.5	20.5
Top 50 companies	50	23,599	3.8	31.1
Top 100 companies	100	31,045	5.0	40.9
Top 250 companies	250	42,306	6.8	55.7
Top 500 companies	500	50,054	8.0	65.9
Top 1000 companies	1,000	56,924	9.1	75.0
Top 2000 companies	2,000	62,933	10.1	82.9
Unclassified companies	11,062	9,007	1.4	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 11.1 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
2002 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
All identified companies	599,839	223,013	208,033	34.7	14.1	384,748	64.1	96.7	7,058	1.2	8.1
no. employees unknown (3)	34,178	58,042	6,211	18.2	10.1	27,464	80.4	95.7	504	1.5	4.6
1 to 19 employees	41,500	97,352	6,247	15.1	9.3	34,029	82.0	96.4	1,224	2.9	6.9
20 to 49 employees	18,323	29,101	2,864	15.6	14.3	14,883	81.2	97.9	576	3.1	7.9
50 to 99 employees	15,585	15,137	1,981	12.7	20.5	13,269	85.1	98.2	336	2.2	10.4
100 to 249 employees	26,310	11,424	4,895	18.6	29.2	20,935	79.6	98.3	480	1.8	14.0
250 to 499 employees	22,597	4,698	4,652	20.6	41.1	17,502	77.5	98.4	443	2.0	19.5
500 or more employees	441,347	7,259	181,184	41.1	54.1	256,666	58.2	98.6	3,497	0.8	32.4
Manufacturers	394,632	63,100	148,706	37.7	19.3	242,829	61.5	98.4	3,097	0.8	10.1
no. employees unknown (3)	9,909	9,176	2,718	27.4	15.0	7,050	71.1	97.6	141	1.4	5.1
1 to 19 employees	4,275	20,636	847	19.8	8.1	3,355	78.5	98.0	74	1.7	4.6
20 to 49 employees	5,455	13,366	607	11.1	13.6	4,792	87.8	98.7	56	1.0	7.2
50 to 99 employees	6,458	8,078	569	8.8	21.4	5,823	90.2	98.9	66	1.0	10.5
100 to 249 employees	13,693	6,343	1,669	12.2	32.7	11,828	86.4	99.0	197	1.4	15.8
250 to 499 employees	12,631	2,440	2,089	16.5	49.7	10,350	81.9	99.2	192	1.5	24.2
500 or more employees	342,209	3,061	140,209	41.0	75.8	199,630	58.3	99.7	2,370	0.7	51.4
Wholesalers	122,907	70,886	38,288	31.2	13.7	82,522	67.1	97.7	2,097	1.7	8.8
no. employees unknown (3)	8,571	15,108	1,076	12.6	10.4	7,360	85.9	97.2	134	1.6	4.6
1 to 19 employees	23,181	40,694	1,790	7.7	10.9	20,725	89.4	97.6	666	2.9	8.4
20 to 49 employees	7,934	8,401	882	11.1	17.8	6,755	85.1	98.3	298	3.8	10.7
50 to 99 employees	5,817	3,293	918	15.8	24.2	4,712	81.0	98.6	187	3.2	13.8
100 to 249 employees	8,167	2,033	1,853	22.7	33.8	6,157	75.4	98.7	157	1.9	18.1
250 to 499 employees	4,873	693	1,104	22.7	45.5	3,715	76.2	98.7	54	1.1	23.7
500 or more employees	64,364	664	30,665	47.6	60.8	33,098	51.4	99.5	601	0.9	42.8
Other companies (4)	75,843	80,676	19,949	26.3	10.5	54,108	71.3	94.6	1,785	2.4	6.4
no. employees unknown (3)	13,109	26,799	2,106	16.1	8.6	10,778	82.2	94.1	224	1.7	5.2
1 to 19 employees	13,907	35,633	3,599	25.9	8.1	9,829	70.7	94.0	478	3.4	6.5
20 to 49 employees	4,828	7,138	1,373	28.4	11.3	3,234	67.0	95.9	221	4.6	5.8
50 to 99 employees	3,116	3,555	458	14.7	14.5	2,579	82.8	96.1	79	2.5	7.2
100 to 249 employees	3,811	2,831	1,299	34.1	18.3	2,420	63.5	96.3	92	2.4	7.3
250 to 499 employees	4,440	1,404	1,358	30.6	24.2	2,893	65.2	96.8	188	4.2	9.5
500 or more employees	32,633	3,316	9,756	29.9	33.3	22,375	68.6	97.3	502	1.5	13.5
Unclassified companies	6,458	8,351	1,089	16.9	11.7	5,289	81.9	96.1	80	1.2	3.0
Multiple location companies	492,675	31,225	190,957	38.8	31.6	296,995	60.3	98.1	4,723	1.0	17.0
no. employees unknown (3)	10,438	5,712	1,254	12.0	18.3	8,980	86.0	97.3	205	2.0	9.0
1 to 19 employees	1,949	2,127	355	18.2	14.9	1,531	78.6	96.7	63	3.2	7.6
20 to 49 employees	3,801	3,676	537	14.1	17.1	3,117	82.0	97.9	146	3.8	8.9
50 to 99 employees	6,287	4,121	1,157	18.4	22.3	4,911	78.1	98.1	220	3.5	11.1
100 to 249 employees	16,332	5,557	3,279	20.1	31.0	12,742	78.0	98.5	312	1.9	15.2
250 to 499 employees	17,854	3,488	3,916	21.9	42.1	13,559	75.9	98.7	378	2.1	21.2
500 or more employees	436,014	6,544	180,459	41.4	57.4	252,156	57.8	98.7	3,399	0.8	34.5
Manufacturers	359,509	11,088	142,769	39.7	45.2	214,130	59.6	99.3	2,611	0.7	26.1
no. employees unknown (3)	2,407	1,040	393	16.3	25.9	1,989	82.6	99.2	26	1.1	12.1
1 to 19 employees	97	244	23	23.2	13.9	74	76.5	98.4	0	0.2	6.1
20 to 49 employees	471	815	32	6.9	18.0	434	92.1	98.5	5	1.0	9.6
50 to 99 employees	1,554	1,501	158	10.2	26.0	1,385	89.1	98.9	11	0.7	12.0
100 to 249 employees	7,027	2,792	802	11.4	36.7	6,114	87.0	99.2	111	1.6	18.2
250 to 499 employees	9,377	1,805	1,625	17.3	50.6	7,609	81.1	99.5	144	1.5	25.9
500 or more employees	338,576	2,891	139,736	41.3	77.2	196,526	58.0	99.8	2,314	0.7	52.6
Wholesalers	83,134	7,747	34,763	41.8	28.2	47,361	57.0	98.4	1,010	1.2	15.7
no. employees unknown (3)	3,020	1,682	435	14.4	22.2	2,503	82.9	98.0	83	2.7	10.9
1 to 19 employees	1,226	915	232	18.9	16.7	960	78.3	97.9	34	2.8	8.7
20 to 49 employees	2,179	1,497	217	9.9	20.8	1,935	88.8	98.3	28	1.3	10.9
50 to 99 employees	2,922	1,282	720	24.6	24.1	2,042	69.9	98.4	160	5.5	13.3
100 to 249 employees	6,120	1,187	1,546	25.3	32.8	4,485	73.3	98.8	89	1.5	17.2
250 to 499 employees	4,201	554	977	23.3	46.8 (5)	3,224 (5)	76.7	98.9	(D)	(D)	24.7
500 or more employees	63,465	630	30,636	48.3	61.9 (5)	32,829 (5)	51.7	99.5	(D)	(D)	43.7

See footnotes at end of table.

