

**Description for Datacard 21: Wholesale
Total Names for This Data Card: 279276**

Publisher's Introduction

This base comprises senior management buyers in establishments engaged in wholesaling:-

Wholesale Motor Trade – engaged in the distribution of automobiles and automobile consumables.

Wholesalers of Furniture and Home Furnishings – engaged in distribution of furniture for households, offices etc.

Wholesalers of construction Materials.

Wholesalers and Suppliers of professional and commercial equipment – individuals involved in the distribution of photographic, office equipment, computer and software and general office equipment.

Wholesalers of High Quality Metals – individuals involved in the stocking and distribution of high quality steels such as aluminium, non ferroalloys, iron and steel etc.

Wholesalers of Electrical Goods – individuals engaged in the distribution of electrical goods such as TVs, radios etc.

Wholesalers of Hardware, Plumbing and Heating Equipment – individuals engaged in the distribution of plumbing and heating supplies.

Wholesalers of machine equipment and supplies engaged in the distribution of garden, farm, and industrial machinery.

Wholesalers Other – individuals engaged in the distribution of sport, toys, jewellery etc.

Non-Durable Goods

Wholesalers of Paper and Waste Products – individuals supplying stationery, papers and boards.

Wholesale Drug Stockists and Druggist's Sundries – pharmacists and pharmaceuticals technicians licensed in the supply of drugs and life support products.

Wholesale Apparel – individuals supplying men's and woman's, boys' and girls' apparel, including footwear.

Wholesalers of Groceries and Related Products – individuals distributing groceries, frozen foods, dairy and poultry products, confectionery, seafood, meats and fresh vegetables.

Wholesalers of farm products, livestock, chemical and all allied products, petroleum, paints and varnishes.

Wholesalers of Beer, wine, spirits, tobacco, flowers, books, periodicals and newspaper etc.

Selection Available – sic classification, work area, work place, work type, size of organisation, gender, income, geographical by country and postcode, telephone, fax, email.

Source of Data – derived from market place research, questionnaires and fax broadcasting, campaign, distribution research and management.

Updating – the base is continuously updated and verified against campaign management and goneawys with all new names checked and suppressed against the Frankform ANDS system. All data users are fully covered by the Frankform Guarantee and EC Data Protection Licence.

