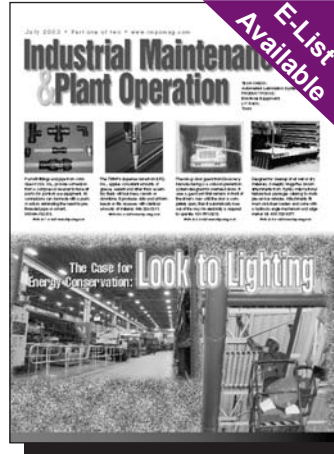


# Industrial Maintenance & Plant Operation

Direct your sales message to the plant managers, maintenance supervisors and plant engineers in our nation's industrial facilities with a controlled circulation list from *Industrial Maintenance & Plant Operation*.

- ◆ Target over 107,000 professionals with buying authority for all products and services related to plant engineering/maintenance.
- ◆ Maximize your sales growth by targeting the large and small manufacturing plants as well as non-manufacturing locations such as utilities, transportation, hospitals, schools and engineering research services.
- ◆ This list is most useful for promoting:
  - ◆ Material Handling Equipment
  - ◆ Electrical Equipment (Lights, Motors, Controllers, Switches, Batteries, etc.)
  - ◆ Hand, Machine and Power Tools
  - ◆ Building & Grounds Maintenance Supplies
  - ◆ Power Transmission Equipment (Pumps, Valves, Meters)
  - ◆ In-Plant Offices & Furniture
  - ◆ Safety & Security Products



- ◆ Fluid Power Equipment (Bearings, Gears, Motors)
- ◆ HVAC Equipment & Systems
- ◆ Chemicals/Adhesives/Paints/Sealants
- ◆ Instruments & Measuring Devices

*Industrial Maintenance & Plant Operation* is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

**Size of List: 107,050**

**Base Price: \$130/M**

**Multi-Channel Pricing**

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

**Size of E-List:  
38,993**

**E-List Base Price:  
\$430/M**

## Selections (Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Acquisition Source	\$10/M
Business Type (SIC/NAICS)	\$15/M
Buying Authority	\$25/M
Employee Size	\$10/M
Job Function	\$15/M
One Per Location	\$10/M
Recency	\$10/M
Telephone Numbers	\$60/M

### SEE ALSO:

- Appliance Manufacturer Assembly**
- Control Engineering**
- DecisionMaker® Engineering Marketplace Database**
- DecisionMaker® Manufacturing Marketplace Database**
- Design News**
- EDN**
- ICS Cleaning Specialist**
- Industrial Distribution**

- Industrial Paint & Powder**
- Industrial Product Bulletin**
- Material Handling Product News**
- Modern Materials Handling**
- Packaging Digest**
- Paint & Coatings Industry**
- Plant Engineering**
- Pollution Engineering**
- Product Design & Development**
- Professional Builder**

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	543
NH	030-038	731
VT	050-059	277
MA	010-027	2,859
RI	028-029	496
CT	060-069	1,878
<b>New England</b>		<b>6.3% 6,784</b>
NY	100-149	5,325
NJ	070-089	3,601
PA	150-196	6,955
<b>Middle Atlantic</b>		<b>14.8% 15,881</b>
OH	430-458	7,308
IN	460-479	3,766
IL	600-629	7,392
MI	480-499	4,835
WI	530-549	4,514
<b>East North Central</b>		<b>26.0% 27,815</b>
MN	550-567	2,607
IA	500-528	1,629
MO	630-658	2,438
ND	580-588	256
SD	570-577	362
NE	680-693	925
KS	660-679	1,139
<b>West North Central</b>		<b>8.7% 9,356</b>
DE	197-199	410
MD	206-219	1,286
DC	200-205	48
VA	220-246	2,017
WV	247-268	696
NC	270-289	3,605
SC	290-299	1,925
GA	300-319	2,681
FL	320-349	2,731
<b>South Atlantic</b>		<b>14.4% 15,399</b>
KY	400-427	1,716
TN	370-385	2,611
AL	350-369	1,658
MS	386-397	969
<b>East South Central</b>		<b>6.5% 6,954</b>
AR	716-729	1,084
LA	700-714	1,091
OK	730-749	1,067
TX	750-799	6,101
<b>West South Central</b>		<b>8.7% 9,343</b>
MT	590-599	194
ID	832-838	449
WY	820-831	137
CO	800-816	934
NM	870-884	295
AZ	850-865	892
UT	840-847	820
NV	889-898	291
<b>Mountain</b>		<b>3.7% 4,012</b>
AK	995-999	73
WA	980-994	1,366
OR	970-979	1,002
CA	900-961	8,824
HI	967-968	117
<b>Pacific</b>		<b>10.6% 11,382</b>
<b>United States</b>		<b>99.9% 106,926</b>
<b>U.S. Territories</b>		<b>0.1% 121</b>
<b>Canada</b>		—
<b>Mexico</b>		—
<b>Other International</b>		—
<b>APO/FPO</b>		<b>0.0% 3</b>
<b>Unknown</b>		—
<b>Total</b>		<b>100.0% 107,050</b>