Table 3a
2002 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
Multiple location companies											
Other companies (4)	46,067	11,093	12,629	27.4	20.7	32,409	70.4	96.7	1,028	2.2	9.4
no. employees unknown (3)	4,819	2,819	399	8.3	13.0	4,324	89.7	96.3	96	2.0	6.9
1 to 19 employees	570	796	96	16.8	13.6	448	78.6	94.7	26	4.6	6.8
20 to 49 employees	1,051	1,181	286	27.2	12.2	653	62.1	96.9	113	10.7	6.1
50 to 99 employees	1,619	1,133	243	15.0	14.0	1,330	82.2	96.7	46	2.8	8.1
100 to 249 employees	2,547	1,369	857	33.7	18.7	1,612	63.3	96.9	77	3.0	8.2
250 to 499 employees	3,623	975	1,214	33.5	24.1	2,234	61.7	97.1	175	4.8	10.6
500 or more employees	31,838	2,820	9,535	29.9	36.6	21,808	68.5	97.5	495	1.6	14.7
Unclassified companies	3,965	1,297	796	20.1	27.8	3,096	78.1	97.7	73	1.8	11.6
Single location companies	107,164	191,788	17,076	15.9	11.2	87,753	81.9	96.5	2,335	2.2	6.7
no. employees unknown (3)	23,740	52,330	4,957	20.9	9.3	18,484	77.9	95.5	299	1.3	4.1
1 to 19 employees	39,551	95,225	5,892	14.9	9.2	32,498	82.2	96.4	1,161	2.9	6.9
20 to 49 employees	14,522	25,425	2,326	16.0	13.8	11,766	81.0	97.9	430	3.0	7.7
50 to 99 employees	9,297	11,016	824	8.9	19.8	8,358	89.9	98.2	116	1.2	10.2
100 to 249 employees	9,978	5,867	1,616	16.2	27.4	8,194	82.1	98.1	168	1.7	12.8
250 to 499 employees	4,743	1,210	735	15.5	38.0	3,943	83.1	97.5	64	1.4	14.9
500 or more employees	5,333	715	725	13.6	24.8	4,511	84.6	97.3	98	1.8	13.4
Manufacturers	35,122	52,012	5,938	16.9	13.8	28,699	81.7	98.2	485	1.4	6.7
no. employees unknown (3)	7,502	8,136	2,325	31.0	13.6	5,062	67.5	97.4	116	1.5	4.2
1 to 19 employees	4,178	20,392	824	19.7	8.0	3,281	78.5	98.0	73	1.8	4.6
20 to 49 employees	4,984	12,551	575	11.5	13.3	4,358	87.4	98.7	51	1.0	7.1
50 to 99 employees	4,904	6,577	411	8.4	20.4	4,439	90.5	98.9	55	1.1	10.2
100 to 249 employees	6,666	3,551	867	13.0	29.5	5,714	85.7	98.9	85	1.3	13.9
250 to 499 employees	3,254	635	464	14.3	47.1	2,742	84.3	98.4	48	1.5	19.4
500 or more employees	3,633	170	473	13.0	52.9	3,104	85.4	98.8	56	1.5	30.6
Wholesalers	39,773	63,139	3,525	8.9	11.9	35,162	88.4	97.7	1,086	2.7	8.0
no. employees unknown (3)	5,550	13,426	641	11.5	9.0	4,858	87.5	97.1	52	0.9	3.9
1 to 19 employees	21,956	39,779	1,559	7.1	10.8	19,765	90.0	97.6	632	2.9	8.4
20 to 49 employees	5,755	6,904	665	11.6	17.2	4,820	83.8	98.3	270	4.7	10.6
50 to 99 employees	2,895	2,011	198	6.8	24.3	2,670	92.2	98.7	28	1.0	14.1
100 to 249 employees	2,047	846	307	15.0	35.3	1,672	81.7	98.6	68	3.3	19.3
250 to 499 employees	672	139	127	18.9	40.3 (5)	545 (5)	81.1	97.8	(D)	(D)	19.4
500 or more employees	899	34	29	3.3	41.2 (5)	870 (5)	96.7	100.0	(D)	(D)	26.5
Other companies (4)	29,776	69,583	7,320	24.6	8.9	21,699	72.9	94.2	757	2.5	5.9
no. employees unknown (3)	8,290	23,980	1,707	20.6	8.1	6,454	77.9	93.9	128	1.5	5.0
1 to 19 employees	13,337	34,837	3,503	26.3	8.0	9,381	70.3	94.0	452	3.4	6.4
20 to 49 employees	3,777	5,957	1,087	28.8	11.1	2,581	68.3	95.7	109	2.9	5.7
50 to 99 employees	1,496	2,422	215	14.4	14.7	1,248	83.4	95.7	33	2.2	6.8
100 to 249 employees	1,264	1,462	442	34.9	17.9	807	63.9	95.8	15	1.2	6.4
250 to 499 employees	817	429	145	17.7	24.5	660	80.8	96.0	12	1.5	7.0
500 or more employees	795	496	221	27.8	14.3	567	71.3	96.6	8	1.0	6.9
Unclassified companies	2,493	7,054	293	11.7	8.7	2,193	88.0	95.8	7	0.3	1.4

(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 2002.

(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.

