

**THE DISTRIBUTION
INDUSTRY IN
NEW YORK STATE**

INTRODUCTION

Summary

New York is a major national center of distribution related activity. Because of New York's location within the largest concentration of population and wealth in North America, it is a strategic location for the distribution of goods. As a result, the distribution cluster¹ employs more than 270,000 New Yorkers at more than 50,000 establishments.

New York's stature in this industry is not surprising. The state possesses a significant number of attributes that are critical to companies engaging in distribution activities. These include:

- A location that is within 500 miles of more than half the population of the United States, and more than 60 percent of Canada's population.
- More than 112,000 miles of roadway and 1,500 miles of interstate highway.
- More than 500 airports and landing facilities with direct flights to over 150 cities worldwide.
- Ready access to the Great Lakes, St. Lawrence Seaway and the world's oceans.
- More than 4,000 miles of railways.

Since 1994, New York has seen significant employment growth in the distribution cluster, with employment increasing by nearly 7,000 by 2001. Every region of the State saw distribution employment growth during the period, with the exception of New York City.

This paper reviews the distribution industry cluster in New York State, presenting information on major State attributes that are significant to the cluster, and detailed information about distribution cluster activities within leading regions of the State.

Significant findings in Distribution at the regional level include:

Regional Highlights

Capital Region (Albany-Schenectady-Troy)

- Distribution companies in the Capital Region employed 15227 at 2,119 establishments in 2001.
- Regional employment was greatest in wholesale durable goods and trucking and warehousing.
- Between 1994 and 2001, regional Distribution employment increased by 13.3 percent, or 1,783 workers.
- The region's location at the intersection of I-87, I-88 and I-90 makes it a strategic location for serving New England, Mid-Atlantic, Midwestern and Canadian markets.
- The region is served by a significant regional airport with passenger service by a number of major airlines, as well as air courier service by the major providers.

¹ ESD's Distribution Cluster includes industries and businesses that move goods between manufacture and retail: transportation entities plus businesses that engage in wholesale trade.

Central New York (Syracuse)

- Almost 2,000 Distribution establishments in Central New York employed 15,510 workers in 2001, an increase of 1,333 (9.4%) from 1994.
- Central New York had greater concentrations of employment (Location Quotients) than would be expected from national level data in trucking and warehousing and wholesale durable goods.
- The region's location at the intersection of I-81 and I-90 makes it a good location to serve markets in the Northeast, Midwest, South and Canada.
- A significant regional airport serves the region, with passenger service by a number of major airlines, as well as air courier service by the major providers.

Finger Lakes (Rochester)

- The Distribution industry cluster in the Finger Lakes region employed 15,813 at 2,508 establishments.
- Distribution employment in the region grew by 1,024, or 6.9 percent between 1994 and 2001.
- Industries within the cluster with the largest employment were wholesale durable goods and trucking and warehousing.
- The region is located at the intersection of I-90 and I-390, major arteries connecting Northeast, Midwestern and Southern markets.
- Greater Rochester International Airport serves the region, with passenger service by a number of major airlines, as well as air courier service by the major providers.

Long Island

- Within the Distribution Industry Cluster on Long Island, 10,065 establishments employed 51,296 workers in 2001.
- Distribution employment on Long Island increased by 4,730 (10.2%) between 1994 and 2001.
- Industries within the distribution cluster with the largest number of employees on Long Island were wholesale durable goods and trucking and warehousing.
- Distribution employment on Long Island showed greater than expected concentrations compared with national employment numbers in freight transportation equipment, water transport, and wholesale durable and non-durable goods.
- Long Island has strong Interstate and rail connections to locations throughout the nation.
- Several airports serve the region with passenger service by a number of major airlines, as well as air courier service by the major providers. In addition, Long Island is near the major New York City airports.

Mid-Hudson (Newburgh, Poughkeepsie)

- Businesses in the Distribution industry cluster employed 24,675 at 5,245 locations in the Mid-Hudson region in 2001.
- The Mid-Hudson region shows a greater than expected concentration of employment in wholesale non-durable goods than would be expected from national data.
- I-87 and I-84 link the region to locations in the Northeast, Canada, the Midwest and South.

- The region is served by Stewart Airport, with passenger service by a number of major airlines, as well as air courier service by the major providers.

Mohawk Valley (Utica, Rome)

- Mohawk Valley Distribution employment is more than 4,200 at 735 locations.
- Major projects by Wal-Mart and Target have highlighted the region's attractiveness as a regional Distribution location.
- The region's access to northeastern and midwestern markets is a result of its location on I-90. I-88 provides access to the south. In addition, it is between two major north-south routes – I-81 and I-87.
- Mohawk Valley Distribution employment is greatest in trucking and warehousing and wholesale durable goods.

