Industrial Heating

Industrial Heating is recognized world-wide as the leading publication reaching thermal processing engineer, engineering management and others responsible for the purchase, specification or recommendation of equipment, components, and/or supplies for applications of 1000F or above.

With a direct marketing list from Industrial

Heating, you can reach over 25,000 professionals in the thermal technology industry.

- Use an *Industrial Heating* list for promoting products such as:
 - Alloys/Steels/Powder Metals
 - Electric Elements
 - Atmosphere Furnaces
 - Furnace Parts
 - Burners
 - And More!

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



A BNP Media Publication

Size of List: **25,247**

Base Price: \$125/M

Selections (Additional Cost/M)

Geographic Analysis: State/Province/SCF \$10/M 5-digit ZIP Code \$10/M \$10/M Area of Involvement **Business Type** \$15/M **Buying Authority** \$25/M **Employee Size** \$10/M Job Function \$15/M One Per Location \$10/M \$10/M Recency Sales Volume \$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: **5.399**

E-List Base Price: \$425/M

SEE ALSO:

Appliance Manufacturer Ceramic Industry

Energy User News

Engineered Systems

Industrial Paint & Powder

Industrial Products Bulletin

Industrial Safety & Hygiene News

Plant Engineering

Pollution Engineering

Process Cooling & Equipment (Former Subscribers)

Process Heating

Quality

Reed Construction Data - Regional Publication Group Research & 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.





GI	EOGKAPH	IC ANALYSIS	•
State	ZIP Code		Individuals
ME	039-049		59
NH	030-038		149
VT	050-059		39
MA RI	010-027 028-029		506 116
CT	060-069		534
New England		5.6%	1,403
NY	100-149		961
NJ	070-089		501
PA Middle Atlanti	150-196	10.00/	1,780
	-	12.8%	3,242
OH IN	430-458 460-479		2,416 1,018
IL	600-629		1,018
MI	480-499		1,992
WI	530-549		1,058
East North Cei		33.5%	8,464
MN	550-567		527
IA MO	500-528 630-658		319 475
ND	580-588		36
SD	570-577		43
NE	680-693		87
KS West North Co	660-679	4.40/	185
		6.6%	1,672
DE MD	197-199 206-219		38 177
DC	200-215		9
VA	220-246		244
WV	247-268		121
NC SC	270-289 290-299		511 321
GA	300-319		289
FL	320-349		418
South Atlantic		8.4%	2,128
KY	400-427		313
TN	370-385		460
AL MS	350-369 386-397		293 121
East South Cer		4.7%	1,187
AR	716-729		181
LA	700-714		131
OK	730-749		211
TX West South Co	750-799 entral	6.0%	984 1,507
MT	590-599	0.070	33
ID	832-838		33 47
WY	820-831		23
CO	800-816		163
NM AZ	870-884 850-865		48
UT	840-847		204 137
NV	889-898		52
Mountain		2.8%	707
AK	995-999		11
WA	980-994		258
OR CA	970-979 900-961		189 1,807
ĤΙ	967-968		3
Pacific		9.0%	2,268
United States		89.4%	22,578
U.S. Territories	S	0.0%	4
Canada Mexico		0.8% 0.4%	191 90
Other Internat	ional	9.4%	2,384
APO/FPO		_	· —
Unknown			_
Total		100.0%	25,247

Industrial Heatin

Industrial Heating



1,999 2,215 1,523

6,340 1,525 1,125

2,840 2,622 2,979

2,490

2,644

790

Business Type	Area of Involvement?

Alloys, Composites, Other Thermal	1,388	Brazing
Captive (In-House) Brazing/Forging	2,915	Commercial Heat Treating
Captive (In-House) Heat Treating	11,846	Forging
Contract/Commercial Provider	3,075	Manufacturing/Captive Heat
Contracting/Consulting Engineering		Treating
Firm	971	Materials Testing
Furnaces/Ovens/Induction	843	Powder Metal/Sintering
Military /Government/Research &		
Development/Testing Lab	548	Buying Authority*
Primary Ferrous/Non-Ferrous		
Metals	1,497	Alloys/Steels/Powder Metals
Refractories/Ceramic/Insulation	402	Atmosphere Furnaces-Electric
Thermal Process Industrial Gases	187	Atmosphere Furnaces-Gas Fired

Components

Thermal Processing Equipment,

Job Function		Furnace Parts/Accessories	3,029
		Hardness Testers	2,630
Ceramics/Refractories Engineering	181	Induction Heating Equipment	2,950
Consulting Engineering	651	Industrial Gases	2,185
Corporate/General Management	7,816	Instrumentation	3,568
Design, Development R&D	2,752	Ovens/Kilns	2,274
Environmental Engineering	177	Parts Washers	1,974
Estimating	185	Power Supplies	2,157
Instrumentation Engineering	369	Process Controls	4,059
Marketing/Sales Engineering	1,799	Quenchant Supplies & Equipment	2,184
Metallurgical Engineering	1,896	Refractories/Insulation	2,757
Plant Engineering	2,411	Salt Baths	750
Process Engineering	1,688	Thermocouples	3,950
Production/Manufacturing		Vacuum Furnaces & Components	2,333
Management	4,504		
Purchasing	555	Sales Volume	

Burners

1,145 Cryogenic Freezers **Electric Elements**

Employee Size

1,000 or More

Employee Size		Less than \$1 Million	2,268
		\$1 Million-\$9 Million	3,904
Less than 20	3,849	\$10 Million-\$49 Million	1,784
20-49	2,432	\$50 Million-\$249 Million	692
50-99	1,790	\$250 Million-\$1 Billion	151
100-249	1,977	More than \$1 Billion	108
250-499	807		
500-999	520		

340

Source: Publisher's own data * Multiple Response