



627 NORTH SUNRISE SERVICE ROAD, BELLPORT, NY 11713
TEL: 631-286-1600 ■ FAX: 631-286-1647

MEMORANDUM

TO: Member Library Directors; Heads of Reference
FROM: Ellen Nasto, Technology & Electronic Resources Supervisor
Date: June 3, 2021
RE: **2021 Reference USA Coordinated Order**

Dear Colleagues:

It is time to renew our Reference USA coordinated order. The subscription term runs from June 1, 2021-May 31, 2022. Renewal pricing for current subscribers can be found on the next page. Pricing for Plunkett and Find My Past as add-ons are also included (see attached flyers for more information). **There are no price increases!** New pricing requests will be provided upon request.

Renewals, cancellations, and new subscription requests should be submitted via <https://portal.suffolklibrarysystem.org/node/30586> by **Friday, June 11, 2021**.

Further questions may be directed to Ellen Nasto (ellen@suffolknet.org).

Thank you for your cooperation!

--Ellen

Library	2021 Subscription	2021 Final Price	Add-on: Plunkett - 1 year sub	Add-on: Find My Past Genealogy with Remote Access 1 year sub
MATTITUCK	Renew--Historical	\$597.00	\$350	\$350
COLD SPRING HARB	Renew--Basic	\$572.00	\$300	\$300
HAUPPAUGE	Renew--Basic	\$1,146.00	\$500	\$500
BABYLON	Renew--Basic	\$1,081.00	\$500	\$500
HARBORFIELDS	Renew--Historical	\$1,539.00	\$500	\$500
PORT JEFFERSON	Renew--Basic	\$1,081.00	\$500	\$500
ROGERS MEMORIAL	Renew--Basic	\$1,146.00	\$500	\$500
SOUTH COUNTRY	Renew--Historical	\$1,287.00	\$500	\$500
EAST ISLIP	Renew--Basic	\$2,731.00	\$600	\$600
NORTH SHORE P L	Renew--Basic	\$2,731.00	\$600	\$600
WEST BABYLON	Renew--Basic	\$2,731.00	\$600	\$600
WEST ISLIP	Renew--Historical	\$3,239.00	\$600	\$600
NORTH BABYLON	Renew--Basic	\$2,731.00	\$600	\$600
BAY SHORE	Renew--Historical	\$3,239.00	\$600	\$600
HUNTINGTON	Renew--Basic	\$2,731.00	\$600	\$600
NORTHPORT-EAST NORTHPORT	Renew--Basic	\$2,731.00	\$600	\$600
RIVERHEAD	Renew--Basic	\$2,867.00	\$600	\$600
CONNETHQUOT	Renew--Basic	\$5,464.00	\$700	\$700
LINDENHURST	Renew--Basic	\$5,731.00	\$700	\$700
COMSEWOGUE	Renew--Historical	\$6,062.00	\$700	\$700
H HOLLOW HILLS	Renew--Basic	\$5,731.00	\$700	\$700
MASTICS-MOR-SH	Renew--Basic	\$5,464.00	\$700	\$700
PATCHOGUE-MEDF	Renew--Historical	\$6,020.00	\$700	\$700
LONGWOOD	Renew--Basic	\$5,464.00	\$700	\$700
SACHEM	Renew--Basic	\$7,204.00	\$750	\$750
SMITHTOWN	Renew--Basic	\$10,927.00	\$750	\$750



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The screenshot shows the Plunkett Research Online website. At the top is the logo and tagline. Below is a navigation menu with links for Home, Contact & Support, MyResearchAccount™, Administrator, Terms of Use, and FAQs, along with a Log Out button. The main heading is "Business, Industry and Corporate Information" with a sub-heading "Vital Data for Market Research, Job Search, Business Development or Startups". There are two main content boxes: "RESEARCH AN INDUSTRY" (Data for Business Plans, Industry Research Centers, Research Business Trends + Opportunities) and "RESEARCH A COMPANY" (Find Companies & Executives, Export Prospect Lists + Executive Contacts, Investment Research). Below these is a section "Or, Select a Major Industry Group: (e.g. Banking, Computers, Retail, etc.)" with a dropdown menu. There are also buttons for "Old Home Page View", "Job Seekers Resources & Tools", "Archives", and "Tutorials". At the bottom, there is a "HOW TO USE" section with three video thumbnails: "Plunkett Research Online Overview" (7:57), "How to Export Company and Exec. Lists" (3:08), and "How to Use Build-a-Report" (2:48).

