

Exhibit 1c
Percent Difference Between the 2011 and 2012 Export Results

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

Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2011	2012	Net Difference	% Difference	2011	2012	Net Difference	% Difference
All identified companies	1,325,046	1,379,683	54,638	4.1	303,509	304,867	1,358	0.4
no. employees unknown (2)	130,190	121,488	-8,702	-6.7	118,509	118,875	366	0.3
1 to 19 employees	95,416	91,526	-3,890	-4.1	114,608	114,302	-306	-0.3
20 to 49 employees	47,346	49,324	1,978	4.2	31,748	31,994	246	0.8
50 to 99 employees	49,682	47,006	-2,677	-5.4	15,790	16,145	355	2.2
100 to 249 employees	71,104	83,327	12,224	17.2	11,735	12,070	335	2.9
250 to 499 employees	49,860	56,729	6,869	13.8	4,427	4,609	182	4.1
500 or more employees	881,448	930,283	48,835	5.5	6,692	6,872	180	2.7
Manufacturers	789,340	836,684	47,343	6.0	74,066	74,520	454	0.6
no. employees unknown (2)	44,002	38,342	-5,660	-12.9	17,219	16,938	-281	-1.6
1 to 19 employees	8,181	8,415	234	2.9	24,594	24,599	5	0.0
20 to 49 employees	13,181	12,623	-558	-4.2	13,920	13,960	40	0.3
50 to 99 employees	21,851	16,288	-5,564	-25.5	7,826	8,010	184	2.4
100 to 249 employees	31,846	40,969	9,123	28.6	5,919	6,230	311	5.3
250 to 499 employees	29,915	34,452	4,537	15.2	2,132	2,231	99	4.6
500 or more employees	640,364	685,595	45,231	7.1	2,456	2,552	96	3.9
Wholesalers	305,297	307,135	1,838	0.6	101,402	102,005	603	0.6
no. employees unknown (2)	42,253	39,301	-2,952	-7.0	34,580	34,702	122	0.4
1 to 19 employees	64,138	59,531	-4,607	-7.2	49,232	49,502	270	0.5
20 to 49 employees	24,599	28,294	3,695	15.0	9,674	9,774	100	1.0
50 to 99 employees	16,335	16,285	-49	-0.3	3,912	3,947	35	0.9
100 to 249 employees	30,454	33,333	2,879	9.5	2,443	2,429	-14	-0.6
250 to 499 employees	12,628	14,399	1,770	14.0	804	852	48	6.0
500 or more employees	114,890	115,993	1,103	1.0	757	799	42	5.5
Other companies (3)	230,409	235,865	5,456	2.4	128,041	128,342	301	0.2
no. employees unknown (2)	43,935	43,845	-90	-0.2	66,710	67,235	525	0.8
1 to 19 employees	23,097	23,580	483	2.1	40,782	40,201	-581	-1.4
20 to 49 employees	9,566	8,407	-1,159	-12.1	8,154	8,260	106	1.3
50 to 99 employees	11,496	14,433	2,937	25.5	4,052	4,188	136	3.4
100 to 249 employees	8,804	9,025	221	2.5	3,373	3,411	38	1.1
250 to 499 employees	7,317	7,878	562	7.7	1,491	1,526	35	2.3
500 or more employees	126,194	128,696	2,502	2.0	3,479	3,521	42	1.2
Multiple location companies	984,083	1,044,870	60,788	6.2	26,718	28,690	1,972	7.4
no. employees unknown (2)	839	1,371	532	63.4	444	170	-274	-61.7
1 to 19 employees	4,740	5,037	297	6.3	2,705	2,902	197	7.3
20 to 49 employees	8,949	10,531	1,583	17.7	4,242	5,094	852	20.1
50 to 99 employees	18,440	21,017	2,577	14.0	4,403	4,924	521	11.8
100 to 249 employees	41,657	43,898	2,241	5.4	5,800	6,105	305	5.3
250 to 499 employees	38,951	43,463	4,512	11.6	3,161	3,376	215	6.8
500 or more employees	870,507	919,553	49,045	5.6	5,963	6,119	156	2.6
Manufacturers	677,543	724,512	46,970	6.9	9,141	9,766	625	6.8
no. employees unknown (2)	126	77	-49	-38.9	65	37	-28	-43.1
1 to 19 employees	154	225	71	46.2	290	310	20	6.9
20 to 49 employees	1,725	1,419	-306	-17.7	957	1,082	125	13.1
50 to 99 employees	3,906	4,277	372	9.5	1,513	1,711	198	13.1
100 to 249 employees	15,594	15,755	161	1.0	2,542	2,706	164	6.5
250 to 499 employees	23,597	25,566	1,969	8.3	1,489	1,567	78	5.2
500 or more employees	632,442	677,193	44,751	7.1	2,285	2,353	68	3.0
Wholesalers	162,275	169,158	6,883	4.2	7,969	8,582	613	7.7
no. employees unknown (2)	184	D	D	D	197	62	-135	-68.5
1 to 19 employees	3,506	D	D	D	1,376	1,421	45	3.3
20 to 49 employees	4,824	6,839	2,015	41.8	1,936	2,282	346	17.9
50 to 99 employees	8,102	7,882	-220	-2.7	1,581	1,732	151	9.6
100 to 249 employees	21,651	23,303	1,652	7.6	1,525	1,617	92	6.0
250 to 499 employees	10,752	12,583	1,831	17.0	640	707	67	10.5
500 or more employees	113,255	114,733	1,478	1.3	714	761	47	6.6

