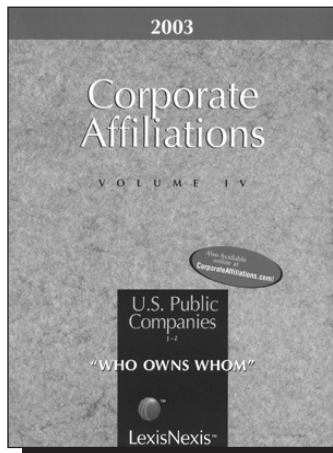


Executives - Leading Private Companies

A list from LexisNexis Group's *Corporate Affiliations* can put you in touch with over 152,000 top executives at leading private companies in the United States.



- ◆ Reach personnel from parent companies reporting \$10 million or more in annual sales.
- ◆ Choose from individuals at either the parent company or at subsidiaries and divisions.
- ◆ You'll find individuals with job functions such as:
 - ◆ Chairman of the Board
 - ◆ Personnel
 - ◆ Advertising
 - ◆ Sales
 - ◆ Corporate Secretary
 - ◆ Purchasing
 - ◆ President
 - ◆ Manufacturing
 - ◆ Marketing

Executives-Leading Private Companies is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

Size of List: 161,117

Base Price: \$145/M

Selections

(Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Canadian Names	\$10/M
Job Function	\$15/M
One Per Location	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$30/M

Multi-Channel Pricing

Mailing/Telemarketing: \$277/M

State	ZIP Code	Individuals
ME	039-049	617
NH	030-038	760
VT	050-059	406
MA	010-027	5,269
RI	028-029	649
CT	060-069	2,927
New England		6.6% 10,628
NY	100-149	13,058
NJ	070-089	5,792
PA	150-196	8,310
Middle Atlantic		16.9% 27,160
OH	430-458	7,406
IN	460-479	3,555
IL	600-629	10,272
MI	480-499	6,174
WI	530-549	4,516
East North Central		19.8% 31,923
MN	550-567	4,197
IA	500-528	2,046
MO	630-658	3,818
ND	580-588	487
SD	570-577	503
NE	680-693	1,288
KS	660-679	1,711
West North Central		8.7% 14,050
DE	197-199	409
MD	206-219	2,493
DC	200-205	753
VA	220-246	3,357
WV	247-268	558
NC	270-289	4,001
SC	290-299	1,730
GA	300-319	4,105
FL	320-349	6,133
South Atlantic		14.6% 23,539
KY	400-427	1,847
TN	370-385	3,126
AL	350-369	1,877
MS	386-397	1,039
East South Central		4.9% 7,889
AR	716-729	1,208
LA	700-714	1,715
OK	730-749	1,500
TX	750-799	9,171
West South Central		8.4% 13,594
MT	590-599	382
ID	832-838	508
WY	820-831	204
CO	800-816	2,131
NM	870-884	503
AZ	850-865	1,789
UT	840-847	1,008
NV	889-898	628
Mountain		4.4% 7,153
AK	995-999	262
WA	980-994	2,779
OR	970-979	1,827
CA	900-961	16,481
HI	967-968	496
Pacific		13.6% 21,845
United States		97.9% 157,781
U.S. Territories		0.3% 465
Canada		0.4% 577
Mexico		0.1% 102
Other International		1.4% 2,192
APO/FPO		— —
Unknown		— —
Total		100.0% 161,117

SEE ALSO:

- DecisionMaker® Career Women Marketplace Database
- DecisionMaker® Management Marketplace Database
- Executives – Financial Decision Makers
- Executives – Major Corporations & Subsidiaries

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

Executives - Leading Private Companies

Job Function*	SIC Code		Employee Size	
Administration/Operations	4,940	15 Building Construction	4,161	65 Real Estate 3,102
Advertising	2,198	16 Heavy Construction - Except Buildings	2,100	67 Holding & Other Investment Offers 4,388
Cash Management	618	17 Construction-Special Trade Contractors	3,697	73 Business Services 12,079
Chairman of the Board	11,906	20 Food & Kindred Products	4,768	75 Automotive Repair, Services & Parking 808
Chief Executive Officer	13,407	22 Textile Mill Products	1,293	79 Amusement & Recreation Services 1,639
Chief Financial Officer	8,677	23 Apparel & Other Finished Products made from Fabrics	1,686	80 Health Services 1,063
Chief Information Officer	632	24 Lumber & Wood Products	1,414	87 Engineering, Accounting, Research, Management & Related Services 5,101
Chief Operating Officer	2,936	25 Furniture & Fixtures	1,493	
Chief Operations Manager	10,234	26 Paper & Allied Products	1,685	
Controller	6,884	27 Printing, Publishing & Allied Industries	5,678	
Corporate Officer	24,394	28 Chemicals & Allied Products	3,768	Less than 20 25,927
Corporate Secretary	3,562	30 Rubber & Miscellaneous Plastics Products	2,762	20-49 23,935
Corporate Travel Planner	144	32 Stone, Clay, Glass & Concrete Products	1,446	50-99 22,239
Data Processing	1,081	33 Primary Metal Industries	1,892	100-249 23,351
Employee Benefits	912	34 Fabricated Metal Products	5,419	250-499 8,276
Environmental/Natural Resources	175	35 Industrial & Commercial Machinery & Computer Equipment	6,008	500-999 3,947
Executive Vice President	4,285	36 Electronics (Except Computer Equipment)	3,615	1,000 or More 2,203
Export Manager	167	37 Transportation Equipment	2,032	
Financial Executive	3,299	38 Measuring, Analyzing & Controlling Instruments; Photographic, Medical & Optical Goods; Watches & Clocks	1,845	
Foreign Branch Manager	351	42 Trucking & Warehousing	2,961	
General Counsel	1,371	48 Communications	2,692	
General Manager	5,500	49 Electric, Gas, & Sanitary Services	2,515	
Government Affairs	200	50 Wholesale Trade - Durable Goods	2,515	
International Finance	140	51 Wholesale Trade - Non-Durable Goods	16,323	
International Manager	514	52 Building Materials, Hardware, Garden Supply, & Mobile Home Dealers	11,503	
Leasing	236	54 Food Stores	2,478	
Manufacturing	1,224	55 Auto Dealers & Gasoline Service Stations	5,900	
Marketing	8,294	56 Apparel & Accessory Stores	660	
Merger/Acquisition Contact	245	58 Eating & Drinking Places	2,360	
Pension Administration	458	60 Depository Institutions	3,425	
Personnel	4,117	62 Security & Commodity Brokers	1,816	
Personnel Training & Development	369	63 Insurance Carriers	3,027	
Planning & Development	947			
President	52,250			
President within Executive Officer	872			
Public Relations	1,939			
Purchasing	1,798			
Quality Control	649			
Real Estate	456			
Research & Development	558			
Sales	7,759			
Senior Vice President	4,837			
Technical/Engineering/Technical Services	1,440			
Telecommunications	241			
Treasurer	4,094			
Vice Chairman	641			

Source: Publisher's own data

* Multiple Response