Supply House Times

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With Supply House Times' controlled circulation list, you can reach plumbing, industrial PVF, heating, air conditioning and refrigeration wholesalers.

- ٠ Reach over 29,000 decision-makers within the PHCP distribution market, including:
 - Presidents
 - Managers
 - Vice Presidents
 - Purchasing Agents & Buyers
 - Owners
 - Salespeople & Countermen
- This list is useful for marketing products that move through the PHCP distribution chain such as:
 - Plumbing
 - Water Treatment Products
 - Industrial Pipes, Valves & Fittings
 - Water Systems
 - Heating & Air Conditioning
 - And More!

Supply House Times is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

Size of List: 29,200

Selections (Additional Cost/M)

Geographic Analysis:

State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Business Type	\$15/M
Canadian Names	\$10/M
Employee Size	\$10/M
Number of Trucks Firm Owns/	
Operates	\$10/M
One Per Location	\$10/M
Products Distributed	\$20/M
Recency	\$10/M
Sales Volume	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$60/M
Title	\$15/M
Type of Trucks in Fleet	\$10/M

SEE ALSO:

Air Conditioning, Heating and Refrigeration News Architectural Specifier (Former Subscribers) **Engineered Systems** Industrial Distribution Industrial Heating **Industrial Product Bulletin** Plumbing & Mechanical **Reeves Journal** Reed Construction Data – Regional Publication Group SECURITY Security Distributing & Marketing **SNIPS**

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



within the	State	ZIP Code		Individuals
A 6229 Publication Oficial Fublication of It.	ME	039-049		160
SUPPLY HOUSE 1.8%	NH VT	030-038 050-059		184 76
Plumbing PVF Hydronics	MA	010-027		831
(0)	RI	028-029		105
	CT	060-069		451
Premier	New Engla	Ind	6.2%	1,807
TICHICI	NY	100-149		1,795
	NJ	070-089		1,081
ducts that	PA Middle Atl	150-196	15.0%	1,512 4,388
n chain Thinking Positive	OH	430-458	13.070	1,319
T Chain Thunking Fosture	IN	460-479		725
	IL	600-629		1,220
The U.S. Faucet Markelplace	MI	480-499		911
Mincron Users Conference	WI East North	530-549	16 /0/	627
baa			16.4%	4,802
	MN IA	550-567 500-528		545 335
A BNP Media Publication	MO	630-658		537
	ND	580-588		91
	SD	570-577		104
ontact a DM2 Account Executive for	NE KS	680-693 660-679		201 254
	West Nort		7.1%	2,04 2,067
Size of List: 29,200	DE	197-199		111
	MD	206-219		568
Base Price: \$125/M	DC	200-205		26
	VA	220-246		1,112
	WV NC	247-268 270-289		154 934
	SC	290-299		391
Multi-Channel Pricing	GA	300-319		814
	FL	320-349	10.00/	1,516
Mailing/E-Mail:\$490/M	South Atla		19.3%	5,626
Mailing/Telemarketing:\$215/M	KY TN	400-427 370-385		338 656
ailing/E-Mail/Telemarketing:\$590/M	AL	350-369		476
	MS	386-397		200
	East South	ı Central	5.7%	1,670
Size of E-List:	AR	716-729		237
	LA OK	700-714 730-749		420 279
3,904	TX	750-799		1,836
E-List Base Price:	West Sout	h Central	9.5%	2,772
	MT	590-599		118
\$425/M	ID	832-838		173
	WY CO	820-831 800-816		52 524
	NM	870-884		524 166
	AZ	850-865		460
	UT	840-847		308
	NV Mountain	889-898	6.8%	174 1,975
	AK	995-999	0.0 /0	97
geration News	WA	995-999 980-994		97 596
cribers)	OR	970-979		416
	CA	900-961		2,479
	HI Pacific	967-968	12.6%	96 3,684
	United Sta	itor	98.6%	
	United Sta U.S. Territ		98.6% 0.1%	28,791 29
	Canada		1.3%	380
	Mexico		_	_
Publication Group	Other Inte APO/FPO	rnational	_	_
and a start a start a	Unknown		_	_
	Total		100.0%	29,200

Supply House Times



Title

Assistant Manager
Branch Manager
Buyer/Purchasing Agent
Chairman
Counterman
Credit Manager
Department Manager
General Manager
Inside Sales Person
Office Manager
Owner
Partner
President
Sales Supervisor
Sales/Marketing Manager
Salesman
Secretary
Showroom Manager
Treasurer
Vice President
Vice President or Manager
Vice President Sales/Marketing
Warehouse Manager
warehouse manager

Business Type

Manufacturer's Agent &
Representative
Manufacturing & Sales Personnel
Supply House or Wholesaler

Employee Size

Less than 10	4,121
11-25	2,689
26-50	1,658
51-99	1,281
100 or More	3,411

Products Distributed*

231	Air Conditioning	8,986
2,488	Hydronics	8,624
950	Industrial Pipes/Valves/Fittings	11,601
436	Plumbing	14,749
266	Refrigeration	5,505
108	Tools/Instruments	9,835
646	Warm Air Heating	8,925
9,089	Water Systems	8,132
885	Water Treatment Products	7,160

274 1,634 Number of Trucks Firm 485 Owns/Operates

4,121		
265	50 or More	1,379
1,284	20-49	1,053
2,241	11-19	1,092
209	6-10	1,735
215	1-5	6,463

1,331 Type of Trucks in Fleet*

	51	
290		
353	Cube Vans	3,479
219	Flatbeds	5,045
	Pickups	7,322
	Stake Beds	4,741
	Step Vans	1,432
	Vans	3,571
2,649		

1,540 Sales Volume

171

25,011

Less than \$1 Million \$1 Million-\$9 Million \$10 Million-\$49 Million	2,703 3,931 1,507 615
More than \$50 Million	015