### advertisi

#### GEOGRAPHIC ANALYSIS

Construction Equipment's direct marketing list reaches more than 77,000 individuals in the construction industry, including the field's greatest number of audited buying influences of equipment, trucks, and related products.

- Construction Equipment targets nearly 56,000 end user businesses including firms involved in:
  - Highway & Heavy Construction
  - Mining
  - General Building Construction
  - Utilities
  - Material Production
- These decision-makers have the authority to buy/specify your products, including:
  - Trucking & Hauling Equipment
  - Lifting Equipment
  - Earthmoving & Paving Equipment
  - Maintenance & Safety Equipment

Construction Equipment's controlled circulation list offers one of the most effective ways to distribute your product literature, deliver customers, generate sales leads, and more!



Size of List: **77,003** 

Base Price: \$125/M



## Selections (Additional Cost/M)

Geographic Analysis: State/Province/SCF \$10/M 5-digit ZIP Code \$10/M **Acquisition Source** \$10/M Annual Sales Volume \$10/M **Business Type** \$15/M **Buying Authority** \$25/M Canadian Names \$10/M **CE Giants** \$950 F **Employee Size** \$10/M **Equipment Application** \$15/M **Equipment Aquired** \$10/M Equipment Replacement Value \$15/M Internet Usage \$20/M One Per Location \$10/M Recency \$10/M SIC Code \$15/M Telephone Numbers \$60/M Title \$15/M

### **Multi-Channel Pricing**

Mailing/E-Mail:\$490/M Mailing/Telemarketing:\$215/M Mailing/E-Mail/Telemarketing:\$590/M

Size of E-List: **15,163** 

E-List Base Price: \$425/M

### **SEE ALSO:**

DecisionMaker® Building/Construction Marketplace Database Logistics Management

Modern Materials Handling

National Driller

**Plant Engineering** 

Professional Builder

**Professional Remodeler** 

**Reed Construction Data - Contractors** 

Reed Construction Data - Regional Publication Group

Minimum Order: 5,000 Names

1 year unlimited usage available

Prices subject to change without notice

Call for any additional costs, conditions and terms.