New York City

- New York City's Distribution cluster employment is more than 111,000 at 23,358 locations.
- The region's concentration of highway, port, rail and airport facilities provides significant advantages to firms needing worldwide access.
- New York City's Distribution employment is largest in wholesale durable goods, wholesale non-durable goods, and trucking and warehousing.

North Country (Plattsburgh, Ogdensburg, Watertown)

- The North Country is a significant point of access to Canadian markets, and is served by two major north-south Interstate highways – I-81 and I-87.
- More than 4,000 workers are employed by 822 Distribution establishments in the region.
- North Country Distribution employment increased by more than 5 percent between 1994 and 2001.
- The region has greater than expected concentrations of Distribution employment in water transport, reflecting its location on the St. Lawrence Seaway, and freight transportation arrangement.

Southern Tier (Binghamton, Corning, Elmira)

- Distribution firms in the Southern Tier employed nearly 6,500 employees at 1,115 firms in 2001.
- The region is well served with east-west connections through I-86 and linkages to north-south markets along I-81. In addition, several regional airports provide scheduled passenger and air courier service.

Western New York (Buffalo, Niagara Falls)

- Western New York Distribution businesses employed about 25,000 at 3,190 locations in the region.

- Regional distribution activity is a result of the region's excellent connections to markets in Ontario and to the south, east and west, along I-90 and other limited access highways.
- Western New York also has two significant regional airports, and offers scheduled passenger and air courier service to many locations.
- Western New York Distribution employment increased by nearly 6 percent, or about 1,350 workers between 1994 and 2001.

Definition of the Cluster

The Distribution cluster consists of the following SIC codes:

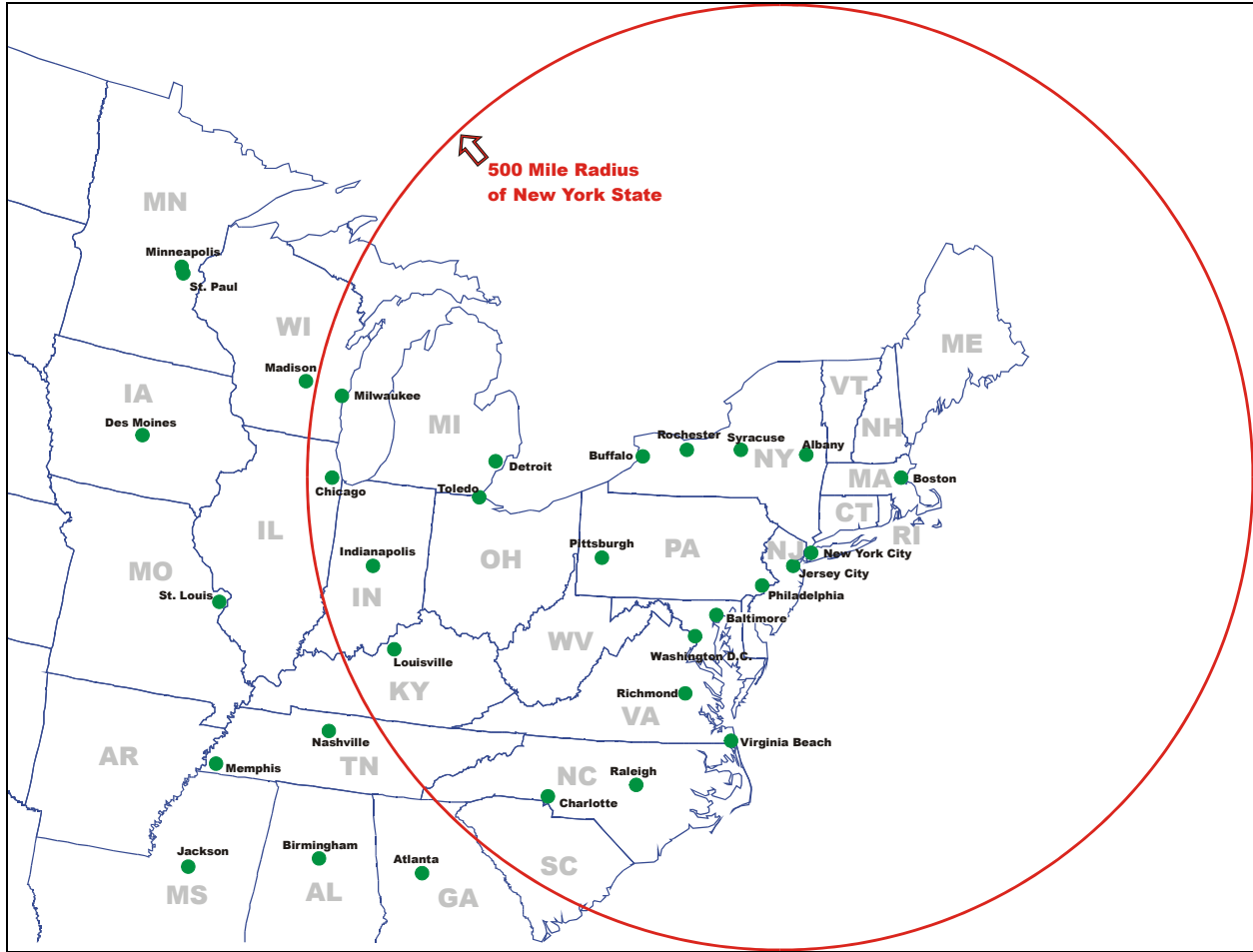
- SIC 42 (trucking and warehousing),
- SIC 44 (water transportation),
- SIC 4513 (air courier services),
- SIC 46 (pipelines, except natural gas),
- SIC 473 (Freight transportation arrangement),
- SIC 478 (miscellaneous transportation arrangement),
- SIC 50 (wholesale durable goods) – 50% of employment in this sector is included, and
- SIC 51 (wholesale non-durable goods) – 25% of employment in this sector is included

