

Industrial Distribution

GEOGRAPHIC ANALYSIS

Industrial Distribution reaches the owners, managers, and sales personnel directly responsible for nearly all products sold in the distribution industry to maintain, repair, and operate plants and facilities, as well as many products sold to be incorporated in original equipment manufacturing (OEM).

- ◆ Direct your sales message to over 38,000 key decision-makers that account for more than \$450 billion in annual sales and who decide which products will be bought, stocked and moved the fastest from manufacturing to end-users.
- ◆ *Industrial Distribution* reaches industrial and construction distributor locations and branch facilities who buy, stock, and sell products manufactured by their suppliers, including:
 - ◆ Abrasives
 - ◆ Material Handling Equipment
 - ◆ Fasteners
 - ◆ Pipes and Tubing
 - ◆ Hand Tools
 - ◆ Industrial Rubber/Plastics
 - ◆ Safety Supplies
 - ◆ Valves and Fittings
- ◆ This list is most useful for promoting:
 - ◆ Manufacturing/Warehousing Supplies
 - ◆ Trucks
 - ◆ Equipment
 - ◆ And More!



Industrial Distribution is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

Size of List: 38,020

Base Price: \$125/M

Multi-Channel Pricing

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

**Size of E-List:
10,006**

**E-List Base Price:
\$425/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
Canadian Names	\$10/M
Employee Size	\$10/M
Markets Served	\$10/M
One Per Location	\$10/M
Product Lines Stocked	\$20/M
Recency	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$60/M
Title	\$15/M
Type of Location	\$10/M

SEE ALSO:

- DecisionMaker® Manufacturing Marketplace Database**
- Industrial Product Bulletin**
- Materials Handling Product News**
- Modern Materials Handling**
- Plant Engineering**
- Process Heating**
- Production Technology News**
- Purchasing**
- Supply House Times**
- Warehousing Management (Former Subscribers)**

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	172
NH	030-038	178
VT	050-059	58
MA	010-027	887
RI	028-029	127
CT	060-069	567
New England		5.2% 1,989
NY	100-149	1,732
NJ	070-089	1,046
PA	150-196	2,112
Middle Atlantic		12.9% 4,890
OH	430-458	2,604
IN	460-479	1,152
IL	600-629	2,432
MI	480-499	1,964
WI	530-549	1,146
East North Central		24.5% 9,298
MN	550-567	929
IA	500-528	492
MO	630-658	859
ND	580-588	113
SD	570-577	91
NE	680-693	302
KS	660-679	422
West North Central		8.4% 3,208
DE	197-199	88
MD	206-219	447
DC	200-205	15
VA	220-246	699
WV	247-268	223
NC	270-289	1,319
SC	290-299	605
GA	300-319	1,053
FL	320-349	1,347
South Atlantic		15.2% 5,796
KY	400-427	471
TN	370-385	905
AL	350-369	654
MS	386-397	218
East South Central		5.9% 2,248
AR	716-729	322
LA	700-714	556
OK	730-749	397
TX	750-799	2,615
West South Central		10.2% 3,890
MT	590-599	110
ID	832-838	137
WY	820-831	77
CO	800-816	480
NM	870-884	122
AZ	850-865	362
UT	840-847	243
NV	889-898	120
Mountain		4.3% 1,651
AK	995-999	44
WA	980-994	607
OR	970-979	453
CA	900-961	2,422
HI	967-968	69
Pacific		9.5% 3,595
United States		96.2% 36,565
U.S. Territories		0.2% 74
Canada		3.6% 1,380
Mexico		—
Other International		—
APO/FPO		—
Unknown		0.0% 1
Total		100.0% 38,020

Business Type

General Line Distributor	22,407
Independent Manufacturers Representative	2,016
Specialist Distributor	11,434

Product Lines Stocked* ‡

Abrasives
Adhesives
Bearings
Construction/Contractor Supplies
Cutting Tools
Electrical Equipment & Supplies
Electronic Components & Supplies
Facility Maintenance
Fasteners
Fluid Power (Hydraulic/Pneumatic)
Hand Tools
Hose & Accessories
Industrial Rubber & Plastic Products
Janitorial Supplies
MRO/Lubricants/Solvents/Chemicals
Machine Tools & Accessories
Materials Handling Equipment
Pipe & Tubing
Power Transmission Products
Powered Hand Tools
Powered Shop Equipment
Pumps
Safety Supplies
Seals & Gaskets
Security
Valves & Fittings
Welding Equipment & Supplies
Other Industrial Products

Annual Sales Volume ‡

\$20,000,000 or More
\$10,000,000-\$19,999,999
\$5,000,000-\$9,999,999
\$2,000,000-\$4,999,999
Less than \$2,000,000

Title ‡

Executive Management
General Management
Sales
Sales Management

Type of Location ‡

Branch
Headquarters
Headquarters with Branches
Headquarters without Branches

Markets Served ‡

Aerospace
Automotive
Chemicals
Construction
Food Processing
Government
Institutions (i.e. Schools/Hospitals/ Prisons)
Mining
Petroleum/Refining
Utilities
Other Manufacturing

Employee Size ‡

Less than 10
10-20
21-50
51-100
More than 100

Source: Publisher's own data

* Multiple Response

‡ Call a DM2 Account Executive for the latest counts.