ME	State	ZIP Code		Individuals
VT         050-059         253           MA         010-027         1,987           RI         028-029         275           CT         060-069         1,279           New England         6.5%         4,977           NY         100-149         4,389           NJ         070-089         2,085           PA         150-196         4,228           Middle Atlantic         13.9%         10,702           OH         430-458         1,815           IL         600-629         3,623           MI         480-479         1,815           IL         600-629         3,623           MI         480-499         2,975           WI         530-549         2,342           East North Central         19.0%         14,619           MN         550-567         1,558           MO         630-658         1,822           ND         500-588         480           SD         570-577         472           NE         680-693         871           KS         660-679         1,075           West North Central         11.0%         8,449      <		039-049		
MA				
RI				
New England         6.5%         4,977           NY         100-149         4,389           NJ         070-089         2,085           PA         150-196         4,228           Middle Atlantic         13.9%         10,702           OH         430-458         3,864           IN         460-479         1,815           IL         600-629         3,623           MI         480-499         2,975           WI         530-549         2,342           East North Central         19.0%         14,619           MN         550-567         2,153           IA         500-528         1,576           MO         630-658         1,822           ND         580-588         480           SD         570-577         472           NE         660-679         1,075           West North Central         11.0%         8,449           DE         197-199         1362           DC         200-205         68           VA         220-246         1,809           WY         247-268         524           NC         270-289         2,355      <				
NY		060-069		
NJ			6.5%	
PA				
Middle Atlantic         13.9%         10,702           OH         430-458         3,864           IN         460-479         1,815           IL         600-629         3,623           MI         480-499         2,975           WI         530-549         2,342           East North Central         19.0%         14,619           MN         550-567         2,153           IA         500-528         1,576           MO         630-658         1,822           ND         580-588         480           SD         570-577         472           NE         680-693         871           KS         660-679         1,075           MS         560-679         1,075           MS         540-693         871           KS         660-679         1,075           MS         540-693         871           KS         660-679         1,075           MS         3,045         1,075           MS         3,049         2,335           KC         200-205         68           VA         220-246         1,809           WV				
N			13.9%	
IL 600-629   3,623   MI 480-499   2,975   WI 530-549   2,342   2,342   2,153   IA 500-528   1,576   MO 630-658   1,822   ND 580-588   480   SD 570-577   472   NE 680-693   871   KS 660-679   1,075   West North Central   11.0%   8,449   DE 197-199   1,362   DC 200-205   68   0,809   0,000   0				3,864
MII				,
WI         530-549         2,342           East North Central         19.0%         14,619           MN         550-567         2,153           IA         500-528         1,576           MO         630-658         1,822           ND         580-588         480           SD         570-577         472           NE         680-693         871           KS         660-679         1,075           West North Central         11.0%         3,449           DE         197-199         213           MD         206-219         1,362           DC         200-205         68           VA         220-246         1,809           WV         247-268         524           NC         270-289         2,335           SC         290-299         1,011           GA         300-319         1,686           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         3836				
MN   550-567   2,153     IA   500-528   1,576     MO   630-658   1,822     ND   580-588   480     SD   570-577   472     NE   680-693   8,71     KS   660-679   1,075     West North Central   11.0%   8,449     DE   197-199   1,362     DC   200-205   68     VA   220-246   1,809     WV   247-268   524     NC   270-289   2,335     SC   290-299   1,011     GA   300-319   1,686     FL   320-349   3,098     South Atlantic   15.7%   12,106     KY   400-427   1,124     TN   370-385   1,228     AL   350-369   928     MS   386-397   556     East South Central   5.0%   3,836     AR   716-729   662     LA   700-714   836     OK   730-749   TX   750-799   3,353     West South Central   7.4%   5,732     MT   590-599   10     ID   832-838   568     WY   820-831   330     CO   800-816   1,491     NM   870-884   488     AZ   850-865   987     UT   840-847   NV   889-898   74,551     U.S   Territories   0.2%   130     Pacific   11.0%   8,446     United States   96.8%   74,551     U.S   Territories   0.2%   130     Other International   0.1%   555     APO/FPO   0.0%   3     Unknown				
