

Production Technology News

GEOGRAPHIC ANALYSIS

Reach the decision-makers in the metalworking industry with a highly-targeted controlled circulation list from *Production Technology News*.

- ◆ Access metalworking locations including:
 - ◆ Fabricated Metal Producers
 - ◆ Machinery & Tools
 - ◆ Instrument Manufacturers
 - ◆ Primary/Metal Producers
 - ◆ Furniture and Fixtures
 - ◆ Miscellaneous Metal Products
 - ◆ Electronic and Electrical Equipment
 - ◆ Transportation Equipment
- ◆ Channel your direct marketing message to key decision-makers which include:
 - ◆ Company Management
 - ◆ Production Managers
 - ◆ Engineering Management and Engineers
 - ◆ Product Design, Research & Development Managers and Engineers
 - ◆ Quality Assurance and Control Personnel
- ◆ These metalworking professionals are qualified by:
 - ◆ Major Product Manufactured
 - ◆ Purchasing Plan
 - ◆ Job Function



Production Technology News is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

Size of List: 81,035

Base Price: \$135/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
Employee Size	\$10/M
One Per Location	\$10/M
Processes Performed	\$15/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:
36,450**

**E-List Base Price:
\$435/M**

SEE ALSO:

- Consulting-Specifying Engineer
- DecisionMaker® Manufacturing Marketplace Database
- Industrial Product Bulletin
- New Steel (Former Subscribers)
- Plant Engineering

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	287
NH	030-038	642
VT	050-059	228
MA	010-027	2,109
RI	028-029	345
CT	060-069	1,916
New England		6.8% 5,527
NY	100-149	3,659
NJ	070-089	1,449
PA	150-196	4,529
Middle Atlantic		11.9% 9,637
OH	430-458	6,605
IN	460-479	2,692
IL	600-629	6,350
MI	480-499	5,853
WI	530-549	3,583
East North Central		31.0% 25,083
MN	550-567	2,482
IA	500-528	1,294
MO	630-658	1,738
ND	580-588	227
SD	570-577	271
NE	680-693	596
KS	660-679	1,103
West North Central		9.5% 7,711
DE	197-199	173
MD	206-219	838
DC	200-205	13
VA	220-246	1,219
WV	247-268	275
NC	270-289	2,207
SC	290-299	1,111
GA	300-319	1,509
FL	320-349	1,699
South Atlantic		11.2% 9,044
KY	400-427	1,118
TN	370-385	1,653
AL	350-369	1,002
MS	386-397	496
East South Central		5.3% 4,269
AR	716-729	580
LA	700-714	617
OK	730-749	902
TX	750-799	5,009
West South Central		8.8% 7,108
MT	590-599	154
ID	832-838	357
WY	820-831	69
CO	800-816	718
NM	870-884	210
AZ	850-865	889
UT	840-847	612
NV	889-898	193
Mountain		4.0% 3,202
AK	995-999	31
WA	980-994	1,239
OR	970-979	861
CA	900-961	7,265
HI	967-968	32
Pacific		11.6% 9,428
United States	100.0%	81,009
U.S. Territories	0.0%	23
Canada	—	—
Mexico	—	—
Other International	—	—
APO/FPO	0.0%	3
Unknown	—	—
Total	100.0%	81,035

Business Type

Business Type	Count	Process Performed	Count
Electrical/Electronic Equipment	2,218	Automated Assembly	3,659
Fabricated Metal Products	21,072	Bending	11,763
Machinery, Tools	47,504	Broaching	4,270
Transportation Equipment	10,234	Electrical Discharge Machining	3,972

Title

Title	Count	Process Performed	Count
Company Management	31,063	Finishing	8,313
Manufacturing Engineering Engineers	18,449	Gear Cutting/Forming	1,883
Manufacturing Engineering Management	12,046	Grinding	15,861
Manufacturing Production Department	6,505	Laser Cutting	2,855
Manufacturing Production Management	8,818	Marking/Engraving	7,843
Purchasing	337	Measuring/Inspecting	15,303
Quality/Product Assurance	2,157	Milling	15,762
Research & Development Engineers	988	Punching	9,574
Research & Development Management	505	Sawing	15,829
		Stamping	7,218
		Turning	14,796
		Welding/Brazing	15,609

Employee Size

Employee Size	Count
Less than 20	21,920
20-49	10,964
50-99	8,727
100-249	12,861
250-499	8,027
500 or More	11,251