

Exhibit 3a
2012 Exports to Related Parties
by Company Type and Employment Size

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	1,379,683	304,867	422,095	30.6	11.5	957,588	69.4	98.4
no. employees unknown (3)	121,488	118,875	27,781	22.9	7.6	93,707	77.1	97.6
1 to 19 employees	91,526	114,302	8,489	9.3	7.6	83,038	90.7	98.8
20 to 49 employees	49,324	31,994	4,618	9.4	13.8	44,706	90.6	99.2
50 to 99 employees	47,006	16,145	6,878	14.6	20.7	40,128	85.4	99.1
100 to 249 employees	83,327	12,070	12,833	15.4	30.6	70,495	84.6	99.0
250 to 499 employees	56,729	4,609	11,830	20.9	42.4	44,898	79.1	98.9
500 or more employees	930,283	6,872	349,667	37.6	55.0	580,616	62.4	98.7
Manufacturers	836,684	74,520	286,543	34.2	17.3	550,141	65.8	99.2
no. employees unknown (3)	38,342	16,938	12,441	32.4	12.0	25,900	67.6	98.4
1 to 19 employees	8,415	24,599	1,535	18.2	6.7	6,880	81.8	99.1
20 to 49 employees	12,623	13,960	1,307	10.4	13.4	11,316	89.6	99.5
50 to 99 employees	16,288	8,010	1,373	8.4	22.2	14,914	91.6	99.5
100 to 249 employees	40,969	6,230	5,600	13.7	37.1	35,369	86.3	99.6
250 to 499 employees	34,452	2,231	7,150	20.8	54.8	27,302	79.2	99.6
500 or more employees	685,595	2,552	257,135	37.5	77.5	428,460	62.5	99.8
Wholesalers	307,135	102,005	73,860	24.0	11.3	233,275	76.0	98.9
no. employees unknown (3)	39,301	34,702	7,992	20.3	7.4	31,308	79.7	98.3
1 to 19 employees	59,531	49,502	4,135	6.9	9.3	55,396	93.1	99.1
20 to 49 employees	28,294	9,774	2,462	8.7	17.7	25,832	91.3	99.5
50 to 99 employees	16,285	3,947	2,441	15.0	24.6	13,844	85.0	99.5
100 to 249 employees	33,333	2,429	6,036	18.1	32.1	27,297	81.9	99.5
250 to 499 employees	14,399	852	2,738	19.0	43.7	11,661	81.0	99.5
500 or more employees	115,993	799	48,055	41.4	67.7	67,937	58.6	99.5
Other companies (4)	235,865	128,342	61,693	26.2	8.2	174,172	73.8	97.6
no. employees unknown (3)	43,845	67,235	7,347	16.8	6.6	36,498	83.2	97.1
1 to 19 employees	23,580	40,201	2,818	12.0	6.1	20,762	88.0	98.3
20 to 49 employees	8,407	8,260	849	10.1	9.9	7,558	89.9	98.2
50 to 99 employees	14,433	4,188	3,063	21.2	14.3	11,370	78.8	97.9
100 to 249 employees	9,025	3,411	1,196	13.3	17.6	7,829	86.7	97.7
250 to 499 employees	7,878	1,526	1,943	24.7	23.7	5,935	75.3	97.3
500 or more employees	128,696	3,521	44,476	34.6	35.8	84,219	65.4	97.8
Multiple location companies	1,044,870	28,690	366,784	35.1	32.6	678,087	64.9	98.9
no. employees unknown (3)	1,371	170	777	56.7	21.8	594	43.3	98.2
1 to 19 employees	5,037	2,902	729	14.5	11.6	4,307	85.5	98.9
20 to 49 employees	10,531	5,094	1,406	13.4	16.3	9,125	86.6	98.9
50 to 99 employees	21,017	4,924	4,256	20.3	22.6	16,761	79.7	99.0
100 to 249 employees	43,898	6,105	5,807	13.2	32.6	38,091	86.8	98.9
250 to 499 employees	43,463	3,376	8,148	18.7	44.1	35,315	81.3	99.0
500 or more employees	919,553	6,119	345,659	37.6	58.0	573,893	62.4	98.9
Manufacturers	724,512	9,766	260,853	36.0	47.2	463,659	64.0	99.7
no. employees unknown (3)	77	37	7	9.7	13.5	69	90.3	100.0
1 to 19 employees	225	310	34	15.0	12.6	192	85.0	99.4
20 to 49 employees	1,419	1,082	251	17.7	17.3	1,168	82.3	99.4
50 to 99 employees	4,277	1,711	494	11.5	26.8	3,784	88.5	99.8
100 to 249 employees	15,755	2,706	2,650	16.8	41.8	13,105	83.2	99.6
250 to 499 employees	25,566	1,567	3,952	15.5	57.9	21,614	84.5	99.7
500 or more employees	677,193	2,353	253,465	37.4	79.8	423,728	62.6	99.9
Wholesalers	169,158	8,582	55,478	32.8	27.9	113,680	67.2	99.4
no. employees unknown (3)	D	62	D	D	29.0	201	94.2	96.8
1 to 19 employees	D	1,421	D	D	14.2	3,249	90.1	99.3
20 to 49 employees	6,839	2,282	626	9.2	19.1	6,212	90.8	99.5
50 to 99 employees	7,882	1,732	1,708	21.7	23.4	6,174	78.3	99.4
100 to 249 employees	23,303	1,617	2,344	10.1	31.0	20,959	89.9	99.4
250 to 499 employees	12,583	707	2,555	20.3	43.8	10,028	79.7	99.4
500 or more employees	114,733	761	47,877	41.7	68.2	66,856	58.3	99.5