**WHY WE'RE
BETTER:**

- **Better User Interface**
- **Better Industry Data**
- **Better Tools**
- **Better Prices**

BETTER USER INTERFACE

A Fantastic, User-Friendly Online Experience!



For most searches, you simply click one of the two buttons:

- *Research an Industry*
- *Research a Company*

Here's a sample Industry Research Center:

In this case, for the Sports Industry.

Note the amazing set of tools available for each industry!

BETTER INDUSTRY DATA

Trends Analysis and Industry Statistics Covering Hundreds of NAIC Codes

Plunkett's famous market research and analysis of

- Industry Trends
- Technologies
 - Finances
- Market Size

Constantly Updated!

Market Research and Trends

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Advanced Search

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Introduction to the Artificial Intelligence (AI) & Machine Learning Industry

Artificial Intelligence (AI) spending worldwide was estimated at \$24 billion for 2018 by analysts at IDC and is expected to grow to \$77.6 billion by 2025. This is an estimate on a broad basis that includes spending on software and services. Plunkett Research estimates the U.S. market for AI on this basis at more than \$14.4 billion for 2018. Researchers at Gartner estimated that the global business value derived yearly from AI had already reached \$1.2 trillion by 2018, while analysts at PwC estimated that AI's contribution to the global economy could soar to \$15.7 trillion by 2025.

Artificial Intelligence (AI) and machine learning will create vast changes in nearly all segments of business and industry over the mid-term. The effect of AI on consumers and households is already in broad evidence, although the people benefiting from such technologies may not be aware of the process or the significance of what's going on around them. For example, utilizing machine learning, Amazon.com pioneered the development of advanced software that learns from a shopper's actions online and then makes product recommendations tailored to the individual. In its early years, Netflix famously offered a \$1 million prize to anyone who could engineer an algorithm that would learn from a subscriber's movie rental habits in a manner that would increase the accuracy and usefulness of its online recommendation

Plunkett's Unique Industry Statistics

- U.S. and Global
 - Projections
 - Market Size
- Expenditures and R&D

Exportable in Excel or PDF format!

Statistics

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Advanced Search

Select topic: **← Previous** **Next →**

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U.S. Health Care Industry Statistics and Market Size Overview

	Amount	Units	Source
Expenditures			
National Health Care Expenditures	3,675.3	Bill. US\$	CMS
In 2025	5,696.2	Bill. US\$	CMS
National Health Care Expenditures per Capita	11,193	US\$	CMS
National Health Care Expenditures as a Percentage of GDP	18.2	%	CMS
National Health Care Expenditures by Type:			
Hospital Care	1,189.9	Bill. US\$	CMS
Physician & Clinical Services	733.9	Bill. US\$	CMS
Dental Services	134.4	Bill. US\$	CMS
Nursing Home and Home Health Care	277.4	Bill. US\$	CMS
Prescription Drugs & Medical Products	483.9	Bill. US\$	CMS
Research, Structures & Equipment Investments	171.1	Bill. US\$	CMS
Total Health Care Industry Employment	16.0	Million	BLS

BETTER COMPANY DATA

Global and U.S. Firms, Publicly-Held and Private

- ✓ Descriptions
- ✓ Executives
- ✓ Lines of Business
- ✓ Growth Plans

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Business, Industry & Company Market Research

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Home > Transportation, Supply Chain & Logistics Industry Research Center > Company Profile

Transportation, Supply Chain & Logistics Industry

Market Research & Trends Statistics Companies & Executive Build-A-Report Industry Analytics Industry Associations Video Glossary

