

# Electronic Packaging & Production (Former Subscribers)

A controlled circulation list from *Electronic Packaging & Production* delivers the greatest reach and penetration among the largest facilities, both OEM manufacturing sites and contract manufacturing sites involved in the packaging and assembly of electronic circuits, systems, and assemblies.

- ◆ *Electronic Packaging & Production* has extensive coverage of the electronics industry's top 200 companies.
- ◆ Reach buyers and specifiers of components, materials, and equipment used in the electronics manufacturing process such as:
  - ◆ CAD/CAM Systems & Software
  - ◆ Adhesives & Sealants
  - ◆ Components
  - ◆ Connectors
  - ◆ Circuits
  - ◆ IC Packaging
  - ◆ Contract Services
  - ◆ And More!



*Electronic Packaging & Production* is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

**Size of List: 30,029**

**Base Price: \$135/M**

## Selections (Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Acquisition Source	\$10/M
Amount Spent on Products	
Annually	\$10/M
Business Type	\$15/M
Buying Authority	\$25/M
Canadian Names	\$10/M
Employee Size	\$10/M
Internet Usage	\$20/M
Job Function	\$15/M
One Per Location	\$10/M
Recency	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$60/M

## Multi-Channel Pricing

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

**Size of E-List:  
16,653**

**E-List Base Price:  
\$435/M**

### SEE ALSO:

- CircuiTree
- DecisionMaker® Electronics Marketplace Database
- ECN
- EDN
- Electronic Business
- Nepcon Shows
- Semiconductor International
- Test & Measurement World
- Wireless Design & Development

Minimum Order: 5,000 Names  
1 year unlimited usage available  
Prices subject to change without notice  
Call for any additional costs, conditions and terms.

State	ZIP Code	Individuals
ME	039-049	73
NH	030-038	282
VT	050-059	67
MA	010-027	1,171
RI	028-029	97
CT	060-069	445
<b>New England</b>		<b>7.1% 2,135</b>
NY	100-149	1,357
NJ	070-089	860
PA	150-196	1,131
<b>Middle Atlantic</b>		<b>11.1% 3,348</b>
OH	430-458	970
IN	460-479	495
IL	600-629	1,229
MI	480-499	821
WI	530-549	524
<b>East North Central</b>		<b>13.5% 4,039</b>
MN	550-567	568
IA	500-528	145
MO	630-658	267
ND	580-588	38
SD	570-577	45
NE	680-693	88
KS	660-679	133
<b>West North Central</b>		<b>4.3% 1,284</b>
DE	197-199	59
MD	206-219	438
DC	200-205	42
VA	220-246	447
WV	247-268	54
NC	270-289	529
SC	290-299	195
GA	300-319	398
FL	320-349	878
<b>South Atlantic</b>		<b>10.1% 3,040</b>
KY	400-427	129
TN	370-385	259
AL	350-369	213
MS	386-397	72
<b>East South Central</b>		<b>2.2% 673</b>
AR	716-729	94
LA	700-714	87
OK	730-749	112
TX	750-799	1,507
<b>West South Central</b>		<b>6.0% 1,800</b>
MT	590-599	24
ID	832-838	138
WY	820-831	23
CO	800-816	354
NM	870-884	114
AZ	850-865	588
UT	840-847	171
NV	889-898	77
<b>Mountain</b>		<b>5.0% 1,489</b>
AK	995-999	4
WA	980-994	348
OR	970-979	332
CA	900-961	4,425
HI	967-968	6
<b>Pacific</b>		<b>17.0% 5,115</b>
<b>United States</b>		<b>76.3% 22,923</b>
<b>U.S. Territories</b>		<b>0.1% 17</b>
<b>Canada</b>		<b>3.7% 1,121</b>
<b>Mexico</b>		<b>0.2% 54</b>
<b>Other International</b>		<b>19.7% 5,911</b>
<b>APO/FPO</b>		<b>0.0% 3</b>
<b>Unknown</b>		<b>—</b>
<b>Total</b>		<b>100.0% 30,029</b>

# Electronic Packaging & Production (Former Subscribers)

<u>Buying Authority*</u>	<u>Business Type</u>	<u>PC User/CD-ROM Access/ Internet Access</u>
Adhesives, Encapsulants, Sealants	11,909 Automobile/Automotive Electronics	848 PC at Home 4,159
Antistatic Products, Equipment	9,180 Avionics, Marine, Space or Military	PC at Work 4,523
Automatic Soldering Systems	5,471 Electronics	1,341 CD-ROM Access 4,409
Cabinets, Enclosures, Hardware, Fasteners	11,764 Communications Systems or Equipment	2,112 Internet Access 4,380
CAD/CAM Systems, Software	11,826 Computers, Data Processing, Peripheral Equipment, Office	
Capacitors, Resistors & Diodes	11,768 Equipment	978
Connectors, Sockets, Backplanes, Wire, Cable & Assemblies	14,479 Consulting Services	1,268
Contract Services: Fabrication, Assembly, Packaging & Testing	14,106 Consumer Electronic Products, Appliances	999
Electromechanical Components, Relays & Switches	13,315 Contract Manufacturer	8,499
Hybrid Circuit/MCM Materials	4,912 Electronics Manufacturing Equipment	692
Hybrid Circuit/MCM Production Equipment	4,399 IC Packaging, Semiconductor, Other	7,078
Hybrid Circuits/MCMs	5,782 Electronic Packages.	2,023
IC Packaging, ICs, Semiconductors, Active Components	13,287 Independent/Academic Research, Test Services, Design Services	1,674
Inspection Equipment (Laser, Vision, X-Ray, Microscopes, Thermal Imaging Equipment)	11,146 Industrial Electronic Controls, Systems or Equipment	643
Manual Soldering Equipment/Gases/Tools/Supplies	9,056 Medical Electronics	1,039
Materials Handling/Conveying Equipment	8,213 Printed Circuit Assemblies, Subassemblies & Related Hardware	833
Optoelectronics/Photonics/Optical MEMS	9,704 Test & Measurement Equipment, Instruments	
PCB Fabrication Materials	6,531	
Printed Circuit Cleaning Equipment, Solutions	6,362	
Printed Circuit Production Equipment, Accessories	5,800	
Printed Circuits, Bare Boards	9,598	
Production Power/Hand Tools	9,262	
Rework/Repair Equipment, Supplies	9,219	
Screen Printing Equipment, Dispensing, Conformal, Coating Equipment, Accessories	7,052	
Semiautomatic/Automatic/Robotic Insertion/Placement Equipment	6,344	
Solders, Fluxes	9,401	
Test Equipment (Test Fixtures/ Probes/Automated Test Equipment)	13,639	
Thermal Management Products	8,709	

  

<u>Amount Spent on Products Annually</u>	
Less than \$10,000	4,656
\$10,000-\$49,999	4,285
\$50,000-\$99,999	3,874
\$100,000-\$499,999	4,868
\$500,000-\$999,999	2,219
More than \$1,000,000	3,510

  

<u>Job Function</u>	
Corporate Management/Operations Management	7,076
Engineering Management	10,853
Engineering/Technical Staff/Support	8,870
Purchasing Management	439
Quality Control/Quality Assurance Management	888
Research & Development	1,900

  

<u>Internet Usage</u>	
My Company Buys Via the Internet	9,744
My Company Sells Via the Internet	6,422
I Buy Via the Internet on Behalf of My Company	7,240

  

<u>Employee Size</u>	
Less than 100	11,211
100-499	7,618
500-999	6,278
1,000 or more	2,715

Source: Publisher's own data  
\* Multiple Response