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

Table 3b
2001 Exports to Related Parties
by Company Type and Employment Size

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
All identified companies	626,084	241,762	208,669	33.3	15.5	402,770	64.3	95.1	14,645	2.3	14.3
no. employees unknown (3)	45,895	71,928	11,150	24.3	11.7	31,958	69.6	92.0	2,788	6.1	11.6
1 to 19 employees	43,952	95,730	5,014	11.4	10.6	36,999	84.2	95.6	1,939	4.4	11.2
20 to 49 employees	20,007	31,140	2,367	11.8	15.4	16,695	83.4	97.2	945	4.7	13.3
50 to 99 employees	17,579	16,915	2,137	12.2	21.4	14,763	84.0	97.6	678	3.9	18.1
100 to 249 employees	28,738	13,230	5,252	18.3	30.6	22,774	79.2	97.6	712	2.5	23.6
250 to 499 employees	23,879	5,181	4,748	19.9	41.3	18,532	77.6	98.0	600	2.5	31.7
500 or more employees	446,033	7,638	178,002	39.9	56.2	261,049	58.5	97.9	6,983	1.6	46.1
Manufacturers	447,468	69,699	167,651	37.5	20.9	272,493	60.9	97.8	7,324	1.6	16.8
no. employees unknown (3)	16,486	12,842	5,636	34.2	17.1	10,088	61.2	95.9	762	4.6	10.9
1 to 19 employees	5,285	20,322	603	11.4	9.5	4,581	86.7	97.3	101	1.9	8.1
20 to 49 employees	6,502	13,950	1,011	15.5	14.5	5,293	81.4	98.5	198	3.0	12.3
50 to 99 employees	7,349	9,079	798	10.9	21.9	6,367	86.6	98.7	185	2.5	18.4
100 to 249 employees	16,069	7,404	2,446	15.2	34.1	13,258	82.5	98.9	366	2.3	26.3
250 to 499 employees	14,098	2,744	2,277	16.1	50.7	11,482	81.4	99.3	339	2.4	39.4
500 or more employees	381,679	3,358	154,881	40.6	76.1	221,425	58.0	99.8	5,373	1.4	66.6
Wholesalers	93,706	73,186	24,198	25.8	14.7	66,933	71.4	96.6	2,575	2.7	15.2
no. employees unknown (3)	9,206	17,183	1,500	16.3	10.9	7,430	80.7	94.7	276	3.0	11.5
1 to 19 employees	24,002	39,681	2,068	8.6	12.0	20,999	87.5	97.0	935	3.9	13.8
20 to 49 employees	8,161	8,929	840	10.3	18.4	6,948	85.1	97.7	373	4.6	17.1
50 to 99 employees	6,573	3,549	815	12.4	26.5	5,505	83.8	97.8	253	3.8	23.0
100 to 249 employees	8,426	2,332	1,787	21.2	34.2	6,512	77.3	97.4	127	1.5	28.6
250 to 499 employees	5,021	782	966	19.2	42.6	3,970	79.1	98.2	85	1.7	35.8
500 or more employees	32,317	730	16,223	50.2	60.0	15,567	48.2	98.6	527	1.6	57.3
Other companies (4)	75,903	87,815	15,097	19.9	12.1	56,322	74.2	92.3	4,484	5.9	11.5
no. employees unknown (3)	16,496	34,418	3,345	20.3	10.3	11,496	69.7	90.0	1,654	10.0	11.4
1 to 19 employees	13,578	34,380	1,815	13.4	9.5	10,905	80.3	93.1	857	6.3	10.0
20 to 49 employees	4,494	7,230	450	10.0	13.1	3,686	82.0	94.5	358	8.0	10.0
50 to 99 employees	3,203	3,676	495	15.5	15.8	2,499	78.0	95.0	209	6.5	12.2
100 to 249 employees	3,927	3,192	986	25.1	20.5	2,734	69.6	95.1	206	5.3	14.1
250 to 499 employees	4,238	1,532	1,395	32.9	24.3	2,671	63.0	95.5	171	4.0	16.4
500 or more employees	29,967	3,387	6,610	22.1	36.5	22,330	74.5	95.9	1,027	3.4	24.2
Unclassified companies	9,007	11,062	1,723	19.1	12.8	7,022	78.0	90.1	262	2.9	15.0
Multiple location companies	498,002	31,573	189,954	38.1	33.8	299,537	60.1	96.2	8,510	1.7	29.4
no. employees unknown (3)	7,044	3,445	2,443	34.7	23.8	4,447	63.1	92.1	155	2.2	20.9
1 to 19 employees	4,438	2,810	1,025	23.1	14.8	3,275	73.8	94.7	137	3.1	16.7
20 to 49 employees	4,154	4,216	662	15.9	18.6	3,288	79.2	95.0	204	4.9	18.1
50 to 99 employees	6,627	4,504	1,117	16.8	23.0	5,196	78.4	96.4	315	4.7	22.3
100 to 249 employees	16,852	6,067	3,674	21.8	32.8	12,786	75.9	97.0	392	2.3	27.3
250 to 499 employees	18,769	3,678	4,020	21.4	44.0	14,267	76.0	97.9	482	2.6	35.4
500 or more employees	440,118	6,853	177,014	40.2	58.7	256,279	58.2	97.9	6,825	1.6	49.1
Manufacturers	405,427	12,421	159,685	39.4	46.6	239,859	59.2	98.7	5,883	1.5	38.6
no. employees unknown (3)	4,631	1,307	1,674	36.2	33.0	2,863	61.8	95.4	94	2.0	19.1
1 to 19 employees	1,591	379	81	5.1	18.2	1,497	94.1	97.1	13	0.8	14.2
20 to 49 employees	1,030	899	258	25.1	21.0	740	71.8	98.1	32	3.1	17.6
50 to 99 employees	1,977	1,729	276	13.9	26.0	1,662	84.1	98.4	39	2.0	23.2
100 to 249 employees	7,645	3,012	1,331	17.4	38.6	6,178	80.8	98.9	137	1.8	31.2
250 to 499 employees	10,606	1,956	1,805	17.0	53.8	8,548	80.6	99.5	252	2.4	42.9
500 or more employees	377,948	3,139	154,261	40.8	77.4	218,371	57.8	99.8	5,317	1.4	68.6
Wholesalers	48,451	6,655	19,671	40.6	29.7	27,852	57.5	96.3	929	1.9	28.7
no. employees unknown (3)	513	616	75	14.7	21.8	424	82.6	91.9	14	2.8	21.4
1 to 19 employees	1,406	874	390	27.7	15.7	947	67.4	95.9	69	4.9	18.1
20 to 49 employees	1,515	1,335	210	13.8	19.7	1,269	83.7	96.2	37	2.4	20.7
50 to 99 employees	3,048	1,214	509	16.7	25.7	2,362	77.5	96.5	178	5.8	26.0
100 to 249 employees	6,312	1,310	1,453	23.0	33.9	4,781	75.8	96.6	77	1.2	30.2
250 to 499 employees	4,052	618	867	21.4	43.5 (5)	3,185 (5)	78.6	98.1	(D)	(D)	37.7
500 or more employees	31,605	688	16,168	51.2	60.3 (5)	15,457 (5)	48.8	98.8	(D)	(D)	58.4

See footnotes at end of table.

Table 3b
2001 Exports to Related Parties
by Company Type and Employment Size - Continued

