

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

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

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Related Party Trade			Non-Related Party Trade		
			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
All identified companies	1,325,046	303,509	404,179	30.5	11.7	920,867	69.5	98.3
no. employees unknown (3)	130,190	118,509	32,439	24.9	8.2	97,751	75.1	97.5
1 to 19 employees	95,416	114,608	7,875	8.3	7.9	87,541	91.7	98.8
20 to 49 employees	47,346	31,748	6,403	13.5	13.8	40,943	86.5	99.1
50 to 99 employees	49,682	15,790	4,817	9.7	21.2	44,865	90.3	99.0
100 to 249 employees	71,104	11,735	12,099	17.0	30.4	59,005	83.0	99.0
250 to 499 employees	49,860	4,427	8,875	17.8	42.6	40,985	82.2	99.0
500 or more employees	881,448	6,692	331,671	37.6	54.7	549,777	62.4	98.5
Manufacturers	789,340	74,066	276,474	35.0	17.1	512,867	65.0	99.2
no. employees unknown (3)	44,002	17,219	18,006	40.9	12.9	25,996	59.1	98.5
1 to 19 employees	8,181	24,594	1,364	16.7	6.8	6,817	83.3	99.2
20 to 49 employees	13,181	13,920	1,540	11.7	13.2	11,641	88.3	99.4
50 to 99 employees	21,851	7,826	1,290	5.9	22.4	20,561	94.1	99.5
100 to 249 employees	31,846	5,919	4,234	13.3	36.5	27,612	86.7	99.6
250 to 499 employees	29,915	2,132	4,847	16.2	53.9	25,067	83.8	99.7
500 or more employees	640,364	2,456	245,193	38.3	77.2	395,172	61.7	99.9
Wholesalers	305,297	101,402	73,186	24.0	11.7	232,110	76.0	98.8
no. employees unknown (3)	42,253	34,580	8,080	19.1	7.6	34,173	80.9	98.3
1 to 19 employees	64,138	49,232	4,202	6.6	9.9	59,936	93.4	99.0
20 to 49 employees	24,599	9,674	3,036	12.3	17.5	21,564	87.7	99.4
50 to 99 employees	16,335	3,912	1,997	12.2	25.7	14,338	87.8	99.6
100 to 249 employees	30,454	2,443	6,880	22.6	32.6	23,573	77.4	99.7
250 to 499 employees	12,628	804	2,155	17.1	48.3	10,473	82.9	99.6
500 or more employees	114,890	757	46,836	40.8	67.8	68,054	59.2	99.7
Other companies (4)	230,409	128,041	54,519	23.7	8.6	175,890	76.3	97.4
no. employees unknown (3)	43,935	66,710	6,353	14.5	7.3	37,582	85.5	96.8
1 to 19 employees	23,097	40,782	2,309	10.0	6.3	20,788	90.0	98.3
20 to 49 employees	9,566	8,154	1,827	19.1	10.3	7,739	80.9	98.1
50 to 99 employees	11,496	4,052	1,530	13.3	14.7	9,966	86.7	97.5
100 to 249 employees	8,804	3,373	985	11.2	18.1	7,819	88.8	97.6
250 to 499 employees	7,317	1,491	1,872	25.6	23.5	5,445	74.4	97.6
500 or more employees	126,194	3,479	39,642	31.4	35.9	86,552	68.6	97.3
Multiple location companies	984,083	26,718	348,210	35.4	33.0	635,873	64.6	98.9
no. employees unknown (3)	839	444	154	18.3	18.5	685	81.7	97.1
1 to 19 employees	4,740	2,705	739	15.6	13.2	4,001	84.4	98.7
20 to 49 employees	8,949	4,242	1,920	21.5	15.0	7,028	78.5	98.9
50 to 99 employees	18,440	4,403	2,756	14.9	23.3	15,684	85.1	99.0
100 to 249 employees	41,657	5,800	6,423	15.4	32.3	35,234	84.6	99.1
250 to 499 employees	38,951	3,161	7,377	18.9	44.2	31,574	81.1	99.2
500 or more employees	870,507	5,963	328,841	37.8	57.7	541,666	62.2	98.7
Manufacturers	677,543	9,141	249,975	36.9	47.2	427,568	63.1	99.7
no. employees unknown (3)	126	65	5	3.9	23.1	121	96.1	98.5
1 to 19 employees	154	290	11	7.5	13.1	143	92.5	99.0
20 to 49 employees	1,725	957	539	31.2	15.8	1,186	68.8	99.6
50 to 99 employees	3,906	1,513	438	11.2	26.9	3,468	88.8	99.6
100 to 249 employees	15,594	2,542	2,344	15.0	41.7	13,250	85.0	99.6
250 to 499 employees	23,597	1,489	3,788	16.1	56.5	19,809	83.9	99.7
500 or more employees	632,442	2,285	242,850	38.4	79.1	389,592	61.6	99.9
Wholesalers	162,275	7,969	54,550	33.6	28.5	107,725	66.4	99.5
no. employees unknown (3)	184	197	D	D	19.3	D	D	97.0
1 to 19 employees	3,506	1,376	489	13.9	15.3	3,017	86.1	99.1
20 to 49 employees	4,824	1,936	D	D	17.8	D	D	99.2
50 to 99 employees	8,102	1,581	1,330	16.4	25.4	6,773	83.6	99.7
100 to 249 employees	21,651	1,525	3,596	16.6	31.2	18,055	83.4	99.9
250 to 499 employees	10,752	640	1,991	18.5	49.1	8,761	81.5	99.8
500 or more employees	113,255	714	46,717	41.2	68.5	66,538	58.8	99.7

