Warehousing Management

(Former Subscribers)

Direct your sales message to warehouse/distribution center executives - influential buyers who purchase material handling equipment, auto ID equipment, storage equipment and more with a controlled circulation list from *Warehousing Management*.

- Reach corporate management, operating management and purchasing decision-makers responsible for buying/specifying 90% of products and services in the marketplace.
- Penetrate the warehousing/distribution center market comprised of 64,000+ locations with 20 or more employees.
- Warehousing Management's list is devoted exclusively to serving the \$150 billion warehouse/distribution center marketplace.
- Useful for Promoting:
 - Racks, Pallets & Shelves
 - Labeling/Packaging Equipment Supplies
 - Forklifts
 - Warehouse/DC Management Software & Systems
 - Bar Coding Systems/Equipment Supplies

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

Size of List: 42,518 Base Price: \$130/M

Multi-Channel Pricing

Mailing/E-Mail:\$490/M

Mailing/Telemarketing:\$215/M

Mailing/E-Mail/Telemarketing:\$590/W

Size of E-List:

14,866

E-List Base Price:

\$430/M

Selections (Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Acquisition Source	\$10/M
Annual Expenditures	\$10/M
Business Type (SIC/NAICS)	\$15/M
Buying Authority	\$25/M
Canadian Names	\$10/M
Employee Size	\$10/M
Internet Usage	\$20/M
Recency	\$10/M
Services Purchased	\$20/M
Square Footage	\$10/M
Telephone Numbers	\$60/M
Title	\$15/M

SEE ALSO: DecisionMaker® Manufacturing Marketplace Database Food Manufacturing Industrial Distribution Logistics Management Material Handling Product News Modern Materials Handling Purchasing World Trade