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Related Party Trade			Non-Related Party Trade			Non-Reported		
			Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Exporters (2)
Multiple location companies											
Other companies (4)	38,377	9,083	9,377	24.4	25.0	27,478	71.6	93.6	1,522	4.0	21.3
no. employees unknown (3)	1,322	1,058	477	36.1	17.0	812	61.4	88.6	33	2.5	23.4
1 to 19 employees	478	775	76	15.9	12.0	389	81.4	92.6	13	2.8	16.3
20 to 49 employees	763	979	129	16.9	15.8	514	67.4	91.9	120	15.7	16.1
50 to 99 employees	1,148	956	303	26.4	17.4	779	67.9	93.6	66	5.8	17.8
100 to 249 employees	2,580	1,456	857	33.2	21.4	1,558	60.4	94.1	165	6.4	18.1
250 to 499 employees	3,589	986	1,238	34.5	26.0	2,200	61.3	94.6	151	4.2	20.5
500 or more employees	28,496	2,873	6,298	22.1	38.7	21,225	74.5	95.6	973	3.4	26.6
Unclassified companies	5,746	3,414	1,221	21.3	19.1	4,349	75.7	94.0	175	3.1	18.7
Single location companies	128,082	210,189	18,715	14.6	12.7	103,233	80.6	94.9	6,135	4.8	12.0
no. employees unknown (3)	38,851	68,483	8,707	22.4	11.1	27,511	70.8	92.0	2,633	6.8	11.1
1 to 19 employees	39,515	92,920	3,989	10.1	10.4	33,724	85.3	95.6	1,802	4.6	11.1
20 to 49 employees	15,854	26,924	1,705	10.8	14.9	13,408	84.6	97.5	741	4.7	12.6
50 to 99 employees	10,952	12,411	1,021	9.3	20.8	9,568	87.4	98.0	364	3.3	16.5
100 to 249 employees	11,886	7,163	1,578	13.3	28.7	9,988	84.0	98.1	320	2.7	20.5
250 to 499 employees	5,110	1,503	728	14.2	34.7	4,264	83.5	98.2	118	2.3	22.5
500 or more employees	5,915	785	988	16.7	34.5	4,770	80.6	97.6	158	2.7	20.0
Manufacturers	42,041	57,278	7,966	18.9	15.4	32,634	77.6	97.6	1,440	3.4	12.1
no. employees unknown (3)	11,855	11,535	3,962	33.4	15.3	7,225	60.9	96.0	668	5.6	10.0
1 to 19 employees	3,694	19,943	523	14.1	9.3	3,084	83.5	97.3	88	2.4	8.0
20 to 49 employees	5,472	13,051	753	13.8	14.0	4,553	83.2	98.5	166	3.0	12.0
50 to 99 employees	5,372	7,350	522	9.7	20.9	4,704	87.6	98.7	146	2.7	17.3
100 to 249 employees	8,424	4,392	1,115	13.2	31.0	7,080	84.0	98.9	229	2.7	22.9
250 to 499 employees	3,493	788	472	13.5	43.1	2,934	84.0	98.9	87	2.5	30.7
500 or more employees	3,731	219	620	16.6	56.6	3,054	81.9	99.5	56	1.5	37.4
Wholesalers	45,255	66,531	4,527	10.0	13.2	39,081	86.4	96.7	1,646	3.6	13.9
no. employees unknown (3)	8,693	16,567	1,424	16.4	10.5	7,006	80.6	94.8	262	3.0	11.1
1 to 19 employees	22,596	38,807	1,679	7.4	11.9	20,052	88.7	97.0	866	3.8	13.7
20 to 49 employees	6,646	7,594	630	9.5	18.2	5,680	85.5	98.0	336	5.1	16.5
50 to 99 employees	3,525	2,335	306	8.7	27.0	3,143	89.2	98.5	75	2.1	21.5
100 to 249 employees	2,114	1,022	334	15.8	34.5	1,731	81.9	98.4	49	2.3	26.7
250 to 499 employees	969	164	99	10.2	39.0	(5) 870	(5) 89.8	98.8	(D)	(D)	28.7
500 or more employees	712	42	55	7.7	54.8	(5) 657	(5) 92.3	95.2	(D)	(D)	38.1
Other companies (4)	37,526	78,732	5,720	15.2	10.6	28,844	76.9	92.1	2,962	7.9	10.3
no. employees unknown (3)	15,174	33,360	2,868	18.9	10.1	10,685	70.4	90.0	1,621	10.7	11.0
1 to 19 employees	13,100	33,605	1,739	13.3	9.4	10,516	80.3	93.1	844	6.4	9.9
20 to 49 employees	3,731	6,251	321	8.6	12.6	3,172	85.0	94.9	238	6.4	9.1
50 to 99 employees	2,055	2,720	192	9.3	15.2	1,719	83.7	95.5	143	7.0	10.2
100 to 249 employees	1,347	1,736	129	9.6	19.7	1,176	87.4	95.9	41	3.0	10.7
250 to 499 employees	649	546	157	24.2	21.4	471	72.7	97.1	20	3.1	9.0
500 or more employees	1,471	514	313	21.2	23.7	1,105	75.1	97.1	54	3.7	11.3
Unclassified companies	3,261	7,648	501	15.4	10.0	2,673	82.0	88.3	86	2.6	13.4

(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 2001.

(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.

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

Table 4a
2002 Exports by Company Type and Employment Size
to Number of Partner Countries

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	599,839	223,013	4.9	60.5	6.5	24.7	6.4	8.2	12.6	5.0	18.4	1.3	51.3	0.3
no. employees unknown(2)	34,178	58,042	22.6	73.4	16.6	18.7	14.4	4.9	21.3	2.5	21.3	0.4	3.8	0.0
1 to 19 employees	41,500	97,352	31.1	65.2	28.9	25.6	21.2	6.6	15.0	2.3	3.3	0.2	0.6	0.0
20 to 49 employees	18,323	29,101	14.6	50.1	27.8	30.1	18.4	11.9	24.9	7.1	13.7	0.8	0.5	0.0
50 to 99 employees	15,585	15,137	10.7	43.6	19.5	29.8	25.3	14.3	29.6	10.5	14.0	1.8	1.0	0.1
100 to 249 employees	26,310	11,424	6.4	36.8	14.0	28.9	18.5	15.6	40.5	14.5	18.1	4.0	2.5	0.3
250 to 499 employees	22,597	4,698	5.4	31.4	12.5	27.0	15.5	15.9	37.8	17.5	23.3	7.3	5.5	0.9
500 or more employees	441,347	7,259	0.3	26.4	1.5	21.2	2.0	12.7	7.7	17.4	19.7	14.8	68.9	7.6
Manufacturers	394,632	63,100	1.5	45.7	3.3	29.6	3.7	12.2	10.2	8.9	19.0	2.8	62.3	0.8
no. employees unknown(2)	9,909	9,176	10.3	57.1	12.5	26.6	19.7	9.3	21.8	5.8	30.8	1.1	4.9	0.1
1 to 19 employees	4,275	20,636	30.6	59.0	36.2	29.8	17.7	8.4	13.6	2.7 (4)	1.9	0.1	(D)	0.0
20 to 49 employees	5,455	13,366	15.9	45.6	29.5	32.2	19.3	13.2	29.1	8.2 (4)	6.2	0.8	(D)	0.0
50 to 99 employees	6,458	8,078	10.1	36.8	21.1	32.3	21.3	16.3	35.4	12.3	11.0	2.2	1.0	0.1
100 to 249 employees	13,693	6,343	5.8	26.9	14.5	31.0	17.8	18.7	38.9	18.1	21.1	5.0	1.9	0.3
250 to 499 employees	12,631	2,440	4.2	18.3	12.5	28.1	14.7	19.6	33.7	22.4	29.5	10.4	5.5	1.2
500 or more employees	342,209	3,061	0.2	7.0	1.1	16.7	1.6	13.3	7.0	24.0	18.7	25.6	71.4	13.3
Wholesalers	122,907	70,886	7.2	55.0	10.9	29.6	10.7	9.4	17.0	5.0	15.7	0.8	38.5	0.2
no. employees unknown(2)	8,571	15,108	21.6	67.1	20.1	23.3	18.5	6.1	22.9	2.9	14.0	0.5	2.9	0.1
1 to 19 employees	23,181	40,694	23.7	56.9	32.4	31.1	22.9	8.4	18.0	3.3	2.7	0.3	0.3	0.0
20 to 49 employees	7,934	8,401	8.2	41.9	24.7	34.1	18.5	14.2	28.3	8.7	19.3	1.0	1.0	0.1
50 to 99 employees	5,817	3,293	8.0	38.1	13.9	31.5	31.1	16.2	26.7	12.1	20.0	2.0	0.2	0.1
100 to 249 employees	8,167	2,033	2.3	32.0	9.2	29.4	19.9	16.7	50.3	16.9	15.6	4.7	2.8	0.3
250 to 499 employees	4,873	693	2.1	25.8	10.2	26.4	9.3	17.2	51.2	22.5	22.0	7.1	5.2	1.0
500 or more employees	64,364	664	0.1	15.5	0.3	17.5	1.4	16.0	6.8	21.7	19.4	18.8	72.1	10.5
Other companies (3)	75,843	80,676	17.7	75.5	15.3	17.3	12.5	4.5	17.3	2.1	18.9	0.5	18.3	0.1
no. employees unknown(2)	13,109	26,799	32.2	81.6	16.5	13.8	8.3	3.0	20.3	1.3	21.1	0.3	1.6	0.0
1 to 19 employees	13,907	35,633	43.5	78.2	20.7	17.0	19.5	3.6	10.5	1.0 (4)	5.8	0.1	(D)	0.0
20 to 49 employees	4,828	7,138	23.2	67.9	31.4	21.8	16.7	6.7	15.1	3.1	13.6	0.5	--	--
50 to 99 employees	3,116	3,555	16.6	64.2	26.3	22.0	23.2	8.2	21.8	4.8 (4)	12.1	0.7	(D)	0.1
100 to 249 employees	3,811	2,831	16.5	61.9	23.6	23.8	19.6	7.9	23.8	5.1 (4)	16.5	1.2	(D)	0.1
250 to 499 employees	4,440	1,404	13.0	56.5	14.3	25.1	26.0	9.4	31.5	6.3	8.4	2.2	6.9	0.4
500 or more employees	32,633	3,316	0.9	45.9	8.2	25.8	6.9	11.4	16.2	10.6	27.9	4.2	39.8	2.1
Unclassified companies	6,458	8,351	14.1	72.8	14.6	18.5	11.3	5.0	23.9	2.9	27.7	0.8	8.4	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 2002.

