
Introduction

Doing Business in New York City provides concise factual data on the New York City metropolitan area business community. This publication features 500 of the top public companies and lists hundreds of their affiliates/divisions/subsidiaries, and 1,000 of the most significant private, mutual, foreign, and subsidiary companies. It also includes a statistical profile as well as local business travel information including transportation, accommodations, leisure activities, vital services, and maps.

Doing Business in New York City merges costly, cumbersome and complex business publications into an affordable and portable directory. The city-specific nature makes this publication a bible for getting to the business core of the Big Apple. Stay one step ahead of the competition by being on the inside track of companies operating in the New York metro area.

Doing Business in New York City covers a broad range of industrial, financial and service companies. The geographical range includes the New York City metropolitan area, western Long Island, northeastern New Jersey, and southwestern Connecticut.

- For the **Sales Representative**, *Doing Business in New York City* helps you identify potential clients to sell your products and services.
- For the **Job Seeker**, *Doing Business in New York City* supplies crucial information to identify and contact potential employers, packing you with knowledge for the interview.
- For the **Marketing Manager**, *Doing Business in New York City* is a useful tool to identify product and service compatibilities, keeping you abreast of major competitors.
- For the **Non-Profit Organization**, *Doing Business in New York City* enables you to identify philanthropic potential and select business executives to serve on your boards and committees.
- For the **Business Traveler**, *Doing Business in New York City* acquaints you with the business environment, being the only travel guide you need.

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New York At-A-Glance

Have no doubts, "New York, New York" remains the world's most prestigious business address.

Famous historians have deemed New York "The Capitol of Capital," "America's Preeminent World City," "The Western World's Center of Creativity," and "The Gateway to America's Economy."

New York is the corporate capital of the nation and financial capital of the world. It is a leading high-fashion center and one of the world's foremost cultural and entertainment meccas. The city is a leader in the arts, sciences, higher education—with a vitality and quality of life which is unequalled.

Utilizing the advantages of an excellent geographic location and an unsurpassed natural harbor, New York has been the nation's largest city and a center of world commerce since 1790. As a result, it has the world's largest concentration of skyscrapers piled onto its solid granite base. Although on the brink of bankruptcy in the mid-70s, New York is once again robust, energetic, and brusque. It is a city in revival with gains of 300,000 jobs over the last decade. It is still the headquarters for approximately 120 Fortune 1,000 companies, nearly three times more than any other city in the nation. It has the largest concentration of national and multinational corporate headquarters in the world.

The Port of New York is the largest container port in North America, handling approximately 60 million tons of cargo per year valued at almost \$50 billion. New York City has 578 miles of waterfront providing one of the finest harbors in the world. JFK International Airport is the world's largest cargo center accounting for approximately 35 percent of the volume and 42 percent of the value of all U.S. international air freight. Four freight railroads service New York City. On an average weekday, the city's mass-transit system transports 5 million commuters over 400 million vehicular miles. Three interstates and four U.S. highways give New York excellent access to the rest of the country.

Wall Street remains the world's capital of finance, although a bit shaken from the market crash of October 1987—with layoffs estimated at 12,000. Together with London and Tokyo, the city is one of the world's three dominant financial hubs. New York boasts more foreign banks—