



# D&B Cottage Industry File

*Uncover the Hidden Marketplace: People Who Work at Home*

**CURRENT FILE COUNT: 4,176,018**

### FILE PROFILE

Over 2,100,000 companies operate out of the personal residence of the principal. These entrepreneurs are prime markets for business products, as well as consumer offerings. They are hard to find without D&B.

SIC	Description	Count
01-09	Agricultural	391,474
10-14	Mining	5,977
15-17	Construction	717,819
20-39	Manufacturing	161,905
40-49	Transportation, Communications, Public Utilities	183,368
50-51	Wholesale Trade	160,492
52-59	Retail Trade	434,047
60-67	Financial/Insurance/Real Estate Services	368,716
70-89	Services	1,752,092
91-97	Public Administration	128

### TERMS

Competitive Broker arrangements. Volume discounts for individual mailers and telemarketers.

### SELECTORS

- Functional Title .....
- SIC Code:
  - 2-, 4-, or 6-Digit SIC .....
  - 8-Digit SIC .....
- Number of Employees, Total or Here .....
- Sales Volume .....
- CEO Name & Title.....
- Year Started.....

*Call for information on additional selectors.*

### OUTPUT FORMATS

#### Mailing Labels

- Pressure Sensitive.....
- Multi-use FTP/Email.....

#### Telemarketing Records

- Index Card.....
- FTP/Email .....

*Please call for more information:*

**1.888.772.6947**

*We look forward to hearing from you!*