(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.

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

Table 4b
2001 Exports by Company Type and Employment Size
to Number of Partner Countries

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

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

Company Type and Employment Size	Known Value (1)	Number of Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters	% of Row Value	% of Row Number of Exporters
All identified companies	626,084	241,762	5.8	62.3	6.7	23.7	6.1	7.8	12.9	4.7	19.1	1.2	49.4	0.3
no. employees unknown(2)	45,895	71,928	32.3	79.2	16.9	15.2	11.9	3.5	24.1	1.8	10.8	0.3	4.0	0.0
1 to 19 employees	43,952	95,730	30.5	64.8	28.5	26.0	18.1	6.7	15.5	2.4	7.2	0.2	0.2	0.0
20 to 49 employees	20,007	31,140	16.3	50.6	25.3	30.4	19.1	11.4	25.3	6.8	12.3	0.7	1.7	0.0
50 to 99 employees	17,579	16,915	10.0	43.7	19.4	29.9	27.5	14.3	28.3	10.1	13.3	1.9	1.6	0.1
100 to 249 employees	28,738	13,230	5.9	37.2	14.5	29.3	17.0	15.5	40.1	13.9	19.4	3.7	3.0	0.2
250 to 499 employees	23,879	5,181	3.3	30.8	12.2	27.6	14.0	16.1	37.0	17.5	27.0	7.2	6.5	0.9
500 or more employees	446,033	7,638	0.2	24.5	1.3	22.3	1.8	13.2	7.2	17.3	21.3	15.1	68.2	7.6
Manufacturers	447,468	69,699	2.0	47.6	3.4	28.6	3.6	11.8	9.6	8.6	19.3	2.7	62.2	0.8
no. employees unknown(2)	16,486	12,842	23.4	64.3	18.7	22.5	14.3	7.8	21.0	4.6	17.1	0.8	5.5	0.1
1 to 19 employees	5,285	20,322	27.1	59.4	23.8	29.5	12.7	8.2	(4) 36.4	2.8	(D)	0.1	(D)	0.0
20 to 49 employees	6,502	13,950	16.0	46.7	28.8	32.5	23.1	12.5	(4) 32.1	7.6	(D)	0.7	(D)	0.0
50 to 99 employees	7,349	9,079	11.3	37.9	21.1	32.0	23.2	16.3	33.7	11.6	9.9	2.1	0.9	0.1
100 to 249 employees	16,069	7,404	6.1	28.8	15.7	31.0	16.2	18.0	39.8	17.4	20.4	4.6	1.7	0.3
250 to 499 employees	14,098	2,744	3.1	17.5	10.9	27.9	12.4	20.2	36.7	23.2	33.0	10.2	4.0	1.0
500 or more employees	381,679	3,358	0.1	7.1	0.9	16.8	1.5	13.8	6.1	23.6	19.1	25.0	72.4	13.7
Wholesalers	93,706	73,186	11.5	56.2	14.3	29.1	14.0	9.1	20.2	4.7	23.3	0.9	16.7	0.1
no. employees unknown(2)	9,206	17,183	31.3	71.8	19.4	21.5	13.7	4.5	18.3	1.9	11.2	0.3	6.1	0.1
1 to 19 employees	24,002	39,681	25.6	56.9	31.7	31.1	21.7	8.5	18.1	3.2	2.6	0.3	0.3	0.0
20 to 49 employees	8,161	8,929	12.9	42.4	21.1	33.9	20.8	14.2	27.9	8.3	16.5	1.1	0.7	0.1
50 to 99 employees	6,573	3,549	4.2	37.4	14.5	31.1	33.3	16.9	29.2	12.3	18.5	2.3	0.3	0.1
100 to 249 employees	8,426	2,332	2.7	32.2	7.0	30.1	21.6	17.9	42.7	14.7	23.1	4.8	2.9	0.3
250 to 499 employees	5,021	782	3.2	26.9	8.6	29.7	10.2	14.8	43.1	19.4	25.7	8.3	9.2	0.9
500 or more employees	32,317	730	0.2	15.2	0.8	22.5	1.4	15.8	9.0	20.7	44.4	19.6	44.1	6.3
Other companies (3)	75,903	87,815	19.0	76.9	15.5	16.4	11.0	4.1	21.1	2.0	14.3	0.4	19.0	0.1
no. employees unknown(2)	16,496	34,418	36.6	86.3	15.4	10.6	10.2	2.0	29.9	0.9	6.2	0.2	1.7	0.0
1 to 19 employees	13,578	34,380	41.9	76.9	22.4	18.0	14.2	3.8	13.7	1.2	7.8	0.1	--	--
20 to 49 employees	4,494	7,230	23.0	67.7	29.3	22.0	10.4	6.3	18.5	3.5	(4) 18.8	0.4	(D)	0.0
50 to 99 employees	3,203	3,676	19.2	63.0	24.9	23.8	26.7	7.6	14.5	4.6	(4) 14.7	1.0	(D)	0.1
100 to 249 employees	3,927	3,192	11.2	59.7	25.8	24.5	9.5	8.6	37.2	5.7	7.6	1.2	8.6	0.2
250 to 499 employees	4,238	1,532	4.4	55.9	21.4	26.0	24.9	9.5	29.0	6.7	7.9	1.3	12.4	0.7
500 or more employees	29,967	3,387	1.4	43.0	7.2	27.7	6.7	12.2	17.5	10.3	23.4	4.5	43.8	2.2
Unclassified companies	9,007	11,062	27.5	78.7	15.4	14.7	7.7	3.8	28.1	2.2	10.2	0.5	11.0	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 2001.