# Industrial Maintenance & Plant Operation

<u>SIC Business Type</u>		<u>Buying Authority*</u>	
Manufacturing:		Buildings Ground Maintenance	58,368
20 Food & Kindred Products	11,331	Computer-Hardware/Software	53,679
21 Tobacco Products	154	Electrical Equipment	74,586
22 Textile Mill Products	1,428	Electronic Controls/Components	69,971
23 Apparel & Other Textile Products	634	Fastening/Joining or Welding	64,630
24 Lumber & Wood Products	1,793	Flooring/Floor Maintenance	54,262
25 Furniture & Fixtures	1,639	Fluid Power	57,241
26 Paper & Allied Products	4,331	HVAC	53,934
27 Printing & Publishing	3,351	Instruments/Measuring Devices	73,340
28 Chemicals & Allied Products	11,157	Ladders/Scaffold/Work Platform	56,538
29 Petroleum & Coal Products	1,090	Lighting	66,467
30 Rubber & Miscellaneous Plastics	5,756	Loading Dock Equipment/Doors	53,798
31 Leather & Leather Products	150	Lubricants/Adhesives/Sealants	66,586
32 Stone, Clay & Glass Products	2,682	Material Handling	77,324
33 Primary Metals	5,237	Mechanical Power Transmission	60,152
34 Fabricated Metal Products	9,189	Motors/Motor Control	71,642
35 Industrial Machinery & Equipment	17,103	Paints/Coatings	57,257
36 Electronic & Other Electric Equipment	9,308	Pipes/Valves/Connectors	66,381
37 Transportation Equipment	6,826	Pollution Control/Environmental	55,031
38 Instrumentation	5,560	Portable/In Plant Buildings	42,670
39 Miscellaneous Manufacturing	1,407	Pumps/Compressors	71,536
		Racks/Shelving/Storage	63,534
		Roofing/Insulation	44,496
		Safety/Security/Hazmat	61,548
		Tools/Hand & Power	76,503
		Training	63,453
Non-Manufacturing:			
10-14 Mining	56		
15-17 Construction	81		
40-48 Transportation/Communications	250		
49 Electric, Gas & Sanitary Services	1,806		
50-51 Wholesale Trade	625		
52-67 Retail Trade, Finance, Insurance & Real Estate	240		
73 Business, Maintenance & Computer Services	141		
80 Health Services	1,465		
82 Educational Services	1,626		
87 Engineering, Research & Development, & Testing Services	423		
91-97 Public Administration	183		
		<b>Employee Size</b>	
		Less than 20	10,410
		20-49	10,170
		50-99	11,600
		100-249	27,632
		250-499	18,455
		500-999	13,486
		1,000 or More	13,959
		<b>Job Function</b>	
		Manage All Plant Engineering and/or Maintenance	50,053
		Manage Other Operations in Addition	19,265
		Provide Staff Services	16,050
		Supervise Sub-Group	18,853

Source: Publisher's own data

\* Multiple Response