Company Profile: TOYOTA MOTOR CORPORATION

Ranked Against Peers for:

- ✓ Revenues
- ✓ Profits
- ✓ Employee Count
- ✓ Growth

Company Profile

TOYOTA MOTOR CORPORATION (WWW.TOYOTA.CO.JP)

Ticker: TM
Exchange: NYS
Parent Company:
Year Established: 1937
Employees: 338,875
Fiscal Year Ends in March

Phone: 81 565282121
Fax: 81 565235800
Address: 1 Toyota-cho
Aichi Prefecture
Toyota, 471-8571 Japan

Map

Types Of Business	Industry Ranks	Total Revenue
Industry NAICS code: 336111	1. Volkswagen AG	222,865,800,000
Automobile Manufacturing	2. Toyota Motor Corporation	220,844,300,000
Manufactured Housing	3. General Motors Company (GM)	155,929,000,000
Advertising & e-Commerce Services	4. Ford Motor Co	144,077,000,000
Financial Services	5. Daimler AG	142,963,100,000
Telecommunications Services	6. Honda Motor Co Ltd	108,077,400,000
Information Technology	7. Fiat Chrysler Automobiles NV	105,775,900,000
Nanotechnology Research	8. SAIC Motor Corporation Limited	101,389,800,000
	9. Nissan Motor Co Ltd	92,241,380,000
	10. BMW (Bayerische Motoren Werke AG)	88,505,440,000

Contacts	Description
Ikuo Uno	Director
Mark Hogan	Director
Haruhiko Kato	Director
Shigeru Hayakawa	Director
Akio Toyoda	Director/CEO/President
Takeshi Uchiyamada	Director/Chairman of the Board
Didier Leroy	Director/Executive VP
Takahiko Ijichi	Director/Executive VP
Nobuyori Kodaira	Director/Executive VP

Toyota Motor Corporation designs, manufactures, assembles and sells passenger cars, minivans, commercial vehicles and related parts and accessories in 160 countries under the Toyota, Lexus, Daihatsu and Hino brands. The firm operates in three segments: automotive, financial and other. Its primary automotive markets are Japan, which generates approximately 29.9% of its sales; North America, which generates 29%; Asia, 13.5%; Europe, 11.9%; and other (Central and South America, Oceania, Africa and the Middle East), 15.7%. Toyota produces both conventional engine vehicles and hybrid vehicles, with automobile types including subcompact and compact cars; mini-vehicles; mid-size, luxury, sports and specialty cars; recreational and sport-utility vehicles; pickup trucks; minivans; and buses. Subsidiary Daihatsu Motor Co. produces and sells mini-vehicles and compact cars. Another subsidiary, Hino Motors, produces and sells commercial vehicles such as trucks and buses. Toyota produces automobiles and related components through over 40 manufacturing

Deep Financials

Exportable
to Excel!

Financials						
Revenue	10,530,000,000	13,586,000,000	14,963,000,000	17,146,000,000	15,891,000,000	18.1
Cost of Revenue	8,066,000,000	11,153,000,000	12,097,000,000	14,058,000,000	12,644,000,000	14.4
Gross Margin %	23.40	17.91	19.15	18.01	20.43	
R&D Expense	-	-	-	-	-	
Operating Income	2,275,000,000	2,216,000,000	2,687,000,000	2,901,000,000	3,027,000,000	3.4
Operating Margin %	21.60	16.31	17.96	16.92	19.05	
SGA Expense	215,000,000	194,000,000	196,000,000	187,000,000	220,000,000	2
Net Income	(1,161,000,000)	(1,130,000,000)	306,000,000	769,000,000	114,000,000	(9)
Earnings Per Share	-1.76	-1.72	0.45	1.07	0.15	
Dividends	0.48	0.44	0.40	0.20	0.16	
Book Value Per Share	4.82	4.37	5.35	6.25	6.66	
Operating Cash Flow	2,489,000,000	2,884,000,000	2,134,000,000	1,791,000,000	2,715,000,000	2.9
Capital Expenditure	2,177,000,000	2,345,000,000	2,308,000,000	2,016,000,000	1,988,000,000	2.2
Free Cash Flow	312,000,000	539,000,000	(174,000,000)	(225,000,000)	727,000,000	6
Profitability						
EBITDA	3,110,000,000	2,744,000,000	3,702,000,000	4,292,000,000	3,824,000,000	3.2

