

Plumbing & Mechanical

Plumbing & Mechanical is the best read, lowest cost, and most focused national publication serving plumbing, hydronic heating and mechanical contractors. With a direct marketing list from *Plumbing & Mechanical*, you can reach over 46,000 decision-makers who are active in new construction, modernization and repair/replacement services.

- ◆ Target professionals with titles such as:
 - ◆ President/Owner
 - ◆ Supervisor
 - ◆ General Manager
 - ◆ Foreman
 - ◆ Engineer
 - ◆ Estimator

Plumbing & Mechanical is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.



A BNP Media Publication

Size of List: 46,005

Base Price: \$125/M

Selections (Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Active In/Engaged In	\$10/M
Business Type	\$15/M
Buying Influence	\$10/M
Employee Size	\$10/M
Job Function	\$15/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:
8,732**

**E-List Base Price:
\$425/M**

SEE ALSO:

- Air Conditioning, Heating & Refrigeration News**
- Ceramic Industry**
- Engineered Systems**
- PM Engineer**
- Professional Builder**
- Professional Remodeler**
- Reeves Journal**
- SNIPS**
- Supply House Times**

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

GEOGRAPHIC ANALYSIS

State	ZIP Code	Individuals
ME	039-049	403
NH	030-038	519
VT	050-059	201
MA	010-027	2,309
RI	028-029	313
CT	060-069	1,150
New England		10.6% 4,895
NY	100-149	3,868
NJ	070-089	2,279
PA	150-196	3,234
Middle Atlantic		20.4% 9,381
OH	430-458	1,881
IN	460-479	1,065
IL	600-629	2,158
MI	480-499	1,610
WI	530-549	1,242
East North Central		17.3% 7,956
MN	550-567	918
IA	500-528	673
MO	630-658	773
ND	580-588	133
SD	570-577	194
NE	680-693	374
KS	660-679	538
West North Central		7.8% 3,603
DE	197-199	165
MD	206-219	989
DC	200-205	40
VA	220-246	850
WV	247-268	138
NC	270-289	969
SC	290-299	374
GA	300-319	765
FL	320-349	1,646
South Atlantic		12.9% 5,936
KY	400-427	448
TN	370-385	598
AL	350-369	355
MS	386-397	140
East South Central		3.3% 1,541
AR	716-729	259
LA	700-714	351
OK	730-749	426
TX	750-799	2,920
West South Central		8.6% 3,956
MT	590-599	257
ID	832-838	244
WY	820-831	128
CO	800-816	996
NM	870-884	308
AZ	850-865	792
UT	840-847	312
NV	889-898	273
Mountain		7.2% 3,310
AK	995-999	180
WA	980-994	819
OR	970-979	435
CA	900-961	3,770
HI	967-968	154
Pacific		11.6% 5,358
United States	99.9%	45,936
U.S. Territories	0.1%	56
Canada	0.0%	4
Mexico	—	—
Other International	0.0%	1
APO/FPO	0.0%	8
Unknown	—	—
Total	100.0%	46,005

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Business Type		Employee Size	
Engineers/Architects/Designers	399	Less than 20	29,965
Manufacturers/Manufacturers		20-49	5,627
Representatives	277	50-100	3,197
Mechanical Contractor	11,273	More than 100	3,537
Plumbing/Hydronic/Heating Contractor	33,739		
Wholesalers	228		
Fields Engaged In*			
		Commercial/Institutional	29,626
		Industrial	15,502
		Residential 1-3 Units/Houses	28,904
		Residential 4 plus Units/Houses	20,036
Active In*			
Engineer	1,471	Repair/Replacement/Service	28,493
Estimator	1,184	Modernization/Alterations	27,046
Foreman	2,019	New Construction	31,635
General Manager	2,592		
President/Owner	29,874		
Secretary/Treasurer	978		
Supervisor	4,673		
Vice President	2,743		
Job Function*			
Bath & Kitchen Remodeling	24,565		
Hydronic Heating (Boilers/Steam)	30,002		
Plumbing	40,251		
Private Water Systems	15,408		
Process Piping	15,579		
Sprinkler/Fire Protection	8,160		
Buying Influence			
Influence the Purchase, Specification, or Installation of PHP Systems and/or Components	30,596		

Source: Publisher's own data

* Multiple Response