IA	East North Ce	ntral	19.0%	14,619
MO				,
ND   580-588   480   SD   570-577   472   NE   680-693   871   KS   660-679   1,075   West North Central   11.0%   8,449   DE   197-199   1,362   DC   200-205   68   68   VA   220-246   1,809   WV   247-268   524   NC   270-289   2,335   SC   290-299   1,011   GA   300-319   1,686   FL   320-349   3098   South Atlantic   15.7%   12,106   KY   400-427   1,124   TN   370-385   1,228   AL   350-369   928   MS   386-397   556   East South Central   5.0%   3,836   AR   716-729   LA   700-714   836   OK   730-749   7.4%   5,732   MT   590-599   ID   832-838   VY   820-831   C0   800-816   1,491   NM   870-884   AZ   850-865   987   UT   840-847   NV   889-898   MOMENTAL STORM   870-968   403   WAA   980-994   007   477   007   007   1,009   CA   900-961   HI   967-968   Pacific   11.0%   8,446   United States   96.8%   74,551   U.S. Territories   0.2%   130   Unknown   — — — — — — — — — — — — — — — — — —				
SD   570-577   NE   680-693   871				
KS         660-679         1,075           West North Central         11.0%         8,449           DE         197-199         213           MD         206-219         1,362           DC         200-205         68           VA         220-246         1,809           WV         247-268         524           NC         270-289         2,335           SC         290-299         1,011           GA         300-319         1,686           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         73           TX         750-799         595           ID         832-838         568           WY         820-831         330           CO				
West North Central         11.0%         8,449           DE         197-199         213           MD         206-219         1,362           DC         200-205         68           VA         220-246         1,809           WV         247-268         524           NC         270-289         2,335           SC         290-299         1,011           GA         300-319         1,686           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         81           TX         750-799         595           ID         832-838         568           WY         820-831         30           CO         800-816         1,491           NM				
DE			11.00/	
MD   206-219   1,362			11.0%	
DC         200-205         68           VA         220-246         1,809           WV         247-268         524           NC         270-289         2,335           SC         290-299         1,011           GA         300-319         1,686           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ				
VA         220-246         1,809           WV         247-268         524           NC         270-289         2,335           SC         290-299         1,011           GA         300-319         1,686           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT				
NC   270-289   2,335     SC   290-299   1,011     GA   300-319   1,686     FL   320-349   3,098     South Atlantic   15.7%   12,106     KY   400-427   1,124     TN   370-385   1,228     AL   350-369   928     MS   386-397   556     East South Central   5.0%   3,836     AR   716-729   662     LA   700-714   836     OK   730-749   73.973     TX   750-799   7.4%   5,732     MT   590-599   1D   832-838   568     WY   820-831   330     CO   800-816   1,491     NIM   870-884   488     AZ   850-865   987     UT   840-847   NV   889-898     Mountain   7.4%   5,684     AK   995-999   403     WA   980-994   1,477     OR   970-979   1,009     CA   900-961   1,497     OR   970-979   1,009     CA   900-961   1,477     OR   970-979   1,009     CA   900-961   1,277     Or   970-979   1,009     CA   900-961   1,277     Or   970-979   1,009     CA   900-961   1,277     Or   970-979   1,009     Or   100-970   1,009     Or	VA			
SC         290-299         1,011           GA         300-319         1,686           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         81           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK				
GA         300-319 FL         1,686 FL           FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA				
FL         320-349         3,098           South Atlantic         15.7%         12,106           KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR				