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			Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)	Known Value (1)	% of Row Value	% of Row Number of Identified Exporters (2)
Other companies (4)	144,266	9,608	43,685	30.3	23.1	100,580	69.7	97.7
no. employees unknown (3)	529	182	D	D	15.9	D	D	96.7
1 to 19 employees	1,080	1,039	239	22.1	10.4	841	77.9	98.0
20 to 49 employees	2,400	1,349	D	D	10.3	D	D	97.9
50 to 99 employees	6,432	1,309	989	15.4	16.5	5,443	84.6	97.5
100 to 249 employees	4,412	1,733	482	10.9	19.6	3,930	89.1	97.6
250 to 499 employees	4,601	1,032	1,597	34.7	23.5	3,004	65.3	98.1
500 or more employees	124,811	2,964	39,274	31.5	38.5	85,537	68.5	97.6
Single location companies	340,963	276,791	55,969	16.4	9.7	284,994	83.6	98.3
no. employees unknown (3)	129,351	118,065	32,285	25.0	8.1	97,066	75.0	97.5
1 to 19 employees	90,676	111,903	7,136	7.9	7.8	83,540	92.1	98.8
20 to 49 employees	38,398	27,506	4,483	11.7	13.6	33,915	88.3	99.1
50 to 99 employees	31,242	11,387	2,061	6.6	20.5	29,182	93.4	99.0
100 to 249 employees	29,447	5,935	5,676	19.3	28.6	23,770	80.7	99.0
250 to 499 employees	10,909	1,266	1,498	13.7	38.7	9,411	86.3	98.4
500 or more employees	10,941	729	2,830	25.9	30.3	8,111	74.1	97.0
Manufacturers	111,798	64,925	26,499	23.7	12.9	85,299	76.3	99.1
no. employees unknown (3)	43,876	17,154	18,001	41.0	12.8	25,876	59.0	98.5
1 to 19 employees	8,027	24,304	1,352	16.8	6.7	6,674	83.2	99.2
20 to 49 employees	11,457	12,963	1,002	8.7	13.0	10,455	91.3	99.4
50 to 99 employees	17,946	6,313	853	4.8	21.3	17,093	95.2	99.5
100 to 249 employees	16,252	3,377	1,889	11.6	32.6	14,363	88.4	99.6
250 to 499 employees	6,318	643	1,059	16.8	47.9	5,259	83.2	99.7
500 or more employees	7,923	171	2,343	29.6	52.0	5,580	70.4	100.0
Wholesalers	143,022	93,433	18,637	13.0	10.3	124,385	87.0	98.8
no. employees unknown (3)	42,068	34,383	D	D	8	D	D	98.3
1 to 19 employees	60,632	47,856	3,713	6.1	9.7	56,919	93.9	99.0
20 to 49 employees	19,775	7,738	D	D	17.4	D	D	99.4
50 to 99 employees	8,233	2,331	668	8.1	25.9	7,565	91.9	99.5
100 to 249 employees	8,803	918	3,284	37.3	35.0	5,519	62.7	99.3
250 to 499 employees	1,876	164	164	8.8	45.1	1,712	91.2	98.8
500 or more employees	1,635	43	120	7.3	55.8	1,516	92.7	100.0
Other companies (4)	86,143	118,433	10,834	12.6	7.5	75,309	87.4	97.4
no. employees unknown (3)	43,406	66,528	D	D	7.2	D	D	96.8
1 to 19 employees	22,017	39,743	2,070	9.4	6.2	19,947	90.6	98.3
20 to 49 employees	7,166	6,805	D	D	10.3	D	D	98.2
50 to 99 employees	5,064	2,743	541	10.7	13.9	4,523	89.3	97.4
100 to 249 employees	4,392	1,640	503	11.5	16.6	3,889	88.5	97.6
250 to 499 employees	2,715	459	275	10.1	23.5	2,441	89.9	96.5
500 or more employees	1,383	515	368	26.6	21.0	1,015	73.4	95.7

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

(2) Detail may not sum to 100 percent because companies may import from both related and nonrelated parties.

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

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