THE DISTRIBUTION INDUSTRY IN NEW YORK STATE

Many leading manufacturers and retailers have significant distribution activities within New York State. These include such well-known companies such as IBM, United Parcel Service, Wal-Mart, Pfizer, Carrier, Simon and Schuster, Corning, Inc., Fujifilm and Yellow Freight System. In fact, Dun and Bradstreet lists 59 firms employing 500 or more in distribution in New York State. New York has more than 35 regional distribution centers of more than 250,000 square feet with facilities as large as 2.3 million square feet. The map below shows the sites of some of these large facilities.



New York's Location – Access to Major Markets



Located in the heart of the largest concentration of population in North America, New York is within one day's highway travel of more than 55 percent of the nation's population, and more than 60 percent of the population of Canada. Many of the nation's major cities, including Milwaukee, Pittsburgh, Chicago, Louisville, Charlotte, Raleigh, Washington, D. C., Boston and Portland, Maine are within one day's drive of New York locations. In fact, New York's location has made it a preferred location for distribution activities serving the Northeast, Midwest, and Mid South.

New York has more than 2,300 miles of interstate and expressway miles – the third highest total in the nation. Perhaps more surprising is the fact that New York has more rural interstate mileage than 35 other states. As a result, New York's highway network provides easy access from each of the State's metropolitan centers to Canada and the Southeast, as well as New England and the Midwest. By rail, New York is served by the Norfolk Southern and CSX companies, along with a number of smaller regional carriers. Port facilities are located in New York City, as well as Albany, Ogdensburg, and Oswego.



Compared to the nation, New York's distribution employment is substantial. New York companies engaged in distribution employ over 273,000, about 5 percent of the national total. New York's distribution employment increased by almost 7,000 between 1994 and 2001.

ESD obtained data on employment at distribution companies from the New York Department of Labor's unemployment insurance database (ES202 series). The data shows that about 40 percent (107,000+) of New York's distribution employment is in wholesale

SIC	Industry	Establishments	Employees
42	Trucking & Warehousing	6,043	65,464
44	Water Transport	615	8,963
4513	Air Courier Services	399	28,844
46	Pipelines xcp Natural Gas	14	81
473	Freight Transportation Arrangement	1,588	15,357
478	Miscell Serv Incidental to Transport	101	834
50	Wholesale Trade Durable Goods	23,100	107,266
51	Wholesale Trade Non-Durable goods	19,259	46,763

durable goods. About 24 percent (65,000+) is in trucking and warehousing. About 18 percent (47,000) is in wholesale non-durable goods. Air courier service, with 29,000 employees and freight transportation arrangement (15,000) also have significant employment within the state.

New York distribution industry cluster employment grew fastest in two industries between 1994 and 2001. Employment at wholesale durable goods businesses increased by 6,866. Companies that deliver and warehouse goods by truck or by air had an employment increase of 6,498. Increases in distribution employment in New York State were widespread, with every region increasing except New York City. Regions showing the fastest growth in distribution employment were: Long Island (4,730 jobs – 10.2%), the Capital Region (Albany, Schenectady, Troy) (1,783 jobs – 13.3%), the Finger Lakes (Rochester) (4,730 jobs – 6.9%), and Central New York (Syracuse) (1,333 jobs – 9.4%).