KY         400-427         1,124           TN         370-385         1,228           AL         350-369         928           MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI <td< td=""><td></td><td></td><td></td><td>3,098</td></td<>				3,098
TN 370-385			15.7%	12,106
AL 350-369 MS 386-397 556  East South Central 5.0% 3,836  AR 716-729 662 LA 700-714 836 OK 730-749 881 TX 750-799 3,353  West South Central 7.4% 5,732  MT 590-599 595 ID 832-838 568 WY 820-831 330 CO 800-816 1,491 NM 870-884 488 AZ 850-865 987 UT 840-847 NV 889-898 572  Mountain 7.4% 5,684  AK 995-999 403 WA 980-994 1,477 OR 970-979 1,009 CA 900-961 HI 967-968 330  Pacific 11.0% 8,446  United States 96.8% 74,551 U.S. Territories 0.2% 130 Canada 2.9% 2,254 Mexico 0.0% 11 Other International 0.1% 55 APO/FPO 0.0% 3 Unknown ———				
MS         386-397         556           East South Central         5.0%         3,836           AR         716-729         662           LA         700-714         836           OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NIM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S.				
AR 716-729 LA 700-714 836 OK 730-749 881 TX 750-799 3,353 West South Central 7.4% 5,732  MT 590-599 ID 832-838 568 WY 820-831 330 CO 800-816 1,491 NM 870-884 488 AZ 850-865 987 UT 840-847 653 NV 889-898 772 Mountain 7.4% 5,684  AK 995-999 403 WA 980-994 1,477 OR 970-979 1,009 CA 900-961 5,227 HI 967-968 330 Pacific 11.0% 8,446 United States 96.8% 74,551 U.S. Territories 0.2% 130 Canada 2.9% 2,254 Mexico 0.0% 11 Other International 0.1% 55 APO/FPO 0.0% 3 Unknown ——				
LA   700-714   836	East South Cer	ntral	5.0%	3,836
OK         730-749         881           TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55				662
TX         750-799         3,353           West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3				
West South Central         7.4%         5,732           MT         590-599         595           ID         832-838         568           WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —				
ID			7.4%	
WY         820-831         330           CO         800-816         1,491           NM         870-884         488           AZ         850-865         987           UT         840-847         653           NV         889-898         572           Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —	MT	590-599		595
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NM				
AZ 850-865 987 UT 840-847 653 NV 889-898 572  Mountain 7.4% 5,684  AK 995-999 403 WA 980-994 1,477 OR 970-979 1,009 CA 900-961 5,227 HI 967-968 330  Pacific 11.0% 8,446  United States 96.8% 74,551 U.S. Territories 0.2% 130 Canada 2.9% 2,254 Mexico 0.0% 11 Other International 0.1% 55 APO/FPO 0.0% 3 Unknown —				
NV         889-898         7.4%         5.684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —	AZ			
Mountain         7.4%         5,684           AK         995-999         403           WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —				
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WA         980-994         1,477           OR         970-979         1,009           CA         900-961         5,227           HI         967-968         330           Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —		005_000	7.170	
OR       970-979       1,009         CA       900-961       5,227         HI       967-968       330         Pacific       11.0%       8,446         United States       96.8%       74,551         U.S. Territories       0.2%       130         Canada       2.9%       2,254         Mexico       0.0%       11         Other International       0.1%       55         APO/FPO       0.0%       3         Unknown       —       —				
HI 967-968   330   Pacific   11.0%   8,446   United States   96.8%   74,551   U.S. Territories   0.2%   130   Canada   2.9%   2,254   Mexico   0.0%   11   Other International   0.1%   55   APO/FPO   0.0%   3   Unknown   — —				*
Pacific         11.0%         8,446           United States         96.8%         74,551           U.S. Territories         0.2%         130           Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —				
United States   96.8%   74,551   U.S. Territories   0.2%   130   Canada   2.9%   2,254   Mexico   0.0%   11   Other International   0.1%   55   APO/FPO   0.0%   3   Unknown   — — —		JU1-JU0	11.0%	
U.S. Territories     0.2%     130       Canada     2.9%     2,254       Mexico     0.0%     11       Other International     0.1%     55       APO/FPO     0.0%     3       Unknown     —				
Canada         2.9%         2,254           Mexico         0.0%         11           Other International         0.1%         55           APO/FPO         0.0%         3           Unknown         —         —		s		
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APO/FPO 0.0% 3 Unknown — —		ianal		
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Total 100.0% 77,003				_
	Total		100.0%	77,003