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





Individuals

ZIP Code

	ZIF Code		Individuals
• ME	039-049		187
NH	030-038		202
VT	050-059		101
MA	010-027		1,127
RI	028-029		179
CT	060-069		
	000-009		639
New England		5.7%	2,435
NY	100-149		2,216
NJ	070-089		
			1,794
PA	150-196		2,395
Middle Atlantic		15.1%	6,405
OH	430-458		2.240
-			2,346
IN	460-479		1,101
IL	600-629		2,891
MI	480-499		1.455
WI	530-549		1,385
East North Cen		21.6%	9,178
	IIUI	21.0 /0	7,170
MN	550-567		939
IA	500-528		597
MO	630-658		898
-			
ND	580-588		153
SD	570-577		114
NE	680-693		375
KS	660-679		450
West North Cer		8.3%	3,526
		0.3 /0	3,320
DE	197-199		122
MD	206-219		629
DC	200-205		46
VA	220-246		945
WV	247-268		193
NC	270-289		1,325
SC	290-299		571
GA	300-319		1,401
FL	320-349		1,727
South Atlantic	520 545	1/ 40/	6,959
		16.4%	0,737
KY	400-427	10.4%	<u> </u>
КҮ		10.4%	608
KY TN	370-385	10.4%	608 985
KY TN AL	370-385 350-369	10.4%	608 985 555
KY TN AL MS	370-385 350-369 386-397		608 985 555 237
KY TN AL	370-385 350-369 386-397	5.6%	608 985 555
KY TN AL MS East South Cent	370-385 350-369 386-397 tral		608 985 555 237 2,385
KY TN AL MS East South Cent AR	370-385 350-369 386-397 tral 716-729		608 985 555 237 2,385 343
KY TN AL MS East South Cen t AR LA	370-385 350-369 386-397 tral 716-729 700-714		608 985 555 237 2,385 343 429
KY TN AL MS East South Cen t AR LA OK	370-385 350-369 386-397 tral 716-729 700-714 730-749		608 985 555 237 2,385 343 429 340
KY TN AL MS East South Cent AR LA OK TX	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799		608 985 555 237 2,385 343 429
KY TN AL MS East South Cen t AR LA OK	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799		608 985 555 237 2,385 343 429 340
KY TN AL MS East South Cent AR LA OK TX West South Cen	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707
KY TN AL MS East South Cent AR LA OK TX West South Cen MT	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ntral 590-599 832-838	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707
KY TN AL MS East South Cent AR LA OK TX West South Cen MT	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ntral 590-599 832-838	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148
KY TN AL MS East South Cent AR LA OK TX West South Cent MT ID WY CO	370-385 350-369 386-397 tral 716-729 700-714 750-799 ttral 590-599 832-838 820-831 800-816	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503
KY TN AL MS East South Cent AR LA OK TX West South Cent MT ID WY CO NM	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ntral 590-599 832-838 820-831 800-816 870-884	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID WY CO NM AZ	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT NV	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID WY CO NM AZ UT NV MOuntain	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT NV MOuntain AK	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT NV NV Mountain AK WA	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 stral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 895-999 980-994	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678
KY TN AL MS East South Cent AR LA OK TX West South Cent TX West South Cent MT ID WY CO NM AZ UT NV NV Mountain AK WA OR	370-385 350-369 386-397 tral 716-729 700-714 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 8898 895-999 980-994 970-979	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413
KY TN AL MS East South Cent AR LA OK TX West South Cent MT ID WY CO NM AZ UT NV Mountain AK WA OR CA	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 stral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 895-999 980-994	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678
KY TN AL MS East South Cent AR LA OK TX West South Cent TX West South Cent MT ID WY CO NM AZ UT NV NV Mountain AK WA OR	370-385 350-369 386-397 tral 716-729 700-714 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 8898 895-999 980-994 970-979	5.6%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413
KY TN AL MS East South Cent AR LA OK TX West South Cent MT ID WY CO NM AZ UT NV Mountain AK WA OR CA	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961	5.6% 8.7% 4.5%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 678 413 4,051 90
KY TN AL MS East South Cent AR LA OK TX West South Cent TX West South Cent MT ID WY CO NM AZ CO NM AZ UT NV Mountain AK WA OR CA HI Pacific	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961	5.6% 8.7% 4.5% 12.4%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413 4,051 90 5,290
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID WY CO NM AZ UT NV MOuntain AK WA OR CA HI Pacific United States	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961	5.6% 8.7% 4.5% 12.4% 98.3%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 678 413 4,051 90 5,290 41,803
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT NV MOUNTAIN AK WA OR CA HI Pacific United States U.S. Territories	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961	5.6% 8.7% 4.5% 12.4%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413 4,051 90 5,290
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID WY CO NM AZ UT NV MOuntain AK WA OR CA HI Pacific United States	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961	5.6% 8.7% 4.5% 12.4% 98.3%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 678 413 4,051 90 5,290 41,803
KY TN AL MS East South Cent AR LA OK TX West South Cen TX West South Cen MT ID WY CO NM AZ UT NV MOUNTAIN AK WA OR CA HI Pacific United States U.S. Territories	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 ttral 590-599 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961	5.6% 8.7% 4.5% 12.4% 98.3% 0.2%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413 246 1,918 58 678 413 4,051 90 5,290 41,803 85
KY TN AL MS East South Cent AR LA OK TX West South Cent TX West South Cent MT ID WY CO NM AZ UT NV MOUNTAIN AK WA OR CA HI Pacific United States U.S. Territories Canada Mexico	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961 967-968	5.6% 8.7% 4.5% 12.4% 98.3% 0.2%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413 246 1,918 58 678 413 4,051 90 5,290 41,803 85
KY TN AL MS East South Cent AR LA OK TX West South Cent MT ID WY CO NM AZ UT NV Mountain AK WA OR CA HI Pacific United States U.S. Territories Canada Mexico Other Internati	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961 967-968	5.6% 8.7% 4.5% 12.4% 98.3% 0.2% 1.4%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 1,918 58 678 413 4,051 90 5,290 41,803 85 614
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID WY CO NM AZ UT NV MOUNTAIN AK WA OR CA HI Pacific United States U.S. Territories Canada Mexico Other Internatia APO/FPO	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961 967-968	5.6% 8.7% 4.5% 12.4% 98.3% 0.2%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 313 246 1,918 58 678 413 246 1,918 58 678 413 4,051 90 5,290 41,803 85
KY TN AL MS East South Cent AR LA OK TX West South Cent MT ID WY CO NM AZ UT NV Mountain AK WA OR CA HI Pacific United States U.S. Territories Canada Mexico Other Internati	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961 967-968	5.6% 8.7% 4.5% 12.4% 98.3% 0.2% 1.4%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 1,918 58 678 413 4,051 90 5,290 41,803 85 614
KY TN AL MS East South Cent AR LA OK TX West South Cen MT ID WY CO NM AZ UT NV MOUNTAIN AK WA OR CA HI Pacific United States U.S. Territories Canada Mexico Other Internatia APO/FPO	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961 967-968	5.6% 8.7% 4.5% 12.4% 98.3% 0.2% 1.4%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 1,918 58 678 413 4,051 90 5,290 41,803 85 614
KY TN AL MS East South Cent AR LA OK TX West South Cent TX West South Cent MT ID WY CO NM AZ UT NV MOUNTAIN AK WA OR CA HI Pacific United States U.S. Territories Canada Mexico Other Internati APO/FPO Unknown	370-385 350-369 386-397 tral 716-729 700-714 730-749 750-799 832-838 820-831 800-816 870-884 850-865 840-847 889-898 995-999 980-994 970-979 900-961 967-968	5.6% 8.7% 4.5% 12.4% 98.3% 0.2% 1.4% 0.0%	608 985 555 237 2,385 343 429 340 2,595 3,707 113 148 48 503 121 426 1,918 58 678 413 4,051 90 5,290 41,803 85 614 - 16