Distribution Cluster				
Employment				
	1994	2001	Change	Percent
REGION				
Capital Region	13,444	15,227	1,783	13.3%
Central NY	14,178	15,510	1,333	9.4%
Finger Lakes	14,789	15,813	1,024	6.9%
Long Island	46,566	51,296	4,730	10.2%
Mid-Hudson	24,465	24,675	210	0.9%
Mohawk Valley	4,021	4,230	209	5.2%
New York City	115,153	111,153	-4,000	-3.5%
North Country	4,268	4,491	222	5.2%
Southern Tier	6,477	6,493	16	0.2%
Western NY	23,346	24,685	1,339	5.7%
Totals	266,707	273,572	6,866	

REGIONAL PROFILES

Capital Region

The Capital Region is located at the intersection of three major Interstate highways – I-87, which runs from New York City to Montreal, I-90 which connects the region with points to the east and west, and I-88 which provides access to the Southern Tier and markets in the southeastern part of the United States. Air cargo service from the region is available from Albany International Airport, which handled more than 20 million tons in 2002. The region also has a port facility at Albany, which serves businesses such as Nestle, Mohawk Paper, Agway and General Electric. The Port handles materials valued at more than \$325 million annually.

The Capital Region has a number of significant distribution businesses, employing more than 15,000 people at 2,119 establishments. Along with the Mohawk Valley, the region has benefited from the boom of major retailer distribution centers, a trend that first surfaced in the Mid-Hudson region. Among the major retail companies with distribution centers in the region are Ace Hardware and Target.

Capital Region

SIC		Establishments	Employment
42	Trucking & Warehousing	404	4,976
44	Water Transport	42	339
4513	Air Courier Services	16	1,427
46	Pipelines xcp Natural Gas	0	0
473	Arrange Transport Freight & Cargo	27	199
478	Miscell Serv Incidental to Transport	9	123
50	Wholesale Trade Durable Goods	1,099	6,069
51	Wholesale Trade Non-Durable Goods	526	2,094
	Totals	2,119	15,227

Industries within the cluster with the largest employment in 2001 were trucking, air courier services and warehousing, with 6,403 employees, wholesale durable goods, with 6,069 employees, and wholesale non-durable goods, with 2,092 employees. Within the region, Distribution cluster employment increased over 13 percent (1,783 jobs) from 1994 to 2001, a rate of increase almost twice that of all industries. Industries within the cluster showing the greatest growth in the Capital region were trucking, air courier services and warehousing (up 877 employees) and wholesale durable goods (up 679 employees).

Significant Distribution Employers

National discount retailer **Target Stores** operates a multi-state distribution center in Wilton, Saratoga County.

Ace Hardware, a national dealer owned cooperative, operates a regional distribution center in Saratoga County.

DeCrescente Distributing Co., a wholesale beverage distributor is located in Mechanicville.

New York Auto Auction Services of Clifton Park is a large wholesaler of automobiles by auction.

Hannaford Brothers, a food retailer and wholesaler operates a 489,000 square foot distribution center in Schodack.

Food retailer **Golub Corporation** (Price Chopper) operates a distribution center at its Schenectady headquarters.

Convenience store operator **Stewart's Shops** has a distribution center in Saratoga Springs.

Technology companies **Fujitsu** and **Pitney-Bowes** each do distribution from Albany.

UPS operates a major facility in Latham.

Central New York Region

The Central New York region is a traditional trucking center, located at the location of two major Interstates: Interstate 81, with uncongested access to the Southern US and Canada, and Interstate 90 (NYS Thruway), with easy access to New England and the Midwest. Syracuse Hancock International is a significant air cargo location, with a 100,000 sq. ft. cargo building on site. The Port of Oswego serves Niagara Mohawk, Independent Cement, and LaFarge, among other businesses. Over \$100 million in goods and materials pass through the port annually.

The Central New York Region has about 15,500 people employed in the Distribution cluster at almost 2,000 establishments. Distribution cluster employment increased about 9.4 percent (1,300+ jobs) from 1994 to 2001. This rate of increase compares favorably with the 3.5 percent increase for all industries in the region.

