

Table A— The Collins Classification Of Manufacturers

TYPE-1	TYPE-2	TYPE-3	TYPE-4
MICRO	FAMILY	PROFESSIONAL.	GIANT
	OWNED	MANAGED	PUBLIC
Employees	Employees	Employees	Employees
1-19	20-99	100-499	500 plus
FEW	GROWING	COLLATERAL	HUGE
ASSESTS	ASSETS		ASSETS
CASHFLOW	CASHFLOW	CASHFLOW	CASHFLOW
AWFUL	ERRATIC	POSITIVE	ENORMOUS
ANY	SALES	PROFIT	BOTTOM
SALES	FOCUS	FOCUS	LINE
NO	VERBAL	BUDGETS	STRATEGIC
PLAN	PLAN	FORECASTS	PLAN
SOLE	FAMILY	PRIVATE	PUBLIC
PROP.	CORP	CORP	CORP
BEGIN	MANUAL	SOPHIST.	SOPHIST
SYSTEMS	SYSTEMS	SYSTEMS	SYSTEMS
POOR	INADEQUATE	DETAILED	DETAILED
COSTING	COSTING	COSTING	COSTING
SOME	FEW -MVC	MANY NICHE	MARKETS
CUSTOMERS	CUSTOMERS	MARKETS	INDUSTRIES
INTERNAL	INSIDE SALES	DIRECTSALES FORCE	MANY
SALES	SOME CHANNELS	SALES CHANNELS	CHANNELS

These employee numbers are also confirmed by the U.S. Small Business Administration. Their titles are MicroEnterprise, Small Enterprise, and Medium Enterprise.