

Pharmaceutical Processing

GEOGRAPHIC ANALYSIS

Maximize your marketing efforts by using the best resource available for reaching buyers and specifiers in the pharmaceutical manufacturing market with a controlled circulation list from *Pharmaceutical Processing*.

- ◆ Target more than 31,000 professionals in production/manufacturing, engineering and corporate management who are the highest potential buyers in the \$195 billion pharmaceutical marketplace.
- ◆ Receive total coverage of manufacturing sites that spend more than \$45 billion annually for products, supplies and services in a variety of related fields.
- ◆ Useful for promoting:
 - ◆ Clean Room Supplies
 - ◆ Filtration
 - ◆ Ingredients/Raw Materials
 - ◆ Lab Equipment
 - ◆ Packaging Equipment
 - ◆ Processing Equipment
 - ◆ Process Instruments and Controls
 - ◆ QC/QA Equipment
 - ◆ Sanitation
 - ◆ And More!



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

Size of List: 31,034

Base Price: \$150/M

Multi-Channel Pricing

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

**Size of E-List:
12,036**

**E-List Base Price:
\$450/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
Buying Authority	\$25/M
Employee Size	\$10/M
Internet Usage	\$10/M
Job Function	\$15/M
One Per Location	\$10/M
Recency	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$60/M
Validation Process	\$10/M

SEE ALSO:

- Assembly**
- Bioscience Technology**
- Chemical Equipment**
- DecisionMaker® Manufacturing Marketplace Database**
- DecisionMaker® Research/Laboratory Marketplace Database**
- Industrial Paint & Powder**
- Laboratory Equipment**
- MSI**
- Medical Design Technology**
- Paint & Coatings Industry**
- Pharmaceutical Laboratory (Former Subscribers)**
- Powder/Bulk Solids**
- Quality**
- 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.

State	ZIP Code	Individuals
ME	039-049	66
NH	030-038	113
VT	050-059	56
MA	010-027	1,519
RI	028-029	91
CT	060-069	793
New England		8.5% 2,638
NY	100-149	2,248
NJ	070-089	3,806
PA	150-196	2,271
Middle Atlantic		26.8% 8,325
OH	430-458	880
IN	460-479	849
IL	600-629	2,043
MI	480-499	921
WI	530-549	434
East North Central		16.5% 5,127
MN	550-567	488
IA	500-528	273
MO	630-658	803
ND	580-588	24
SD	570-577	30
NE	680-693	203
KS	660-679	181
West North Central		6.5% 2,002
DE	197-199	265
MD	206-219	774
DC	200-205	30
VA	220-246	377
WV	247-268	99
NC	270-289	1,080
SC	290-299	266
GA	300-319	413
FL	320-349	985
South Atlantic		13.8% 4,289
KY	400-427	126
TN	370-385	299
AL	350-369	147
MS	386-397	68
East South Central		2.1% 640
AR	716-729	77
LA	700-714	152
OK	730-749	101
TX	750-799	1,169
West South Central		4.8% 1,499
MT	590-599	53
ID	832-838	52
WY	820-831	10
CO	800-816	391
NM	870-884	92
AZ	850-865	201
UT	840-847	376
NV	889-898	77
Mountain		4.0% 1,252
AK	995-999	2
WA	980-994	329
OR	970-979	171
CA	900-961	4,370
HI	967-968	16
Pacific		15.8% 4,888
United States		98.8% 30,660
U.S. Territories		0.5% 141
Canada		0.5% 168
Mexico		0.0% 11
Other International		0.2% 54
APO/FPO		— —
Unknown		— —
Total		100.0% 31,034

Pharmaceutical Processing

Business Type

Bulk Products/Raw Materials Producer	988
Clinical Diagnostic Manufacturing	837
Consulting Firm	1,468
Cosmetic/Toiletry Manufacturing	320
Medical Devices & Instrumentation Manufacturing	2,654
Nutritional/Nutraceutical Products Manufacturing	2,223
Pharmaceutical Manufacturing	21,842
University	690

Buying Authority*

Clean Rooms/Clean Room Supplies	7,469
Filtration	9,548
Ingredients/Raw Materials	12,821
Lab Equipment	16,229
Packaging Equipment	9,317
Process Instruments & Controls	12,412
Processing Equipment	15,627
Quality Control/Quality Assurance Equipment	10,167
Sanitation	6,103

Employee Size

Less than 50	7,137
50-99	2,468
100-249	3,960
250-499	3,087
500-999	2,874
1,000 or More	7,461

Internet Usage

My Company Buys Via the Internet	2,395
My Company Sells Via the Internet	1,114
I Buy Via the Internet on Behalf of My Company	1,710

Validation Process

Involved in Validation Processes	15,041
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Job Function

Consulting	807
Corporate Management	5,764
Engineering Management	819
Product Management	455
Production Management	752
Production/Manufacturing	4,165
Project/Facility Engineering	1,618
Purchasing	608
Quality Control/Quality Assurance	560
Quality Control Management	1,706
R&D Management	908
Regulatory Affairs	350
Research & Development	10,926

Source: Publisher's own data

* Multiple Response