

Pharmaceutical Laboratory

(Former Subscribers)

A direct marketing list from *Pharmaceutical Laboratory* will put you in touch with over 24,000 researchers, scientists, lab personnel and lab managers at pharmaceutical companies.

- ◆ Reach key personnel with job titles such as:
 - ◆ Scientific Research & Development
 - ◆ Engineering
 - ◆ Corporate
 - ◆ Purchasing
 - ◆ Quality Assurance/Quality Control
 - ◆ Consulting
- ◆ Target pharmaceutical research scientists involved in drug discovery, proteomics, genomics and quality control in biopharmaceutical companies.

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



GEOGRAPHIC ANALYSIS

State	ZIP Code	Individuals
ME	039-049	72
NH	030-038	93
VT	050-059	34
MA	010-027	1,232
RI	028-029	49
CT	060-069	786
New England		9.4% 2,266
NY	100-149	1,883
NJ	070-089	3,119
PA	150-196	1,706
Middle Atlantic		27.9% 6,708
OH	430-458	736
IN	460-479	711
IL	600-629	1,469
MI	480-499	909
WI	530-549	301
East North Central		17.2% 4,126
MN	550-567	425
IA	500-528	185
MO	630-658	673
ND	580-588	19
SD	570-577	20
NE	680-693	137
KS	660-679	157
West North Central		6.7% 1,616
DE	197-199	281
MD	206-219	652
DC	200-205	48
VA	220-246	311
WV	247-268	80
NC	270-289	802
SC	290-299	140
GA	300-319	320
FL	320-349	713
South Atlantic		13.9% 3,347
KY	400-427	100
TN	370-385	242
AL	350-369	140
MS	386-397	57
East South Central		2.2% 539
AR	716-729	72
LA	700-714	164
OK	730-749	59
TX	750-799	806
West South Central		4.6% 1,101
MT	590-599	30
ID	832-838	28
WY	820-831	8
CO	800-816	244
NM	870-884	64
AZ	850-865	126
UT	840-847	199
NV	889-898	38
Mountain		3.1% 737
AK	995-999	0
WA	980-994	195
OR	970-979	100
CA	900-961	2,580
HI	967-968	14
Pacific		12.0% 2,889
United States		97.2% 23,329
U.S. Territories		0.3% 66
Canada		0.9% 215
Mexico		0.3% 73
Other International		1.4% 330
APO/FPO		—
Unknown		—
Total		100.0% 24,013

Size of List: 24,013

Base Price: \$140/M

Selections
(Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Acquisition Source	\$10/M
Business Type	\$15/M
Canadian Names	\$10/M
Employee Size	\$10/M
Lab Type	\$10/M
One Per Location	\$10/M
Recency	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$60/M
Title	\$15/M

Multi-Channel Pricing

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

Size of E-List:
8,811

E-List Base Price:
\$440/M

- SEE ALSO:**
- Bioscience Technology**
 - Chemical Equipment**
 - DecisionMaker® Research/Laboratory Marketplace Database**
 - Laboratory Equipment**
 - Medical Design Technology**
 - Pharmaceutical Processing**
 - Powder/Bulk Solids**
 - Quality**
 - Research & Development**
 - Scientific Computing & Instrumentation**

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

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Title

Consultant	601
Corporate	4,061
Engineering	2,002
Purchasing	515
Quality Assurance/Quality Control	3,235
Scientific/Research & Development	12,968
Other	3,589

Business Type

Academic/University Laboratory	1,328
Biopharmaceutical Manufacturer	2,343
Government	643
Independent/Contract Laboratory	3,221
Pharmaceutical Manufacturer	13,198
Other	3,065

Lab Type

Development	8,666
Discovery	607
Formulating/Research	8,169
Quality Assurance/Quality Control	6,142

Employee Size

Less than 50	6,481
50-99	2,226
100-249	3,152
250-499	2,394
500-999	2,080
1,000 or More	5,058