SIC		Postal	Tel	Fax	Email
50120	Automobiles & Other Motor Vehicles	4849	4791	3732	905
50130	Motor Vehicle Supplies & New Parts	9319	9249	6071	1544
50140	Tyres & Tubes	1567	1557	1024	218
50150	Motor Vehicle Parts - Used	1896	1896	786	138
50200	FURNITURE & HOMEFURNISHINGS	10	10	7	0
50210	Furniture	3822	3823	2880	452
50230	Home Furnishings	3725	3654	2584	312
50300	LUMBER & CONSTRUCTION MATERIALS	27	27	18	0
50310	Lumber, Plywood & Millwork	5880	5865	4493	1225
50320	Brick, Stone & Related Materials	4248	4247	2313	133
50330	Roofing, Siding & Insulation	471	476	327	43
50390	Construction Materials, nec	6296	6291	5205	443
50400	VAR COMPUTER & OEM MEDICAL EQUIPMENT	33	33	23	0
50410	Hardware Data Communication	832	830	768	108
50420	Analysers Automatic	359	362	348	53
50430	Photographic Equipment & Supplies	1219	1214	893	126
50440	Office Equipment	3920	3900	2401	316
50450	Comms, Computers & Peripherals	8462	8359	7176	2051
50460	Commercial Equipment	2050	2033	1285	54
50470	Medical & Hospital Equipment	3939	3908	2762	1140
50480	Ophthalmic Goods	606	605	433	105
50490	Professional Equipment	1309	1285	875	412
50505	Computer Printers	64	64	59	9
50510	METALS SERVICE CENTRES & OFFICES	7094	7082	5234	317
50520	COAL & OTHER MINERALS & ORES	438	429	354	9
50530	BAR CODE READERS	22	22	22	0
50540	Card Punching Equipment	11	9	9	7
50550	Computer Colour Monitors	31	31	31	2
50560	Computer Disk Drive Storage	67	67	56	1
50570	Computer Input Voice Control	1	1	1	0
50580	Computer Network Communications Equipment	122	121	110	38
50590	Controller Converter Equipment	58	59	59	24
50600	ELECTRICAL GOODS	483	483	461	5
50630	Electrical Apparatus, TV & Radios	10976	10915	7370	608
50640	Electrical Appliances & Equipment	4554	4496	3563	1192
50650	Electronic Parts & Equipment	10448	10375	8153	3596
50700	HARDWARE, PLUMBING & HEATING EQUIPMENT	14	14	13	0
50720	Hardware	4655	4625	3425	402
50740	Plumbing & Hydronic Heating Supplies	2624	2615	1961	211
50750	Warm Air Heating & Air Conditioning	2888	2883	1873	163
50780	Refrigeration Equipment & Supplies	1468	1466	832	81
50800	MACHINERY, EQUIPMENT & SUPPLIES	71	71	51	0
50810	Commercial Machinery Equipment	3310	3305	3108	371
50820	Construction & Mining Industry	4859	4826	3299	400
50830	Farm & Garden Machinery	5512	5486	3839	645
50840	Industrial Machinery & Equipment	18744	18659	13764	2196
50850	Industrial Supplies	8771	8762	6293	1692
50860	Professional Equipment	1920	1891	1786	273
50870	Service Establishments Equipment	3952	3944	2199	193
50880	Transport Equipment & Supplies	2093	2071	1406	568
50900	MISCELLANEOUS DURABLE GOODS	98	98	29	0
50910	Sporting & Recreational Goods	3921	3902	2838	422
50920	Toys & Hobby Goods & Supplies	1050	1034	654	195
50930	Scrap & Waste Materials	2961	2951	1549	218
50940	Jewellery & Precious Stones	2843	2816	1857	267

50990	Durable Goods, nec	8765	8678	5940	4294
51110	Printing & Writing Paper	1531	1524	1280	154
51120	Stationery & Office Supplies	2679	2662	1890	224
51130	Industrial & Personal Service Paper	2115	2112	1592	58
51220	Drugs, Cosmetics & Toiletries	6588	6458	5138	700
51230	Laboratory Products	180	136	106	100
51330	Piece Goods & Notions	2869	2853	2185	556
51340	Notions & Dry Goods	307	309	277	117
51360	Mens & Boys Clothing	4298	4273	2861	318
51370	Womens & Childrens Clothing	3806	3760	2684	425
51390	Footwear	1462	1444	1133	264
51400	GROCERIES & RELATED PRODUCTS	11	11	11	0
51410	Groceries, General Line	6659	6484	4410	506
51420	Packaged Frozen Foods	1539	1540	1310	197
51430	Dairy Products, excluding Dried or Canned	2376	2353	1877	257
51440	Poultry & Poultry Products	990	988	768	141
51450	Confectionery	1246	1239	1005	199
51460	Fish & Seafoods	2901	2903	2464	978
51470	Meats & Meat Products	4898	4880	3079	472
51480	Fresh Fruits & Vegetables	3125	3100	2294	379
51490	Groceries & Related, nec	9215	9061	6547	1283
51530	Grain & Field Beans	1639	1630	1120	176
51540	Livestock	777	844	591	86
51590	Farm Product Raw Materials, nec	1254	1256	924	191
51610	Chemical & Allied Products	5360	5308	4901	730
51620	Plastics Materials	1471	1454	1227	559
51690	Chemicals & Allied Products, nec	3813	3797	2454	1078
51710	Petroleum Bulk Stations & Terminals	1619	1619	1026	46
51720	Petroleum Products, nec	5045	5036	3320	393
51810	Beer & Ale	1241	1238	890	145
51820	Wine & Distilled Beverages	2840	2829	2189	363
51830	Vending Operators & Distributors	53	52	50	13
51900	MISCELLANEOUS NON-DURABLE GOODS	0	0	0	5
51910	FARM SUPPLIES	4886	4871	3099	381
51920	BOOKS, PERIODICALS & NEWSPAPERS	374	370	184	209
51930	FLOWERS & FLORISTS SUPPLIES	1594	1596	1256	635
51940	TOBACCO & TOBACCO PRODUCTS	504	498	370	29
51980	PAINTS, VARNISHES & SUPPLIES	1036	1034	736	33
51990	NON-DURABLE GOODS, NEC	6753	6703	4083	2617
51999	Analytical Handling Process	495	483	139	1
		279276	277374	200072	43195