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Other companies (4)	151,200	10,342	50,453	33.4	22.7	100,748	66.6	97.8
no. employees unknown (3)	D	71	D	D	19.7	324	29.9	98.6
1 to 19 employees	D	1,171	D	D	8.1	867	71.8	98.3
20 to 49 employees	2,274	1,730	529	23.3	12.0	1,745	76.7	97.9
50 to 99 employees	8,858	1,481	2,054	23.2	16.9	6,803	76.8	97.8
100 to 249 employees	4,840	1,782	813	16.8	19.9	4,027	83.2	97.3
250 to 499 employees	5,314	1,102	1,641	30.9	24.8	3,672	69.1	97.7
500 or more employees	127,627	3,005	44,317	34.7	38.4	83,309	65.3	97.9
Single location companies	334,813	276,177	55,312	16.5	9.3	279,501	83.5	98.4
no. employees unknown (3)	120,117	118,705	27,004	22.5	7.6	93,113	77.5	97.6
1 to 19 employees	86,489	111,400	7,759	9.0	7.5	78,730	91.0	98.8
20 to 49 employees	38,793	26,900	3,212	8.3	13.4	35,581	91.7	99.2
50 to 99 employees	25,989	11,221	2,622	10.1	19.9	23,367	89.9	99.1
100 to 249 employees	39,429	5,965	7,026	17.8	28.5	32,403	82.2	99.2
250 to 499 employees	13,265	1,233	3,682	27.8	37.8	9,583	72.2	98.5
500 or more employees	10,731	753	4,008	37.3	30.1	6,723	62.7	97.6
Manufacturers	112,171	64,754	25,690	22.9	12.7	86,482	77.1	99.1
no. employees unknown (3)	38,265	16,901	12,434	32.5	12.0	25,831	67.5	98.4
1 to 19 employees	8,189	24,289	1,501	18.3	6.6	6,688	81.7	99.1
20 to 49 employees	11,204	12,878	1,056	9.4	13.1	10,148	90.6	99.5
50 to 99 employees	12,010	6,299	880	7.3	21.0	11,131	92.7	99.4
100 to 249 employees	25,214	3,524	2,950	11.7	33.4	22,264	88.3	99.5
250 to 499 employees	8,885	664	3,197	36.0	47.6	5,688	64.0	99.5
500 or more employees	8,402	199	3,670	43.7	50.8	4,732	56.3	98.5
Wholesalers	137,977	93,423	18,382	13.3	9.8	119,595	86.7	98.8
no. employees unknown (3)	D	34,640	D	D	7.3	31,107	79.6	98.3
1 to 19 employees	D	48,081	D	D	9.1	52,147	93.2	99.0
20 to 49 employees	21,455	7,492	1,836	8.6	17.3	19,620	91.4	99.5
50 to 99 employees	8,403	2,215	733	8.7	25.5	7,670	91.3	99.5
100 to 249 employees	10,029	812	3,692	36.8	34.1	6,337	63.2	99.8
250 to 499 employees	1,815	145	183	10.1	42.8	1,633	89.9	100.0
500 or more employees	1,260	38	178	14.2	57.9	1,081	85.8	100.0
Other companies (4)	84,665	118,000	11,240	13.3	6.9	73,425	86.7	97.6
no. employees unknown (3)	D	67,164	D	D	6.6	36,174	84.6	97.1
1 to 19 employees	D	39,030	D	D	6.1	19,895	88.9	98.3
20 to 49 employees	6,133	6,530	320	5.2	9.4	5,813	94.8	98.3
50 to 99 employees	5,575	2,707	1,008	18.1	12.8	4,567	81.9	97.9
100 to 249 employees	4,185	1,629	383	9.2	15.1	3,802	90.8	98.1
250 to 499 employees	2,565	424	302	11.8	20.8	2,263	88.2	96.2
500 or more employees	1,069	516	159	14.9	20.2	910	85.1	97.1

(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 2012.

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