(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.

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

Table 5a
2002 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2002):

North America -

Canada, Mexico

Western Europe -

Andorra, Austria, Belgium, Bosnia-Herzegovina, Croatia, Cyprus, Denmark, Faroe Islands, Finland, France, Germany, Gibraltar, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Malta and Gozo, Macedonia, Monaco, Netherlands, Norway, Portugal, San Marino, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom, Vatican City, Yugoslavia.

European Union -

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, United Kingdom.

European Free Trade Association -

Iceland, Liechtenstein, Norway, Switzerland.

Eastern Europe -

Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

Former Soviet Republics -

Armenia, Azerbaijan, Belarus, Estonia, Georgia, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

OECD (Organisation for Economic Co-operation and Development) in Europe -

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

Australia, Brunei, China, Hong Kong, Indonesia, Japan, South Korea, Macao, Malaysia, New Zealand, Papua New Guinea, Philippines, Singapore, Taiwan.

Asia Near East -

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

Asia - NICS (Newly Industrialized Countries of Asia) -

Hong Kong, South Korea, Singapore, Taiwan.

Asia - South -

Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

ASEAN (Association of South East Asian Nations) -

Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand.

South/Central America -

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

Twenty Latin American Republics -

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

Central American Common Market -

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

LAFTA (Latin American Free Trade Association) -

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies -

Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

OPEC -

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

Table 5b
2001 Exports by Company Employment Size
to World Areas and Selected Countries - Continued

World Area Country Groupings (2001):

North America -

Canada, Mexico

Western Europe -

Andorra, Austria, Belgium, Bosnia-Herzegovina, Croatia, Cyprus, Denmark, Faroe Islands, Finland, France, Germany, Gibraltar, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Malta and Gozo, Macedonia, Monaco, Netherlands, Norway, Portugal, San Marino, Slovenia, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom, Vatican City, Yugoslavia.

European Union -

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, United Kingdom.

European Free Trade Association -

Iceland, Liechtenstein, Norway, Switzerland.

Eastern Europe -

Albania, Armenia, Azerbaijan, Belarus, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

Former Soviet Republics -

Armenia, Azerbaijan, Belarus, Estonia, Georgia, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan.

OECD (Organisation for Economic Co-operation and Development) in Europe -

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

Pacific Rim Countries -

Australia, Brunei, China, Hong Kong, Indonesia, Japan, South Korea, Macao, Malaysia, New Zealand, Papua New Guinea, Philippines, Singapore, Taiwan.

Asia Near East -

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

Asia - NICS (Newly Industrialized Countries of Asia) -

Hong Kong, South Korea, Singapore, Taiwan.

Asia - South -

Afghanistan, Bangladesh, India, Nepal, Pakistan, Sri Lanka.

ASEAN (Association of South East Asian Nations) -

Brunei, Cambodia, Indonesia, Malaysia, Philippines, Singapore, Thailand.

South/Central America -

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

Twenty Latin American Republics -

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

Central American Common Market -

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua.

LAFTA (Latin American Free Trade Association) -

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, Venezuela.

NATO Allies -

Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard/Jan Mayen Island, Sweden, Switzerland, Turkey, United Kingdom.

OPEC -

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

Table 5c
Percent Change Between 2001 and 2002 Exports
to World Areas and Selected Countries

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

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

Country of Destination	Total Value		Known Value (1)		Number of Exporters	
	Net Change	% Change	Net Change	% Change	Net Change	% Change
All countries	-35,997	-4.9	-26,245	-4.2	-18,749	-7.8
Top 25 countries	-33,110	-5.2	-24,865	-4.5	-18,397	-8.6
Canada	-2,501	-1.5	-8,777	-6.7	-13,730	-12.9
Mexico	-3,978	-3.9	-1,584	-1.8	-6,605	-14.5
Japan	-6,199	-10.8	-4,320	-8.3	-1,792	-6.2
United Kingdom	-7,545	-18.5	-6,183	-17.3	-1,257	-3.2
Germany	-3,486	-11.6	-2,136	-8.2	-647	-2.5
Republic of Korea	399	1.8	1,425	7.4	-755	-4.2
China	2,818	14.6	3,106	17.6	1,448	9.7
France	-877	-4.4	-531	-2.9	-687	-3.8
Taiwan	243	1.3	631	3.9	-458	-2.6
Netherlands	-1,190	-6.1	-521	-3.0	-532	-3.6
Singapore	-1,470	-8.3	-657	-4.3	-317	-2.0
Belgium	-181	-1.3	437	3.7	-245	-2.5
Australia	2,139	19.5	2,166	22.6	219	1.1
Hong Kong	-1,461	-10.4	-1,271	-10.1	-2	0.0
Brazil	-3,520	-22.1	-2,722	-19.2	-1,635	-13.3
Malaysia	968	10.3	1,153	13.3	108	1.3
Italy	173	1.7	426	4.9	-151	-1.0
Switzerland	-2,053	-20.9	-1,710	-19.5	-389	-3.9
Philippines	-394	-5.1	-148	-2.1	-274	-4.3
Israel	-443	-5.9	-98	-1.8	-631	-5.4
Ireland	-401	-5.6	-112	-1.7	-256	-3.5
Spain	-585	-10.1	-307	-6.4	74	0.7
Thailand	-1,136	-18.9	-1,104	-19.7	312	4.0
Saudi Arabia	-1,192	-20.0	-1,098	-20.4	18	0.3
Venezuela	-1,237	-21.8	-930	-19.8	-1,785	-18.0
All other countries	-2,887	-3.2	-1,379	-1.8	-1,740	-2.2
North America	-6,480	-2.4	-10,361	-4.8	-18,845	-13.9
Western Europe	-18,057	-10.3	-12,084	-7.9	-691	-0.9
European Union	-15,427	-9.7	-9,834	-7.0	-921	-1.2
European Free Trade Assn.	-2,484	-20.9	-2,111	-20.0	-395	-2.9
Eastern Europe	-257	-3.7	-94	-1.6	288	2.7
Former Soviet Republics	8	0.2	148	4.2	285	5.7
OECD - Europe	-17,913	-10.3	-11,942	-7.8	-757	-0.9
Pacific Rim Countries	-3,245	-1.8	1,791	1.1	-496	-0.6
Asia - Near East	-358	-1.9	175	1.1	30	0.1
Asia - NICS	-2,289	-3.2	128	0.2	-937	-2.0
Asia - South	515	10.7	537	12.5	813	8.2
ASEAN	-2,009	-4.6	-720	-1.8	97	0.4
South/Central America	-6,756	-11.6	-4,274	-8.7	-5,381	-10.2
20 Latin Amer. Republics	-10,739	-7.0	-6,268	-4.8	-9,114	-12.5
Cent. Am. Common Market	816	9.0	965	12.6	-393	-3.1
LAFTA	-11,626	-8.4	-7,433	-6.3	-9,147	-14.1
NATO Allies	-20,196	-6.1	-20,644	-7.4	-12,555	-8.0
OPEC	-1,251	-6.2	-704	-4.0	-586	-2.6