WorkType	Postal	Tel	Fax	Email
Administration Staff	2408	2391	1039	251
Analyst	8	7	7	2
Author/Editor/Publisher	69	69	60	9
Chemist	2	0	0	0
Commercial/Bus Develop Manager/Director	2225	2220	2079	367
Communications Director/Manager	108	109	104	23
Company Secretary	3601	3607	2160	313
Computer Analyst	1	1	1	1
Computer Manager/Director	70	69	68	5
Consultant	29	30	27	9
Customer Relations Mgr	42	42	40	23
DP Manager/Director	97	96	88	11
Designer	42	43	39	16
Developers	8	8	7	3
Engineer	325	320	298	98
Facilities Manager/Director	96	96	95	12
Finance Dir/Controller	8900	8885	7102	1087
Fleet Manager/Director	275	274	264	46
Fund Manager	58	59	59	9
Health & Safety Officer	217	219	218	35
IS Manager/Director	98	98	92	7
IT Manager/Director	1116	1112	1061	158
Import/Export Dir/Mgr	1312	1316	1290	563
Legal Executives	190	184	168	44
Librarian	1	1	1	0
Logistics/Transport Mgr/Dir	23	23	23	20
Marketing/Sales Dir/Mgr	11949	11951	11331	3010
Network Planners/Integrators	13	13	12	1
Operations Director/Manager	829	833	720	193
Personnel Manager	3295	3296	3148	385
Pharmacist	9	9	9	4
President, Chairman, Dir, Mgr	235060	233216	162063	34781
Product/Brand Manager	24	23	22	18
Production/Works Dir/Mgr	1368	1372	1288	289
Programmer	9	9	5	2
Projects Manager/Director	114	115	110	51
Purchasing Dir/Mgr	2933	2929	2757	626
Quality Controller	141	142	130	24
R & D Dir/Mgr	67	67	63	34
Researcher	42	31	25	13
Senior Executives & Professionals	269	268	253	56
Services Manager	203	200	185	63
Software Engineer	6	6	6	2
Systems Manager/Engineer	75	75	67	21
Technician, Technical Manager/Director	1308	1309	1264	460
Training Manager	203	207	207	44
Unknown Job Title	37	23	16	5
Web Master	1	1	1	1
	279276	277374	200072	43195

Country

Africa

	Postal	Tel	Fax	Email
Algeria	11	10	9	7
Botswana	110	95	72	19
Egypt	385	386	303	386
Kenya	42	42	41	1
Mauritania	2	0	0	0
Mauritius	1	1	1	0
Morocco	73	73	39	0
Namibia	1	1	1	1
Somalia	5	5	0	0
South Africa	227	227	225	229
Sudan	133	132	34	0
Swaziland	10	10	9	10
Tunisia	38	38	14	0
Uganda	2	2	2	0
	1040	1022	750	653

Australasia

	Postal	Tel	Fax	Email
Australia	4695	4680	3942	307
Fiji	4	4	4	4
Guam	6	6	6	4
New Zealand	1559	1546	1266	475
Solomon Islands	0	0	0	6
Tonga	0	0	0	2
	6264	6236	5218	798

Eastern Europe

	Postal	Tel	Fax	Email
Bulgaria	1	1	1	0
Croatia	130	75	59	7
Czech Republic	3272	3328	3288	871
Estonia	70	70	64	56
Hungary	697	692	689	6
Latvia	2	2	2	1
Lithuania	73	72	73	9
Poland	656	642	431	423
Romania	145	146	141	98
Russia	2750	2672	1817	219
Slovak Republic	9	9	7	0
Slovenia	292	292	292	0
Turkey	425	233	221	15
Turkmenia	1	1	1	0
Ukraine	2	2	2	0
Yugoslavia	4	4	4	3
	8529	8241	7092	1708