# **Construction Equipment**



				advertisi	-118
Business Type		Equipment Applications*		Annual Sales Volume	
Highway & Heavy Construction	34,396	Earthmoving & Excavating		Less than \$250,000	8,407
General Building Construction	19,855	Airports	12,840	\$250,001-\$500,000	6,033
Engaged in Both HHC & General		Drilling & Blasting	10,898	\$500,001-\$1,000,000	9,410
Building Construction	9,398	Earth/Rockfill Dams	11,689	\$1,000,001-\$5,000,000	19,207
		Highways	22,920	\$5,000,001-\$10,000,000	10,489
Other:		Landfill	16,448	More than \$10,000,000	15,507
Agricultural/Ranches/Feedlots	396	Pipelining	17,642		
County Government	943	Site Preparation/Land Clearing	36,996	Buying Authority*	
Distributor/Dealer of		Tunneling	9,059		
Construction Equipment/		Underground Utilities	27,803	Computer Hardware/Software	40,139
Materials/Supplies	1,045	Water & Sewer	30,208	Construction Materials	54,521
Equipment Rental House	1,217			Equipment Attachments	54,360
Federal Government	540	Material Handling		Excavating, Grading, other Earthmoving	
Industrial/Manufacturing/Scrap		Building Materials	17,579	Equipment	57,277
Metal	1,582	Bulk & Scrap Materials	11,858	Financing	39,201
Landfill	140			Forming, Scaffolding and/or False Wor	
Local Government	1,860	Material Production	44.650	General Utility Equipment	54,101
Material Producers	2,247	Aggregate	11,650	Insurance and/or Bonding	39,754
Manufacturer of Construction		Asphalt	10,358	Lifting and Hoisting Equipment	51,174
Equipment/Materials/	074	Concrete	11,261	Maintenance Equipment, Tools and/or	F0 7F0
Supplies	871	Sand & Gravel	14,343	Supplies	59,750
Mining Company	635	not t		Materials Producing/Paving Equipment	1 44,268
State Government	692	Mining	1.626	Parts/Components/Automotive	40.045
Utility Company	1,178	Coal Mining	1,626	Accessories	48,945
Title		Metallic Mining	1,359	Safety Equipment/Security Equipment	55,136
Title		Non-Metallic Mining	3,879	Trucking and Hauling Equipment	58,475
Management	CO 001	De l'es		Internet Usage	
Management	60,00 I	Paving		ilitelliet Osage	
	60,001 8,597	Paving Asphalt	22,070	Internet Usage	
Supervisory Field/Operating Staff		Asphalt Concrete	22,070 21,217		11,622
	8,597	Asphalt	22,070 21,217 9,144	My Company Buys Via the Internet My Company Sells Via the Internet	11,622 4,111
Supervisory Field/Operating Staff Equipment,Truck, Engineering Staff/	8,597	Asphalt Concrete	21,217	My Company Buys Via the Internet	
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer	8,597 7,813	Asphalt Concrete Planing & Profiling	21,217 9,144	My Company Buys Via the Internet My Company Sells Via the Internet	
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator	8,597 7,813	Asphalt Concrete Planing & Profiling	21,217 9,144	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer	8,597 7,813	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance	21,217 9,144	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer	8,597 7,813	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance Structures & Building	21,217 9,144 15,218 8,529 21,746	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value	8,597 7,813 <b>nent</b>	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance Structures & Building Bridges	21,217 9,144 15,218 8,529	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million	8,597 7,813 <b>nent</b> 9,473 13,771	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building	21,217 9,144 15,218 8,529 21,746 16,890 15,016	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million	8,597 7,813  nent  9,473 13,771 13,026 17,002	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$5,000,001-\$10 Million	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$1 Million \$5,000,001-\$10 Million \$10,000,001-\$25 Million	9,473 13,771 13,026 17,002 6,804 4,880	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$5,000,001-\$10 Million	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$1,000,001-\$25 Million More than \$25 Million	9,473 13,771 13,026 17,002 6,804 4,880	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$1 Million \$5,000,001-\$10 Million \$10,000,001-\$25 Million	9,473 13,771 13,026 17,002 6,804 4,880	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$5,000,001-\$10 Million \$10,000,001-\$25 Million More than \$25 Million  Employee Size	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$5,000,001-\$10 Million \$10,000,001-\$25 Million More than \$25 Million  Employee Size  Less than 20	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection Water Supply	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034 11,376	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$1 Million \$1,000,001-\$25 Million More than \$25 Million  Employee Size  Less than 20 20-49	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351  14,404 5,270	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$1 Million \$10,000,001-\$25 Million More than \$25 Million  Employee Size  Less than 20 20-49 50-99	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351  14,404 5,270 2,799	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection Water Supply	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034 11,376	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$10,000,001-\$25 Million More than \$25 Million  Employee Size  Less than 20 20-49 50-99 100-249	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351  14,404 5,270 2,799 2,525	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection Water Supply	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034 11,376	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$5,000,001-\$10 Million More than \$25 Million  Employee Size  Less than 20 20-49 50-99 100-249 250-499	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351  14,404 5,270 2,799 2,525 1,104	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection Water Supply	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034 11,376	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111
Supervisory Field/Operating Staff Equipment, Truck, Engineering Staff/ Heavy Equipment Operator  Equipment Replacer Value  Less than \$100,000 \$100,000-\$500,000 \$500,001-\$1 Million \$1,000,001-\$5 Million \$10,000,001-\$25 Million More than \$25 Million  Employee Size  Less than 20 20-49 50-99 100-249	8,597 7,813  nent  9,473 13,771 13,026 17,002 6,804 4,880 5,351  14,404 5,270 2,799 2,525	Asphalt Concrete Planing & Profiling Rehabilitation & Maintenance  Structures & Building Bridges Commercial Building Concrete Forming & Placing Demolition & Wrecking Industrial Building Marine Pile Driving Power Plants Sewage Treatment Steel Erection Water Supply	21,217 9,144 15,218 8,529 21,746 16,890 15,016 17,491 4,071 6,169 7,496 9,889 11,034 11,376	My Company Buys Via the Internet My Company Sells Via the Internet I Buy Via the Internet on Behalf of	4,111

Source: Publisher's own data
\* Multiple Response