



# D&B Small Business File

*Targeted marketing to businesses with less than 20 employees*

**CURRENT FILE COUNT: 16,877,232**

## FILE PROFILE

The Small Business File consists of companies that have less than 20 Employees. Business establishments and key contacts available the way you want and need them. Through the wide variety of selectors available you can reach business executives that are most likely to need and use your products and services.

SIC	Description	Count
01-09	Agricultural	750,783
10-14	Mining	36,235
15-17	Construction	1,712,072
20-39	Manufacturing	696,313
40-49	Transportation, Communications, Public Utilities	733,267
50-51	Wholesale Trade	842,201
52-59	Retail Trade	2,747,401
60-67	Financial/Insurance/Real Estate Services	1,785,533
70-89	Services	7,604,577
91-97	Public Administration	1,022,199

## FILE COUNTS BY EMPLOYEE RANGES

Number of Employees	Count
15 – 19	3,561,565
10 – 14	781,084
5 – 9	1,988,764
1 – 4	13,892,565

## TERMS

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

## SELECTORS

- Geographic .....
- (Telephone Exchange, City, County, State, 3-, 5-, & 9-digit ZIP code, SMSA, MSA, Population Code)
- 2-, 4- or 6-Digit SIC .....
- Personalization .....
- 8-Digit SIC .....
- Number of Employees, Total or Here .....
- Organizational Status .....
- (Mfg, HQ, Single Location, Branch, Subsidiary)
- Year Started.....
- Executive Age (Includes Name & Title).....
- CEO Name & Title.....
- Functional Title .....
- Small Business Indicator.....

*Call for a complete list of specialized selectors.*

## OUTPUT FORMATS

### Mailing Labels

- 3 Line Label .....
- (Mag Tape, Cartridge, Cheshire)
- Pressure Sensitive.....
- Multi-Use FTP/Email.....
- One-Time-Use FTP/Email .....

### Telemarketing Records

- FTP/Email .....

*Please call for more information:*

**1.888.772.6947**

*We look forward to hearing from you!*