Central New York

SIC		Establishments	Employment
42	Trucking & Warehousing	348	5,268
44	Water Transport	26	121
4513	Air Courier Services	14	1,795
46	Pipelines xcp Natural Gas	2	21
473	Arrange Transport Freight & Cargo	30	322
478	Miscell Serv Incidental to Transport	4	29
50	Wholesale Trade Durable Goods	1,112	6,126
51	Wholesale Trade Non-Durable Goods	426	1,740
	Totals	1,962	15,510

Employment is concentrated in Wholesale Durables (6,126 jobs) and Trucking and Warehousing (5,268 jobs), and Air Courier Services with 1,795 employees. Fastest-growing industries included Miscellaneous Transport Services and Wholesale Durables.

Significant Distribution Employers

The Penn Traffic Company serves more than 350 supermarkets from a centralized distribution center in Syracuse. Penn Traffic operates under trading names such as P&C Foods, Bi-Lo Foods, Big Bear and Quality Markets.

United Parcel Service operates a large regional distribution center at its East Syracuse location.

Cablexpress Corporation is a wholesaler of computer networking products and data communication and computer cables and accessories.

Several local and regional trucking companies operate in the Syracuse area, including **Stott and Davis Motor Express, JB Hunt Transport, and Gypsum Express Ltd..**

Northern CATV Sales Inc. is a distributor of cable television products in Syracuse.

Carrier Corporation operates a distribution center for its climate control equipment from its Syracuse location.

Sysco Foods has a distribution facility in Warners.

NAPA distributes auto parts from a Syracuse location.

Finger Lakes Region

Interstate 90 connects the Finger Lakes region with Buffalo and Ontario to the west, and central and eastern New York to the east. Interstate 390 connects the region with the Southern Tier. Greater Rochester International is a significant air cargo location.

Distribution cluster businesses in The Finger Lakes Region employ almost 15,813 people at 2,508 establishments. Distribution cluster employment increased by 6.9 percent (1,024 jobs) from 1994 to 2001. This rate of increase was considerably higher than the 4% increase for all industries in the region.

Finger Lakes Region

SIC		Establishments	Employment
42	Trucking & Warehousing	413	4,708
44	Water Transport	26	109
4513	Air Courier Services	16	1,011
46	Pipelines xcp Natural Gas	2	11
473	Arrange Transport Freight & Cargo	22	316
478	Miscell Serv Incidental to Transport	12	86
50	Wholesale Trade Durable Goods	1,453	7,715
51	Wholesale Trade Non-Durable Goods	564	1,859
	Totals	2,508	15,813

Employment is concentrated in Wholesale Durables (7,715 jobs), Trucking and Warehousing (4,708 jobs), and Wholesale Non-Durables (1,859 jobs). Wholesale Durable Trade is the fastest-growing industry, gaining over 600 jobs from 1994 to 2001.

Significant Distribution Employers

Wegmans Food Markets Inc. from its distribution center in Rochester, NY supplies 65 super stores in New York, Pennsylvania and Virginia.

Emery Worldwide Airlines Inc. an air cargo operator has a distribution facility in Rochester.

Major industrial employers **Xerox Corporation** and **Eastman Kodak Corporation** operate distribution facilities in Rochester.

UPS operates a large-scale facility in Henrietta.

Food processor **Empire Beef** distributes from Rochester.

Retailer **Staples** has a wholesale supply operation in Rochester.

Other companies with a distribution presence in the region include **Transit Group** (Farmington), **Federal Express** (Rochester), and **Wright-Wisner** (Rochester).

Long Island

Given its proximity to New York City, its large population, and its diverse economy, Long Island has a large share of the state's Distribution cluster employment. About 19 percent – over 50,000 jobs - of all New York Distribution cluster jobs are on Long Island, at over 10,000 establishments.

Interstate 495 – the Long Island Expressway – is the central artery for the region. Airports in the region include East Hampton, Long Island MacArthur, and Republic.

Long Island Distribution cluster employment increased over 10 percent (4,700+ jobs) from 1994 to 2001. Overall, Long Island employment increased by 12.6% during the period.

Long Island

		Establishments	Employment
42	Trucking & Warehousing	1,175	9,753
44	Water Transport	219	2,618
4513	Air Courier Services	48	4,521
46	Pipelines xcp Natural Gas	0	0
473	Arrange Transport Freight & Cargo	322	2,852
478	Miscell Serv Incidental to Transport	19	73
50	Wholesale Trade Durable Goods	4,956	24,181
51	Wholesale Trade Non-Durable Goods	3,326	7,298
	Totals	10,065	51,296

Wholesale Durables has over 24,000 workers, followed by Trucking and Warehousing (9,753) and Wholesale Non-Durables (7,298). Distribution industries showing substantial employment gains from 1994 to 2001 include Arrangement of Freight Transportation (increase of 527 jobs), Wholesale Durable Goods (1,169 job increase), and Wholesale Nondurable Goods (660 job increase).