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

Table 6a
2002 Exports by State of the Origin of Movement, Number of Exporting Companies,
Value, and Percent Change Between the 2001 and 2002 Results

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters	% Change 2001-2002		
							Total Value	Known Value	Number of Exporters
United States	693,103	100.0	599,839	100.0	223,013	100.0	-4.9	-4.2	-7.8
Alabama	8,269	1.2	7,771	1.3	2,855	1.3	9.2	9.3	-4.3
Alaska	2,517	0.4	2,151	0.4	721	0.3	4.1	18.7	-10.5
Arizona	11,871	1.7	11,020	1.8	4,914	2.2	-5.1	-2.4	-11.3
Arkansas	2,804	0.4	2,428	0.4	1,618	0.7	-3.7	-7.8	-16.2
California	92,249	13.3	82,868	13.8	55,421	24.9	-13.6	-12.8	-6.3
Colorado	5,525	0.8	5,002	0.8	4,089	1.8	-9.8	-11.2	-9.2
Connecticut	8,317	1.2	7,459	1.2	5,117	2.3	-3.4	-4.8	-13.9
Delaware	2,006	0.3	1,852	0.3	923	0.4	1.1	0.4	-2.8
Florida	24,542	3.5	21,092	3.5	31,275	14.0	-9.7	-9.9	-6.6
Georgia	14,419	2.1	12,903	2.2	9,320	4.2	-1.5	-1.9	-8.1
Hawaii	514	0.1	433	0.1	617	0.3	39.0	41.1	-18.4
Idaho	1,967	0.3	1,850	0.3	1,095	0.5	-7.3	-0.7	-10.4
Illinois	25,791	3.7	23,256	3.9	17,462	7.8	-15.3	-17.6	-7.9
Indiana	14,915	2.2	13,580	2.3	6,000	2.7	3.8	1.0	-11.8
Iowa	4,768	0.7	4,368	0.7	2,288	1.0	2.3	3.7	-11.7
Kansas	4,989	0.7	4,567	0.8	2,206	1.0	-0.3	-0.6	-12.4
Kentucky	10,653	1.5	9,829	1.6	3,203	1.4	17.7	22.2	-11.0
Louisiana	17,570	2.5	16,666	2.8	3,048	1.4	5.9	13.6	-8.7
Maine	1,970	0.3	1,643	0.3	1,618	0.7	8.7	12.4	-9.5
Maryland	4,497	0.6	3,581	0.6	4,379	2.0	-9.6	-8.3	-5.7
Massachusetts	16,709	2.4	15,235	2.5	10,195	4.6	-4.5	-4.6	-10.4
Michigan	33,756	4.9	31,051	5.2	12,127	5.4	4.3	2.6	-10.8
Minnesota	10,439	1.5	9,454	1.6	6,194	2.8	-0.8	-3.8	-9.5
Mississippi	3,061	0.4	2,746	0.5	1,827	0.8	-13.9	-0.1	-0.4
Missouri	6,792	1.0	6,124	1.0	4,399	2.0	10.0	8.3	-12.8
Montana	387	0.1	324	0.1	791	0.4	-20.8	-10.6	-16.1
Nebraska	2,532	0.4	2,341	0.4	1,520	0.7	-6.3	-5.8	-4.7
Nevada	1,182	0.2	943	0.2	1,714	0.8	-17.0	-9.5	-7.0
New Hampshire	1,864	0.3	1,568	0.3	2,183	1.0	-22.4	-25.4	-13.6
New Jersey	17,047	2.5	13,860	2.3	15,549	7.0	-10.0	-9.5	-6.1
New Mexico	1,198	0.2	1,033	0.2	1,188	0.5	-14.7	-22.5	19.2
New York	36,994	5.3	31,559	5.3	30,420	13.6	-12.3	-10.2	-6.5
North Carolina	14,709	2.1	13,200	2.2	7,942	3.6	-12.4	-12.4	-8.9
North Dakota	860	0.1	737	0.1	958	0.4	6.6	4.5	-6.8
Ohio	27,501	4.0	24,840	4.1	12,558	5.6	1.5	-0.9	-9.7
Oklahoma	2,400	0.3	2,004	0.3	2,320	1.0	-9.8	-11.4	-10.6
Oregon	10,094	1.5	9,447	1.6	4,881	2.2	13.4	15.0	-5.4
Pennsylvania	15,758	2.3	13,467	2.2	12,497	5.6	-9.6	-10.4	-8.5
Rhode Island	1,120	0.2	915	0.2	1,473	0.7	-11.7	-19.5	-17.2
South Carolina	9,588	1.4	8,817	1.5	4,327	1.9	-3.7	-4.8	-4.4
South Dakota	597	0.1	529	0.1	837	0.4	0.3	-1.0	2.4
Tennessee	11,641	1.7	10,447	1.7	4,994	2.2	2.8	0.9	-9.6
Texas	95,405	13.8	86,532	14.4	27,372	12.3	0.4	3.5	-12.8
Utah	4,542	0.7	4,036	0.7	2,141	1.0	29.5	31.5	-4.0
Vermont	2,521	0.4	2,389	0.4	1,098	0.5	-10.9	-11.9	-15.2
Virginia	10,797	1.6	9,169	1.5	5,690	2.6	-7.2	-5.2	-7.7
Washington	34,605	5.0	33,310	5.6	9,417	4.2	-0.9	-0.8	-8.9
West Virginia	2,218	0.3	2,014	0.3	779	0.3	-1.0	17.9	-4.5
Wisconsin	10,698	1.5	9,627	1.6	6,427	2.9	2.0	2.0	-10.2
Wyoming	572	0.1	437	0.1	307	0.1	13.6	0.8	0.0
District of Columbia	1,066	0.2	159	0.0	688	0.3	3.1	-16.0	-15.1
Puerto Rico	9,728	1.4	9,328	1.6	1,177	0.5	-8.0	-2.0	-25.1
Virgin Islands	258	0.0	254	0.0	72	0.0	37.7	38.7	-40.5
Unallocated (3)	34,314	5.0	7,621	1.3	15,131	6.8	-13.3	-34.8	-41.9

(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
2001 Exports by State of the Origin of Movement,
Number of Exporting Companies, and Value

