

**Exhibit 1b**  
**2013 Exports 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.

<b>Company Type and Employment Size</b>	<b>Known Value (1)</b>	<b>% of Known Value</b>	<b>Cum. % of Known Value</b>	<b>Cum. % of Company Type Value (2)</b>	<b>Number of Identified Exporters</b>	<b>% of Number of Identified Exporters</b>	<b>Cum. % of Number of Identified Exporters</b>	<b>Cum. % of Company Type Exporters (2)</b>
<b>All identified companies</b>	<b>1,406,438</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>305,026</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	123,057	8.7	8.7	8.7	120,317	39.4	39.4	39.4
1 to 19 employees	95,819	6.8	15.6	15.6	112,943	37.0	76.5	76.5
20 to 49 employees	49,936	3.6	19.1	19.1	31,748	10.4	86.9	86.9
50 to 99 employees	45,718	3.3	22.4	22.4	16,104	5.3	92.2	92.2
100 to 249 employees	85,129	6.1	28.4	28.4	12,293	4.0	96.2	96.2
250 to 499 employees	72,651	5.2	33.6	33.6	4,728	1.6	97.7	97.7
500 or more employees	934,129	66.4	100.0	100.0	6,893	2.3	100.0	100.0
<b>Manufacturers</b>	<b>843,285</b>	<b>60.0</b>	<b>60.0</b>	<b>100.0</b>	<b>74,555</b>	<b>24.4</b>	<b>24.4</b>	<b>100.0</b>
no. employees unknown (3)	40,730	2.9	2.9	4.8	17,246	5.7	5.7	23.1
1 to 19 employees	8,254	0.6	3.5	5.8	24,267	8.0	13.6	55.7
20 to 49 employees	11,610	0.8	4.3	7.2	13,885	4.6	18.2	74.3
50 to 99 employees	16,168	1.1	5.5	9.1	8,011	2.6	20.8	85.0
100 to 249 employees	37,428	2.7	8.1	13.5	6,279	2.1	22.8	93.5
250 to 499 employees	46,509	3.3	11.4	19.1	2,279	0.7	23.6	96.5
500 or more employees	682,584	48.5	60.0	100.0	2,588	0.8	24.4	100.0
<b>Wholesalers</b>	<b>304,027</b>	<b>21.6</b>	<b>21.6</b>	<b>100.0</b>	<b>101,682</b>	<b>33.3</b>	<b>33.3</b>	<b>100.0</b>
no. employees unknown (3)	38,966	2.8	2.8	12.8	34,983	11.5	11.5	34.4
1 to 19 employees	60,481	4.3	7.1	32.7	48,658	16.0	27.4	82.3
20 to 49 employees	29,738	2.1	9.2	42.5	9,853	3.2	30.7	91.9
50 to 99 employees	15,593	1.1	10.3	47.6	3,981	1.3	32.0	95.9
100 to 249 employees	35,640	2.5	12.8	59.3	2,529	0.8	32.8	98.3
250 to 499 employees	16,460	1.2	14.0	64.8	883	0.3	33.1	99.2
500 or more employees	107,150	7.6	21.6	100.0	795	0.3	33.3	100.0