39

Warehousing Management

ourke advertising

(Former Subscribers)

SIC Business Type

Manufacturing:

- 20 Food & Kindred Products 22 Textile Mill Products 23 Apparel & Other Textile Products 24 Lumber & Wood Products 25 Furniture & Fixtures
- 26 Paper & Allied Products
- 27 Printing & Publishing
- 28 Chemical & Allied Products 30 Rubber & Miscellaneous
- Plastics 33 Primary Metals
- 34 Fabricated Metal Products
- 35 Industrial Machinery &
- Equipment
- 36 Electronic & Other Electric Equipment
- 37 Transportation Equipment
- 38 Instruments & Related Products
- 39 Miscellaneous Manufacturing

Non-Manufacturing:

40-47	Transportation/Trucking	
	(Including Public Warehousing	
	& Storage)	
49	Utilities	
50-51	Wholesale Trade	
70-89	Business Services	

Title

'arehousing Managment (Former S

Corporate Logistics Management	4,331	Less t
Corporate Management	6,890	20-49
Engineering	1,695	50-99
Operations/Production		More
Management	20,442	
Purchasing	1,687	
Warehousing Management	7,472	

Internet Usage

19,690
15,048
16,105

Buying Authority*

	Automated Storage & Retrieval Systems	21,001
3,704	Bar Coding Systems/Equipment	28,460
197	Conveyors	23,473
	Dock Equipment (levelers, doors, etc)	30,725
266	Fork Lifts	33,831
208	Labeling/Packaging Equipment &	
311	Supplies	33,186
550	Racks, Pallets & Shelves	35,612
684	Sanitation Equipment/Systems	18,007
1,462	Security Systems	23,084
	Temporary Personnel Services	19,998
840	Warehouse/DC Management Software	
392	& Systems	26,426
1,257		
	Square Footage	

2.988 Less than 50,000 6,686 5,063 1,353 50,000-99,999 803 100,000-499,999 6,885 2,452 500,000-999,999 836 1,000,000 or More 2,490 437

Services Purchased*

	Air Freight	20,952
	LTL Motor Freight	26,736
4,260	Ocean Freight	12,232
433	Rail Carriers	11,588
9,715	Small Package Delivery Services	27,178
2,947	TL Motor Freight	22,127

Employee Size

4,331	Less than 20	10,053
6,890	20-49	8,541
1,695	50-99	6,954
	More than 100	15,145
0,442		
1,687		

Annual Expenditures

)1	Under \$100,000	6,445
50	\$100,000-\$499,999	5,272
73	\$500,000-\$999,999	2,678
25	\$1 Million-\$4,999,999	3,786
31	\$5 Million-\$9,999,999	1,744
	\$10 Million-\$19,999,999	1,262
36	More than \$20 Million	2,089