Far East				
	Postal	Tel	Fax	Email
Bangladesh	1	1	1	0
Brunei	209	206	178	0
Cambodia	1	1	1	1
China	867	851	832	330
Hong Kong	3331	3311	3230	335
India	110	19	19	22
Indonesia	274	273	249	52
Japan	5359	5336	4718	259
Korea	677	675	614	257
Malaysia	665	661	566	9
Myanmar	1	1	1	0
Nepal	2	2	2	1
Philippines	424	419	373	239
Singapore	792	790	761	347
Sri Lanka	173	158	147	176
Taiwan	4232	4228	4196	1135
Thailand	148	141	137	1058
Vietnam	67	66	64	39
	17333	17139	16089	4260

Middle East				
	Postal	Tel	Fax	Email
Bahrain	573	573	568	152
Iran	456	445	412	33
Israel	509	511	473	50
Jordan	776	776	715	242
Kuwait	1409	1409	1227	604
Lebanon	409	409	408	312
Oman	1315	1314	1294	1177
Pakistan	196	190	127	2
Qatar	334	334	313	34
Saudi Arabia	2151	2142	2124	152
Syria	198	197	157	3
United Arab Emirates	1957	1957	1912	1212
Yemen	224	220	195	18
	10507	10477	9925	3991

North America				
	Postal	Tel	Fax	Email
Anguilla	0	2	1	0
Antigua & Barbuda	72	76	66	4
Aruba	13	13	8	1
Bahamas	405	411	346	39
Barbados	162	175	163	52
Bermuda	53	53	51	22
Brit Virgin Islands	1	1	0	0
Canada	104838	104862	60392	2560
Cayman Islands	9	9	6	1
Curacao	17	17	8	1
Dominica	40	45	43	14
Dominican Republic	168	158	110	4
Grenada	65	78	65	8
Guadeloupe	13	12	11	0
Haiti	55	38	34	7
Jamaica	268	270	238	132
Martinique	2	2	2	1
Montserrat	16	16	15	1
Puerto Rico	232	230	28	128
St Kitts & Nevis	31	32	25	2
St Lucia	110	114	100	12
Trinidad & Tobago	208	235	199	54
US Virgin Islands	1	1	1	0
USA	18158	18088	8502	2728
	124937	124938	70414	5771

South America				
	Postal	Tel	Fax	Email
Argentina	3499	3267	802	151
Belize	94	92	85	27
Bolivia	317	285	95	9
Brazil	1919	1659	570	3110
Chile	1958	1782	1076	5384
Colombia	1791	1778	1424	463
Costa Rica	259	238	174	11
Cuba	2	2	2	1
Ecuador	980	974	905	251
El Salvador	970	893	562	154
French Guiana	5	5	5	0
Guatemala	1160	1077	498	147
Guyana	4	4	4	2
Honduras	363	308	69	8
Mexico	4796	4710	617	666
Nicaragua	206	185	99	6
Panama	733	620	223	73
Paraguay	65	63	44	14
Peru	480	476	435	1165
Suriname	8	8	7	3
Uruguay	357	351	143	36
Venezuela	1283	1278	1062	567
	21249	20055	8901	12248

Western Europe	Postal	Tel	Fax	Email
Austria	3043	3051	2751	206
Belgium	8493	8259	7897	828
Cyprus	420	418	413	310
Denmark	1882	1806	1647	805
Finland	1001	1006	980	210
France	2777	2811	2260	50
Germany	24504	24414	22340	520
Greece	505	488	474	13
Iceland	291	291	278	182
Ireland	1388	1547	1414	646
Italy	2965	2951	1400	257
Luxembourg	70	70	70	0
Malta	11	11	11	11
Monaco	3	3	2	3
Norway	1682	1763	1665	549
Portugal	548	548	517	3
Spain	6178	6170	5900	325
Sweden	2691	2766	2505	283
Switzerland	3060	3112	2714	107
The Netherlands	4713	4664	4479	3327
UK	23192	23117	21966	5131
	89417	89266	81683	13766