<b>Other companies (4)</b>	<b>259,126</b>	<b>18.4</b>	<b>18.4</b>	<b>100.0</b>	<b>128,789</b>	<b>42.2</b>	<b>42.2</b>	<b>100.0</b>
no. employees unknown (3)	43,361	3.1	3.1	16.7	68,088	22.3	22.3	52.9
1 to 19 employees	27,084	1.9	5.0	27.2	40,018	13.1	35.4	83.9
20 to 49 employees	8,588	0.6	5.6	30.5	8,010	2.6	38.1	90.2
50 to 99 employees	13,957	1.0	6.6	35.9	4,112	1.3	39.4	93.4
100 to 249 employees	12,061	0.9	7.5	40.5	3,485	1.1	40.6	96.1
250 to 499 employees	9,682	0.7	8.2	44.3	1,566	0.5	41.1	97.3
500 or more employees	144,395	10.3	18.4	100.0	3,510	1.2	42.2	100.0
<b>Multiple location companies</b>	<b>1,064,408</b>	<b>75.7</b>	<b>75.7</b>	<b>100.0</b>	<b>28,572</b>	<b>9.4</b>	<b>9.4</b>	<b>100.0</b>
no. employees unknown (3)	608	0.0	0.0	0.1	239	0.1	0.1	0.8
1 to 19 employees	5,761	0.4	0.5	0.6	2,788	0.9	1.0	10.6
20 to 49 employees	11,153	0.8	1.2	1.6	4,829	1.6	2.6	27.5
50 to 99 employees	20,900	1.5	2.7	3.6	4,933	1.6	4.2	44.8
100 to 249 employees	46,804	3.3	6.1	8.0	6,179	2.0	6.2	66.4
250 to 499 employees	56,456	4.0	10.1	13.3	3,473	1.1	7.4	78.5
500 or more employees	922,726	65.6	75.7	100.0	6,131	2.0	9.4	100.0
<b>Manufacturers</b>	<b>733,684</b>	<b>52.2</b>	<b>52.2</b>	<b>100.0</b>	<b>9,835</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
no. employees unknown (3)	179	0.0	0.0	0.0	69	0.0	0.0	0.7
1 to 19 employees	229	0.0	0.0	0.1	308	0.1	0.1	3.8
20 to 49 employees	1,569	0.1	0.1	0.3	1,078	0.4	0.5	14.8
50 to 99 employees	5,182	0.4	0.5	1.0	1,714	0.6	1.0	32.2
100 to 249 employees	15,973	1.1	1.6	3.2	2,697	0.9	1.9	59.6
250 to 499 employees	36,865	2.6	4.3	8.2	1,592	0.5	2.4	75.8
500 or more employees	673,686	47.9	52.2	100.0	2,377	0.8	3.2	100.0
<b>Wholesalers</b>	<b>163,709</b>	<b>11.6</b>	<b>11.6</b>	<b>100.0</b>	<b>8,564</b>	<b>2.8</b>	<b>2.8</b>	<b>100.0</b>
no. employees unknown (3)	136	0.0	0.0	0.1	75	0.0	0.0	0.9
1 to 19 employees	4,233	0.3	0.3	2.7	1,392	0.5	0.5	17.1
20 to 49 employees	7,300	0.5	0.8	7.1	2,156	0.7	1.2	42.3
50 to 99 employees	8,172	0.6	1.4	12.1	1,767	0.6	1.8	62.9
100 to 249 employees	23,818	1.7	3.1	26.7	1,679	0.6	2.3	82.5
250 to 499 employees	14,177	1.0	4.1	35.3	738	0.2	2.6	91.2
500 or more employees	105,872	7.5	11.6	100.0	757	0.2	2.8	100.0