BETTER TOOLS & EXPORTS

• One-click exports to PDF or Excel files from any Page



• Quickly export formatted data files

• MyResearch Account™



• Save your searches

• Build-A-Report™



• Create custom executive summaries and reports in PDF

• Export Company Contacts



• Build company and executive contact lists in seconds, export to Excel or text

• Export Associations



• Build contact lists of industry associations and professional societies

• Industry Analytics



• Covering hundreds of Industry Sectors

The screenshot shows the 'Build-A-Report' tool interface for the 'Energy & Utilities Industry'. At the top, there is a navigation bar with options: Market Research & Trends, Statistics, Companies & Executives, Build-A-Report (selected), Industry Analytics, Industry Associations, Video, and Glossary. Below the navigation bar, the title 'Build-A-ReportSM' is displayed. A brief instruction reads: 'Use this tool to create customized reports, drawing from the various research areas of this industry into a single, convenient PDF document that you can view, save, print or download.' There is a checkbox labeled 'Check to create a 'Compiled by' statement with your name on the report cover'. Below this, the 'Industry Trends' section is visible, with a sub-header 'Select trends you want to include: [Select All] [Clear All]'. A list of 22 trends follows, each with a checked checkbox and a brief description, such as '1. Energy & Utilities Industry Introduction' and '2. A Brief History of Oil, Natural Gas and Electricity Production'.

**Build Custom
Industry Reports
in PDF!**

NEW! PLUNKETT'S INDUSTRY ANALYTICS

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Home > Biotechnology, Drugs & Genetics Industry Research Center > Industry Analytics

Biotechnology, Drugs & Genetics Industry

Market Research & Trends | Statistics | Companies & Executives | Build-A-Report | **Industry Analytics** | Industry Associations | Video | Glossary

Industry Analytics

Industry Summary | Employment and Establishments | Industry Description

Industry Summary

Related Industries: [Health Care](#) [Chemicals](#) [Engineering & Research](#)

Incremental updates are done on a regular basis and posted each Friday night.

NAIC	325400
Title	Pharmaceuticals, Medicines, Supplements and Drug Manufacturing Industry (U.S.)

Revenues	\$253,673,677,272
Employees	292,900
Annual Revenue Growth Rate	7.80 %
CAGR*, Estimated	3.58 %
Revenues	\$400,468,442,148
CAGR*, Estimated	5.67 %

* = Compound Annual Growth Rate

Top U.S. Companies Operating Within This Industry Include:

Company	Revenues (Whole Numbers)
Johnson & Johnson	\$71,890,001,920
Pfizer Inc	\$52,823,998,464
Merck & Co Inc	\$39,807,000,576

Industry Analytics

Industry Summary | **Employment and Establishments** | Industry Description

Employment and Establishments

Related Industries: [Transportation](#) [Automobile](#) [Outsourcing & Offshoring](#)

Incremental updates are done on a regular basis and posted each Friday night.

NAIC	336411
Title	Aircraft Manufacturing (Aerospace), including Passenger Airliners and Military Aircraft, Industry (U.S.)

Industry Population Analyzed, U.S.:

	2017	2018	2019	2020	2021	2022	2023	2024
Firms	230	237	226	241	253	262	271	279
Establishments (all major business units)	318	309	284	293	314	325	336	346
Employees	228,200	235,000	238,600	238,800	235,000	232,200	231,700	220,500
Growth Rate, Employees	-2.85 %	2.98 %	1.53 %	0.08 %	-1.59 %	-1.19 %	-0.22 %	-4.83 %

WE COVER ALL OF THE WORLD'S INDUSTRIES

Sample list from our industry research centers:

