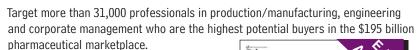
Maximize your marketing efforts by using the best resource available for reaching buyers and specifiers in the pharmaceutical manufacturing market with a controlled circulation list from Pharmaceutical Processing. Target more than 31,000 professionals in production/manufacturing, engineering



- 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!





Selections (Additional Cost/M)

Geographic Analysis:

deographic 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

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

SEE ALSO:

Assembly

Bioscience Technology

Chemical Equipment

DecisionMaker® Manufacturing Marketplace Database

DecisionMaker® Research/Laboratory Marketplace Database

Industrial Paint & Powder

Laboratory Equipment

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.



GE	OGRAP	HIC ANALYSIS	5
State	ZIP Code		Individuals
ME	039-049		66
NH	030-038		113
VT	050-059		56
MA RI	010-027 028-029		1,519
CT	060-069		91 793
New England	000 000	8.5%	2,638
NY	100-149		2,248
NJ	070-089		3,806
PA	150-196	0.4 00.4	2,271
Middle Atlantic		26.8%	8,325
OH	430-458		880
IN IL	460-479 600-629		849 2,043
MI	480-499		921
WI	530-549		434
East North Cent	ral	16.5%	5,127
MN	550-567		488
IA MO	500-528		273
MO ND	630-658 580-588		803 24
SD	570-577		30
NE	680-693		203
KS	660-679		181
West North Cen	tral	6.5%	2,002
DE	197-199		265
MD	206-219		774
DC VA	200-205 220-246		30 377
ŴV	247-268		99
NC	270-289		1,080
SC	290-299		266
GA FL	300-319 320-349		413 985
South Atlantic	320-343	13.8%	4,289
KY	400-427		126
TN	370-385		299
AL MS	350-369		147
East South Cent	386-397 ral	2.1%	68 640
AR	716-729	20170	77
LA	700-714		152
OK	730-749		101
TX	750-799	4.00/	1,169
West South Cen		4.8%	1,499
MT	590-599		53
ID WY	832-838 820-831		52 10
CO	800-816		391
NM	870-884		92
AZ	850-865		201
UT NV	840-847 889-898		376 77
Mountain	303.030	4.0%	1,252
AK	995-999		2
WA	980-994		329
OR	970-979		171
CA	900-961		4,370
HI Pacific	967-968	15.8%	16 4,888
United States		98.8%	30,660
U.S. Territories		98.8% 0.5%	30,000 141
Canada		0.5%	168
Mexico		0.0%	11
Other Internation	onal	0.2%	54
Unknown		=	
Total		100.0%	31,034
			•

Pharmaceutical Processi

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 Filtration	7,469 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

Job Function

807
5,764
819
455
752
4,165
1,618
608
560
1,706
908
350
10,926

Source: Publisher's own data
* Multiple Response