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Company Type and Employment Size	Known Value (1)				Number of Identified Exporters			
	2011	2012	Net Difference	% Difference	2011	2012	Net Difference	% Difference
Other companies (3)	144,266	151,200	6,935	4.8	9,608	10,342	734	7.6
no. employees unknown (2)	529	D	D	D	182	71	-111	-61.0
1 to 19 employees	1,080	D	D	D	1,039	1,171	132	12.7
20 to 49 employees	2,400	2,274	-126	-5.3	1,349	1,730	381	28.2
50 to 99 employees	6,432	8,858	2,426	37.7	1,309	1,481	172	13.1
100 to 249 employees	4,412	4,840	427	9.7	1,733	1,782	49	2.8
250 to 499 employees	4,601	5,314	712	15.5	1,032	1,102	70	6.8
500 or more employees	124,811	127,627	2,816	2.3	2,964	3,005	41	1.4
Single location companies	340,963	334,813	-6,150	-1.8	276,791	276,177	-614	-0.2
no. employees unknown (2)	129,351	120,117	-9,234	-7.1	118,065	118,705	640	0.5
1 to 19 employees	90,676	86,489	-4,186	-4.6	111,903	111,400	-503	-0.4
20 to 49 employees	38,398	38,793	395	1.0	27,506	26,900	-606	-2.2
50 to 99 employees	31,242	25,989	-5,254	-16.8	11,387	11,221	-166	-1.5
100 to 249 employees	29,447	39,429	9,983	33.9	5,935	5,965	30	0.5
250 to 499 employees	10,909	13,265	2,356	21.6	1,266	1,233	-33	-2.6
500 or more employees	10,941	10,731	-210	-1.9	729	753	24	3.3
Manufacturers	111,798	112,171	373	0.3	64,925	64,754	-171	-0.3
no. employees unknown (2)	43,876	38,265	-5,611	-12.8	17,154	16,901	-253	-1.5
1 to 19 employees	8,027	8,189	163	2.0	24,304	24,289	-15	-0.1
20 to 49 employees	11,457	11,204	-252	-2.2	12,963	12,878	-85	-0.7
50 to 99 employees	17,946	12,010	-5,935	-33.1	6,313	6,299	-14	-0.2
100 to 249 employees	16,252	25,214	8,962	55.1	3,377	3,524	147	4.4
250 to 499 employees	6,318	8,885	2,568	40.6	643	664	21	3.3
500 or more employees	7,923	8,402	480	6.1	171	199	28	16.4
Wholesalers	143,022	137,977	-5,045	-3.5	93,433	93,423	-10	0.0
no. employees unknown (2)	42,068	D	D	D	34,383	34,640	257	0.7
1 to 19 employees	60,632	D	D	D	47,856	48,081	225	0.5
20 to 49 employees	19,775	21,455	1,680	8.5	7,738	7,492	-246	-3.2
50 to 99 employees	8,233	8,403	171	2.1	2,331	2,215	-116	-5.0
100 to 249 employees	8,803	10,029	1,227	13.9	918	812	-106	-11.5
250 to 499 employees	1,876	1,815	-61	-3.2	164	145	-19	-11.6
500 or more employees	1,635	1,260	-375	-23.0	43	38	-5	-11.6
Other companies (3)	86,143	84,665	-1,478	-1.7	118,433	118,000	-433	-0.4
no. employees unknown (2)	43,406	D	D	D	66,528	67,164	636	1.0
1 to 19 employees	22,017	D	D	D	39,743	39,030	-713	-1.8
20 to 49 employees	7,166	6,133	-1,033	-14.4	6,805	6,530	-275	-4.0
50 to 99 employees	5,064	5,575	511	10.1	2,743	2,707	-36	-1.3
100 to 249 employees	4,392	4,185	-206	-4.7	1,640	1,629	-11	-0.7
250 to 499 employees	2,715	2,565	-151	-5.5	459	424	-35	-7.6
500 or more employees	1,383	1,069	-314	-22.7	515	516	1	0.2

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

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011 or 2012.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.