Significant Distribution Employers

Arrow Electronics is a wholesaler of electronic parts and equipment in Melville.

Del Laboratories is a wholesaler of drugs and sundries in Farmingdale.

Henry Schein Inc. in Melville. is a wholesaler of dental, medical & veterinary supplies and equipment and practice management software.

Retailer **M Fortunoff** operates a warehouse in Westbury.

Sanofi Winthrop Pharmaceuticals is a wholesaler of drugs and sundries in Massapequa.

United Parcel Service has a distribution facility in Uniondale. **Federal Express** has a large facility in Melville.

Olympus America does distribution from Melville, while **Canon Business Solutions** is in Lake Success.

Other companies with a Long Island distribution presence include **Creative Bath Products** (Central Islip), **Magazine Distributors Inc.** (Hicksville), and **Airborne Freight** (Inwood).

Mid-Hudson Region

Mid-Hudson is the region where multi-state retail distribution centers first came to New York. It is the home of distribution centers for several major retailers. For example, **Staples** recently completed a \$40 million distribution center in Montgomery. **Home Depot, Kohl's, and The Gap** are also major distribution players in the region.

The region's proximity to the metropolitan area and highway access have traditionally been major appeals to the distribution industry. Interstate 84 connects the region with New England to the east and Pennsylvania to the west. The proposed Interstate 86 (Route 17) connects the region with the Southern Tier. Interstate 87 connects the region with New York City and the Capital Region. Interstate 95 connects the region to Connecticut and New Jersey. Stewart International Airport is a significant air cargo player. Other airports include Dutchess County and Westchester County.

Mid-Hudson Region

		Establishments	Employment
42	Trucking & Warehousing	674	6,179
44	Water Transport	50	302
4513	Air Courier Services	36	2,296
46	Pipelines xcp Natural Gas	1	0
473	Arrange Transport Freight & Cargo	57	345
478	Miscell Serv Incidental to Transport	6	97
50	Wholesale Trade Durable Goods	2,516	10,735
51	Wholesale Trade Non-Durable Goods	1,905	4,721
	Totals	5,245	24,675

Mid-Hudson employs over 24,000 people in the Distribution cluster at 5,245 establishments – the third largest number of establishments and employment, trailing only New York City and Long Island. Employment is concentrated in Wholesale Durables (10,735), Trucking and Warehousing (6,179), and Wholesale Non-Durables (4,721). Growing Distribution component industries included trucking and Wholesale Durables (365 new jobs) and Wholesale Non-Durables (370 new jobs).

Significant Distribution Employers

The Gap Inc., recently completed one of the largest distribution centers in the world in Fishkill. Construction of the new \$60 million, 700,000 square foot facility began in spring 2000, bringing the Gap's total investment at the site to \$210 million. *Site Selection* magazine chose the phase I Gap project as one of the "Top 10 Deals" of 1998 nationwide.

Cox Enterprises Inc. is an auto auction wholesaler in Newburgh.

Fujifilm America, Inc. has a wholesale imaging and information products facility in Elmsford.

Wakefern Food Corporation (Shop Rite) operates a grocery distribution center in Middletown.

Yellow Freight System Inc. operates a freight terminal in Maybrook.

UPS and **Federal Express** both have major facilities in Elmsford.

Other companies with a Mid-Hudson distribution presence include **Procter & Gamble** (White Plains), **Snapple Beverage** (White Plains), and **Paramount Brands** (Port Chester).

Mohawk Valley Region

The Mohawk Valley is home to over 4,200 Distribution cluster employees at 735 establishments. Interstate 90 connects the region with the Capital Region to the east and Central and Western New York to the west. Oneida County Airport serves the region.

The region is the future home of the 1.8 million square foot **Target** distribution center under construction near Amsterdam. The center will ultimately employ 950 and is a \$120 million investment.

Mohawk Valley Distribution cluster employment grew 5 percent (about 200 jobs) from 1994 to 2001. Air Courier Services and Durable Wholesale Tradegained jobs in this time period. Most total employment is in Wholesale Durables and Trucking and Warehousing.