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Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of Known Value	Cum. % of Company Type Value (2)	Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
<b>Other companies (4)</b>	<b>167,015</b>	<b>11.9</b>	<b>11.9</b>	<b>100.0</b>	<b>10,173</b>	<b>3.3</b>	<b>3.3</b>	<b>100.0</b>
no. employees unknown (3)	293	0.0	0.0	0.2	95	0.0	0.0	0.9
1 to 19 employees	1,298	0.1	0.1	1.0	1,088	0.4	0.4	11.6
20 to 49 employees	2,284	0.2	0.3	2.3	1,595	0.5	0.9	27.3
50 to 99 employees	7,546	0.5	0.8	6.8	1,452	0.5	1.4	41.6
100 to 249 employees	7,013	0.5	1.3	11.0	1,803	0.6	2.0	59.3
250 to 499 employees	5,414	0.4	1.7	14.3	1,143	0.4	2.4	70.5
500 or more employees	143,168	10.2	11.9	100.0	2,997	1.0	3.3	100.0
<b>Single location companies</b>	<b>342,031</b>	<b>24.3</b>	<b>24.3</b>	<b>100.0</b>	<b>276,454</b>	<b>90.6</b>	<b>90.6</b>	<b>100.0</b>
no. employees unknown (3)	122,449	8.7	8.7	35.8	120,078	39.4	39.4	43.4
1 to 19 employees	90,058	6.4	15.1	62.1	110,155	36.1	75.5	83.3
20 to 49 employees	38,782	2.8	17.9	73.5	26,919	8.8	84.3	93.0
50 to 99 employees	24,818	1.8	19.6	80.7	11,171	3.7	88.0	97.1
100 to 249 employees	38,325	2.7	22.4	91.9	6,114	2.0	90.0	99.3
250 to 499 employees	16,195	1.2	23.5	96.7	1,255	0.4	90.4	99.7
500 or more employees	11,403	0.8	24.3	100.0	762	0.2	90.6	100.0
<b>Manufacturers</b>	<b>109,601</b>	<b>7.8</b>	<b>7.8</b>	<b>100.0</b>	<b>64,720</b>	<b>21.2</b>	<b>21.2</b>	<b>100.0</b>
no. employees unknown (3)	40,551	2.9	2.9	37.0	17,177	5.6	5.6	26.5
1 to 19 employees	8,025	0.6	3.5	44.3	23,959	7.9	13.5	63.6
20 to 49 employees	10,041	0.7	4.2	53.5	12,807	4.2	17.7	83.3
50 to 99 employees	10,986	0.8	4.9	63.5	6,297	2.1	19.7	93.1
100 to 249 employees	21,456	1.5	6.5	83.1	3,582	1.2	20.9	98.6
250 to 499 employees	9,644	0.7	7.2	91.9	687	0.2	21.1	99.7
500 or more employees	8,898	0.6	7.8	100.0	211	0.1	21.2	100.0
<b>Wholesalers</b>	<b>140,318</b>	<b>10.0</b>	<b>10.0</b>	<b>100.0</b>	<b>93,118</b>	<b>30.5</b>	<b>30.5</b>	<b>100.0</b>
no. employees unknown (3)	38,830	2.8	2.8	27.7	34,908	11.4	11.4	37.5
1 to 19 employees	56,247	4.0	6.8	67.8	47,266	15.5	26.9	88.2
20 to 49 employees	22,437	1.6	8.4	83.7	7,697	2.5	29.5	96.5
50 to 99 employees	7,421	0.5	8.9	89.0	2,214	0.7	30.2	98.9
100 to 249 employees	11,822	0.8	9.7	97.5	850	0.3	30.5	99.8
250 to 499 employees	2,283	0.2	9.9	99.1	145	0.0	30.5	100.0
500 or more employees	1,278	0.1	10.0	100.0	38	0.0	30.5	100.0
<b>Other companies (4)</b>	<b>92,111</b>	<b>6.5</b>	<b>6.5</b>	<b>100.0</b>	<b>118,616</b>	<b>38.9</b>	<b>38.9</b>	<b>100.0</b>
no. employees unknown (3)	43,068	3.1	3.1	46.8	67,993	22.3	22.3	57.3
1 to 19 employees	25,786	1.8	4.9	74.8	38,930	12.8	35.1	90.1
20 to 49 employees	6,304	0.4	5.3	81.6	6,415	2.1	37.2	95.6
50 to 99 employees	6,411	0.5	5.8	88.6	2,660	0.9	38.0	97.8
100 to 249 employees	5,048	0.4	6.2	94.0	1,682	0.6	38.6	99.2
250 to 499 employees	4,268	0.3	6.5	98.7	423	0.1	38.7	99.6
500 or more employees	1,227	0.1	6.5	100.0	513	0.2	38.9	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.

(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 2013.

(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.

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