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

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

State of the Origin of Movement	Total Value	% of Total Value	Known Value (1)	% of Known Value	Number of Exporters (2)	% of Number of Exporters
United States	729,100	100.0	626,084	100.0	241,762	100.0
Alabama	7,570	1.0	7,109	1.1	2,983	1.2
Alaska	2,418	0.3	1,812	0.3	806	0.3
Arizona	12,514	1.7	11,293	1.8	5,543	2.3
Arkansas	2,911	0.4	2,634	0.4	1,931	0.8
California	106,777	14.6	94,977	15.2	59,174	24.5
Colorado	6,125	0.8	5,631	0.9	4,504	1.9
Connecticut	8,610	1.2	7,833	1.3	5,944	2.5
Delaware	1,985	0.3	1,845	0.3	950	0.4
Florida	27,185	3.7	23,407	3.7	33,491	13.9
Georgia	14,644	2.0	13,154	2.1	10,137	4.2
Hawaii	370	0.1	307	0.0	756	0.3
Idaho	2,122	0.3	1,862	0.3	1,222	0.5
Illinois	30,434	4.2	28,208	4.5	18,953	7.8
Indiana	14,365	2.0	13,448	2.1	6,806	2.8
Iowa	4,660	0.6	4,211	0.7	2,591	1.1
Kansas	5,005	0.7	4,596	0.7	2,519	1.0
Kentucky	9,048	1.2	8,040	1.3	3,598	1.5
Louisiana	16,589	2.3	14,675	2.3	3,339	1.4
Maine	1,812	0.2	1,461	0.2	1,788	0.7
Maryland	4,975	0.7	3,905	0.6	4,642	1.9
Massachusetts	17,490	2.4	15,975	2.6	11,384	4.7
Michigan	32,366	4.4	30,264	4.8	13,597	5.6
Minnesota	10,524	1.4	9,826	1.6	6,846	2.8
Mississippi	3,557	0.5	2,749	0.4	1,835	0.8
Missouri	6,173	0.8	5,656	0.9	5,042	2.1
Montana	489	0.1	363	0.1	943	0.4
Nebraska	2,702	0.4	2,485	0.4	1,595	0.7
Nevada	1,423	0.2	1,042	0.2	1,843	0.8
New Hampshire	2,401	0.3	2,102	0.3	2,526	1.0
New Jersey	18,946	2.6	15,311	2.4	16,567	6.9
New Mexico	1,405	0.2	1,333	0.2	997	0.4
New York	42,172	5.8	35,153	5.6	32,528	13.5
North Carolina	16,799	2.3	15,066	2.4	8,718	3.6
North Dakota	806	0.1	705	0.1	1,028	0.4
Ohio	27,095	3.7	25,059	4.0	13,911	5.8
Oklahoma	2,661	0.4	2,262	0.4	2,595	1.1
Oregon	8,900	1.2	8,213	1.3	5,160	2.1
Pennsylvania	17,433	2.4	15,032	2.4	13,660	5.7
Rhode Island	1,269	0.2	1,136	0.2	1,778	0.7
South Carolina	9,956	1.4	9,266	1.5	4,526	1.9
South Dakota	595	0.1	535	0.1	817	0.3
Tennessee	11,320	1.6	10,351	1.7	5,527	2.3
Texas	94,995	13.0	83,601	13.4	31,397	13.0
Utah	3,506	0.5	3,070	0.5	2,231	0.9
Vermont	2,830	0.4	2,712	0.4	1,295	0.5
Virginia	11,631	1.6	9,675	1.5	6,162	2.5
Washington	34,929	4.8	33,567	5.4	10,340	4.3
West Virginia	2,241	0.3	1,708	0.3	816	0.3
Wisconsin	10,489	1.4	9,436	1.5	7,158	3.0
Wyoming	503	0.1	434	0.1	307	0.1
District of Columbia	1,034	0.1	190	0.0	810	0.3
Puerto Rico	10,573	1.5	9,517	1.5	1,571	0.6
Virgin Islands	187	0.0	183	0.0	121	0.1
Unallocated (3)	39,580	5.4	11,697	1.9	26,026	10.8

(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.

Technical Documentation

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

Sources of Information

The 2001 and 2002 exporter profiles were created from export merchandise trade documentation and company characteristics contained in the Census Bureau's data base of company information, the Business Register. Company characteristics are gathered through economic censuses and surveys and supplemented with employment and payroll information provided by the Internal Revenue Service. The export trade statistics, with the exception of exports to Canada, are compiled from Shipper's Export Declarations, or their electronic equivalent, which were filed by U.S. exporters or their agents for merchandise exiting the United States. The data for exports to Canada are derived from Canada's import data via the U.S./Canada data exchange.

Methodology

This profile was compiled using company identifiers or company names reported on export documentation to electronically link export trade data to company characteristics in the Business Register. Beginning with data year 2002, the Business Register database was completely restructured to include additional information. Due to these changes and problems with our prior methodology, the matching routines used to create the Exporter Profile were updated. Even though great effort has been taken to maintain consistency in our matching routines to prior Profiles, there remains inherent limitations with the Business Register.

Less than 3 percent of the total export value for each year, including low-value estimates, exports by U.S. and foreign governments, timing adjustments, and end-of-year revisions, was excluded from this matching process because the export transactions cannot be attributed to specific exporting companies. Other transactions that could not be matched electronically were investigated and linked manually to specific companies using a combination of criteria, including company name, location, type, and product. A comparison of the overall match rates in 2001 and 2002 based on export value is presented in Exhibit 1 under ***Distribution of Exports by Identified and Unidentified Exporters***, at the beginning of this profile report.

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

Data Quality

Quality assurance procedures were applied to all phases of collection, processing and tabulation of the information in this report to minimize errors. However, the data are still subject to non-sampling errors in data reporting (of the basic export trade statistics and the administrative record source data), coding, keying, and in coverage (due to failure to identify all exporting companies). For an explanation of non-sampling errors affecting the trade statistics, see the **Information on Goods and Services** section of the December 2002 FT 900 *U.S. International Trade in Goods and Services*, page 26 or call (301)763-2227 to request a copy of the release.

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

Year-over-year comparisons should also be made with caution. Changes in the number of exporters and the value of their export transactions, the known value, may be due to differences in match rates, as well as, to exporters entering or dropping out of the export market. Exhibit 1, under ***Distribution of Exports by Identified and Unidentified Exporters***, at the beginning of this report shows a comparison of the match rates, based on export value, for 2001 and 2002 as well as the value attributable to exporters that exported in both years.

Data by State

The Census Bureau released two state export series from 1993 through 2002, the Exporter Location (EL) and the Origin of Movement (OM). Neither of these series reflected production origin. The EL state was derived from the ZIP code in the reported address of the USPPI (U.S. Principal Party in Interest). The EL series was designed to indicate the location of the exporter or the division of multiple location companies responsible for the export. However, in the case of multiple location companies, it could represent the corporate headquarters or the billing address. Similarly, the OM series does not always accurately represent the state where the merchandise started its export journey, particularly in the case of agricultural or other bulk shipments that may reflect a consolidation point or where agricultural grains are stored prior to exportation from the United States.

Effective with January 2003 statistics the EL series was discontinued. Due to new methods of reporting exporter addresses, the EL state totals showed significant shifts in 2000 and 2001 that were inconsistent with exporter location criteria. The OM series should not be affected by these changes in reporting. For more complete information, refer to the February 2002 FT900 Supplement at: <http://www.census.gov.foreign-trade/Press-Release/notice.html>.

Definitions of Terms

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

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

Identified Companies: Identified companies are those companies to which one or more export transactions were matched. The export value associated with these companies is termed “*known value.*”

Unclassified Companies: These are identified companies for which no NAICS classification (manufacturers, wholesalers or other companies) could be assigned.

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

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

Employment. Employment includes all employees, full-time or part-time, reported on a firm’s payroll during specific payroll periods in 2001 and 2002.

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

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

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

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

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

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

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