Mohawk Valley

		Establishments	Employment
42	Trucking & Warehousing	166	1,492
44	Water Transport	13	48
4513	Air Courier Services	5	296
46	Pipelines xcp Natural Gas	1	1
473	Arrange Transport Freight & Cargo	5	76
478	Miscell Serv Incidental to Transport	0	0
50	Wholesale Trade Durable Goods	336	1,567
51	Wholesale Trade Non-Durable Goods	209	754
	Totals	735	4,230

Significant Distribution Employers

Wal-Mart Stores Inc. operates distribution centers in Sharon Springs (dry goods), Marcy (general), and Johnstown (groceries). It also operates a returns center through its subsidiary, Power Logistics.

Drug retailer **Rite Aid** does distribution from a Rome location.

Oneida Limited has a distribution presence in Sherrill.

Casa Imports distributes from Utica.

UPS operates a facility in New Hartford.

Fiber Instrument Sales is in Oriskany, while **Hummels Office Equipment** is in Mohawk.

Other Mohawk Valley companies with a distribution presence include **Finkle Distributors** (Johnstown), **IKON Office Solutions** (Utica), and **Mohawk Hospital Equipment** (Utica).

New York City

As a world commercial center, New York City supports numerous Distribution industries. Many of these industries, such as Apparel, make use of small warehouses and specialized transportation services.

The region has an extensive transportation infrastructure. Interstate 87 links the region to upstate. Interstate 95 connects the region to Connecticut and New Jersey. Interstate 495 connects the region to Long Island. JFK International is a major air cargo center, serving many national and international destinations. In 1998 JFK handled over 5 billion pounds of cargo. In addition, Newark International handled over 4 billion pounds in 1998. LaGuardia Airport also serves New York City. In 1999 the Port of New York-New Jersey handled almost 18 million tons of general cargo including 2.8 million TEUs (20-foot equivalent units).

Total NYC Distribution cluster employment is more than 110,000 employees, about 41 percent of all distribution employment statewide. Establishments total some 23,358. Large components are Wholesale Durables (37,769 jobs), Wholesale Non-Durables (24,319 jobs), and Trucking and Warehousing (20,969 jobs).

Distribution employment in the City decreased by about 4,000 jobs from 1994 to 2001. Employment at trucking and warehousing companies and air courier services increased by about 1,700.

New York City

		Establishments	Employment
42	Trucking & Warehousing	1,778	20,969
44	Water Transport	141	4,507
4513	Air Courier Services	217	14,624
46	Pipelines xcp Natural Gas	3	21
473	Arrange Transport Freight & Cargo	970	8,680
478	Miscell Serv Incidental to Transport	36	264
50	Wholesale Trade Durable Goods	9,062	37,769
51	Wholesale Trade Non-Durable Goods	11,151	24,319
	Totals	23,358	111,153

Significant Distribution Employers

Charmer Industries Inc. in Astoria is a wholesaler of wine and distilled beverages.

United Parcel Service has large distribution centers in Queens and Brooklyn .

Condal Distributors Inc. is a grocery products wholesaler in the Bronx.

E W Holding Corp. specializes in water transportation of freight on Staten Island.

Kinray Company Inc. is a distributor of pharmaceutical & health care products in Whitestone.

M Z Berger & Company Inc. is a wholesaler of imported watches in Long Island City.

Rainbow Apparel Distribution Center is a distributor of women's ready-to-wear clothing & accessories in Brooklyn.

Fashion-oriented businesses **Calvin Klein**, **Tommy Hilfiger Sportswear**, and **L'Oreal** each have a New York City distribution presence.

North Country Region

With Western New York, the North Country is a gateway region to Canadian trade. Interstate 81 connects the region to Ontario to the north and Central New York to the south, while Interstate 87 links to Quebec to the north and the Capital Region to the south. There are several small airports in the region, including Clinton County, Massena International, Ogdensburg International, Saranac Lake, and Watertown International. The Port of Ogdensburg serves companies such as Corning, Hoosier Magnetics, and Zinc Corporation of America. The port handles over \$29 million in goods and materials each year.

The Region hosts about 4,500 Distribution cluster jobs at 822 establishments. Employment increased about 5.2 percent (222 jobs) from 1994 to 2001. Most of the jobs are in Trucking and Warehousing (1,561) or Wholesale Durables (1,015).

North Country

		Establishments	Employment
42	Trucking & Warehousing	249	1,561
44	Water Transport	52	336
4513	Air Courier Services	13	333
46	Pipelines xcp Natural Gas	1	0
473	Arrange Transport Freight & Cargo	40	699
478	Miscell Serv Incidental to Transport	1	2
50	Wholesale Trade Durable Goods	278	1,015
51	Wholesale Trade Non-Durable Goods	188	544
	Totals	822	4,491

Arrangement of Freight Transportation (SIC 473) added 261 jobs from 1994 to 2001.