- Advertising/Branding
- Aerospace & Drones
- Airline, Hotel & Travel
- Alternative & Renewable Energy
- Apparel & Textiles
- Artificial Intelligence
- Automobile
- Banking, Mortgages & Credit
- Biotechnology
- Chemicals, Plastics & Coatings
- Consulting
- Consumer Products
- E-Commerce & Internet
- Education Technology
- Energy & Utilities
- Engineering & Research
- Entertainment & Media
- Food, Beverage & Tobacco
- Games, Apps, Social Media
- Green Technology
- Health Care
- InfoTech, Software & Hardware
- Insurance
- International
- Internet of Things
- Investment & Securities
- Manufacturing & Robotics
- Middle Market
- Outsourcing & Offshoring
- Private Companies
- Real Estate & Construction
- Restaurant & Hospitality
- Retail
- Sharing & Gig Economy
- Sports
- Telecommunications
- Transportation & Logistics
- Wireless, Cellular & Wi-Fi

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Home > Select Industry > Consumer Products Industry Research Center

Consumer Products Industry Research Center

A major update of this data was completed on: March 02, 2018
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Home > Select Industry > Education, EdTech + MOOCs Industry Research Center

Education, EdTech + MOOCs Industry Research Center

Related Industries: InfoTech E-Commerce Entertainment & Media

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Home > Select Industry > Aerospace Industry Research Center

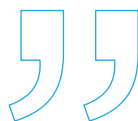
Aerospace Industry Research Center

A major update of this data was completed on: October 19, 2018
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“So far, and right from the start, it’s working perfectly! The more I get into the database, the happier I am that we have it — REALLY happy!!! I’ve just been trying out some recent questions we really couldn’t come up with good answers for – and I’m finding excellent material in PRO (Plunkett Research Online) with which to handle those questions.”

Michael Oppenheim, Collections & Reference Services, University of California at LA



“Plunkett Research Online provides a great ‘one-stop shop’ for us to quickly come up to speed on major industries. It provides us with an overall analysis of the market, key statistics, and overviews of the major players in the industry, in an online service that is fast, easy-to-navigate, and reliable.”

Wendy Stotts, Manager, Carlson Companies Information Center



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Who is Findmypast?

Findmypast is a company based in London and owned by the Findmypast Group which is in turn wholly owned by **DC Thomson**. DC Thomson have been publishing newspapers since 1886. They are a family owned company and one of the leading media organisations in the UK. They are headquartered in Dundee, Scotland, with a London base in the world-famous Fleet Street. The company publishes newspapers, magazines and books and has diversified into new media, digital technology, retail, radio and television through investment interests.



The wider DC Thomson Group includes global genealogy company Findmypast, leading IT business services provider *brightsolid*, global book and magazine publishers. DC Thomson Ventures is the venture capital arm of the company focusing on early and later stage investment across the digital media, education, advertising and retail markets.

DC Thomson is an established family enterprise that has origins in the entrepreneurship of William Thomson in the early 19th century when the firm's main business was in shipping. During the mid-19th Century, the Thomson family invested in publishing, taking an interest in the Dundee Courier and buying it in 1886. At that stage there were two major publishing houses in Dundee, the other was run by Sir John Leng. In 1905, the Thomson and Leng firms merged under the leadership of William Thomson's son David Couper (D.C.) Thomson.

Throughout the course of the 20th Century, DC Thomson became one of the UK's leading publishers. The diversification of the business today highlights the entrepreneurial flair of the firm. The company currently has four directors, Andrew F Thomson, Christopher HW Thomson, David Thomson and Richard Hall, all of whom are descendants of the founder. Other members of the Thomson family continue to work within the business.



Findmypast is a world leader in online genealogy, with an unrivalled record of online innovation in the field of family history and 26 million registered users across its family of online brands. It hosts over 8 billion genealogical records across these brands, which includes household names like Findmypast and Genes Reunited. The company is headquartered in London, with offices in Dundee, Dublin, Salt Lake City and Bolder in the USA. The Findmypast brands include:



Together we deliver both a global and a local perspective on the family history market.