Significant Distribution Employers

UPS operates facilities in Plattsburgh and Champlain. **Federal Express** is in Watertown.

Agway does distribution from Plattsburgh.

McCadam Chesse Company has a distribution center in Heuvelton.

Walsh Trucking Service operates out of Massena.

Diamond Comic Distributors is located in Plattsburgh.

Other North Country employers in the Distribution cluster include **Battat Inc.** (Plattsburgh), **Morey Enterprises** (Brushton), **Schonbek Worldwide** (Plattsburgh), and **Lowville Farmers** (Lowville).

Southern Tier Region

The Southern Tier has over 6,450 Distribution cluster jobs at 1,115 establishments. Interstate 81 connects the region to Pennsylvania to the south and Central New York to the north. Interstate 88 connects the region to the Capital Region. Interstate 390 connects the region to the Finger Lakes region. The proposed Interstate 86 will convert Route 17 into a recognized high-quality corridor for the entire region. Airports in the region include Binghamton Regional, Elmira/Corning Regional, and Tompkins County

Southern Tier

		Establishments	Employment
42	Trucking & Warehousing	248	2,209
44	Water Transport	6	27
4513	Air Courier Services	13	540
46	Pipelines xcp Natural Gas	2	23
473	Arrange Transport Freight & Cargo	7	33
478	Miscell Serv Incidental to Transport	3	69
50	Wholesale Trade Durable Goods	571	2,570
51	Wholesale Trade Non-Durable Goods	265	1,023
	Totals	1,115	6,493

Most Distribution jobs are in either Wholesale Durables (2,570) or Trucking and Warehousing (2,209).

Significant Distribution Employers

International Paper Company operates a facility in Binghamton, from where they wholesale photographic products.

Raymond Corporation in Greene, Chenango County, is a freight transportation arranger.

Maines Paper & Food Service operates in Johnson City.

Sysco Foods does distribution from Horseheads.

Agway Corporation is in Cooperstown.

State Line Auto Auction is located in Waverly.

Federal Express has a facility in Binghamton.

Other Southern Tier companies with a distribution presence include **Willow Run Foods** (Kirkwood), **Trinity Equipment** (Springville), and **I.D. Booth** (Elmira).

Western New York Region

Western New York is a traditional leader in Distribution industries, given its location on the Canadian border, its proximity to metropolitan Toronto, and its Great Lakes/St. Lawrence Seaway port facilities. The proposed Interstate 86 will convert Route 17 into a major corridor for the southern part of the region. Interstate 90 links the region to Ontario, Western Pennsylvania and Ohio to the west, and the rest of the state to the east. Buffalo Niagara International has a major air-cargo facility. There is also an airport in Jamestown. Gateway Metroport serves customers such as Ford Motor Company, American Brass, and NYS Electric & Gas, and handles about \$18 million a year.

The Western New York region employs over 24,500 people in the Distribution cluster, making it the fourth largest region for Distribution employment, at some 3,190 establishments. Largest components are Wholesale Durables (9,431 jobs) and Trucking and Warehousing (8,351 jobs).

		Establishments	Employment
42	Trucking & Warehousing	588	8,351
44	Water Transport	40	559
4513	Air Courier Services	21	2,001
46	Pipelines xcp Natural Gas	2	4
473	Arrange Transport Freight & Cargo	108	1,836
478	Miscell Serv Incidental to Transport	11	92
50	Wholesale Trade Durable Goods	1,721	9,431
51	Wholesale Trade Non-Durable Goods	699	2,411
	Totals	3,190	24,685

Distribution cluster employment increased 5.7 percent (1,339 jobs) from 1994 to 2001, a rate of increase over twice that of all industries in the region. During this time period Trucking, Warehousing and Air Courier Services added 853 jobs and Freight Transportation Arrangement added 534 jobs.

Significant Distribution Employers

United Parcel Service and **Federal Express** both have large distribution facilities in Buffalo.

American Sales Company, Inc. in Lancaster is a wholesaler of health and beauty care items, general merchandise, and prescription drugs.

Greater Buffalo Auto Auction operates in Akron.

Ingram Micro operates in Williamsville.

US Foodservice is in West Seneca, while competitor **Sysco** is in Falconer.

Consolidated Freightways and **Yellow Freight System** are both located in Tonawanda.

Middle Atlantic Warehouse is in Tonawanda, while **American Steamship Corporation** is in Williamsville.

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