

Enhance your customer base with over 40,000 management personnel who are employed by producers of secondary wood products with more than 10 employees.

- ◆ Use *FDM Magazine's* controlled circulation list to reach qualified manufacturers who produce:
 - ◆ Residential Furniture
 - ◆ Architectural/Millwork
 - ◆ Commercial Furniture
 - ◆ Kitchen Cabinets
 - ◆ Store Fixtures
 - ◆ And More!

FDM is updated quarterly. Contact a DM2 Account Executive for up-to-the-minute counts.



| State | ZIP Code | Individuals |
|----------------------------|----------|-----------------------------|
| ME | 039-049 | 293 |
| NH | 030-038 | 196 |
| VT | 050-059 | 196 |
| MA | 010-027 | 646 |
| RI | 028-029 | 158 |
| CT | 060-069 | 328 |
| New England | | 4.5% 1,817 |
| NY | 100-149 | 1,795 |
| NJ | 070-089 | 714 |
| PA | 150-196 | 1,919 |
| Middle Atlantic | | 11.1% 4,428 |
| OH | 430-458 | 1,670 |
| IN | 460-479 | 1,782 |
| IL | 600-629 | 1,570 |
| MI | 480-499 | 1,616 |
| WI | 530-549 | 1,618 |
| East North Central | | 20.6% 8,256 |
| MN | 550-567 | 1,012 |
| IA | 500-528 | 508 |
| MO | 630-658 | 995 |
| ND | 580-588 | 121 |
| SD | 570-577 | 129 |
| NE | 680-693 | 230 |
| KS | 660-679 | 353 |
| West North Central | | 8.4% 3,348 |
| DE | 197-199 | 68 |
| MD | 206-219 | 471 |
| DC | 200-205 | 15 |
| VA | 220-246 | 1,150 |
| WV | 247-268 | 204 |
| NC | 270-289 | 2,805 |
| SC | 290-299 | 527 |
| GA | 300-319 | 1,201 |
| FL | 320-349 | 1,594 |
| South Atlantic | | 20.1% 8,035 |
| KY | 400-427 | 528 |
| TN | 370-385 | 1,053 |
| AL | 350-369 | 703 |
| MS | 386-397 | 717 |
| East South Central | | 7.5% 3,001 |
| AR | 716-729 | 529 |
| LA | 700-714 | 281 |
| OK | 730-749 | 271 |
| TX | 750-799 | 1,882 |
| West South Central | | 7.4% 2,963 |
| MT | 590-599 | 144 |
| ID | 832-838 | 212 |
| WY | 820-831 | 49 |
| CO | 800-816 | 438 |
| NM | 870-884 | 98 |
| AZ | 850-865 | 546 |
| UT | 840-847 | 376 |
| NV | 889-898 | 130 |
| Mountain | | 5.0% 1,993 |
| AK | 995-999 | 9 |
| WA | 980-994 | 665 |
| OR | 970-979 | 695 |
| CA | 900-961 | 3,416 |
| HI | 967-968 | 35 |
| Pacific | | 12.0% 4,820 |
| United States | | 96.6% 38,661 |
| U.S. Territories | | 0.1% 34 |
| Canada | | 3.3% 1,340 |
| Mexico | | — |
| Other International | | — |
| APO/FPO | | — |
| Unknown | | — |
| Total | | 100.0% 40,035 |

Size of List: 40,035

Base Price: \$110/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 |
| Canadian Names | \$10/M |
| Employee Size | \$10/M |
| One Per Location | \$10/M |
| Recency | \$10/M |
| Sales Volume | \$10/M |
| SIC Code | \$15/M |
| Telephone Numbers | \$60/M |
| Title | \$15/M |

Multi-Channel Pricing

Mailing/Telemarketing: \$215/M

SEE ALSO:

- CabinetMaker**
- DecisionMaker® Building/Construction Marketplace Database**
- DecisionMaker® Manufacturing Marketplace Database**
- Furniture/Today**
- Interior Design**
- Professional Remodeler**
- udm/Upholstery Design & Management**

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

| <u>Business Type</u> | <u>Sales Volume</u> | |
|---------------------------------------|---------------------|----------------------------------|
| Dealers, Wholesalers & Jobbers | 2,165 | Less than \$1 Million 4,132 |
| Hardwood Including Flooring | | \$1 Million-\$9 Million 12,505 |
| Materials | 912 | \$10 Million-\$49 Million 4,950 |
| Independent Designers | 941 | \$50 Million-\$249 Million 1,527 |
| Laminator of Panel Products | 1,080 | \$250 Million-\$1 Billion 321 |
| Millwork, Including Stairs & Doors | 6,285 | More than \$1 Billion 134 |
| Public Building Furniture | 1,264 | |
| Restaurant, Bar, Boat Cabinets | 1,942 | |
| Wood & Composite Kitchen Cabinet | 5,258 | |
| Wood & Composite Partition | 3,679 | |
| Wood & Composite TV, Radio | 689 | |
| Wood House Furniture, Not Upholstered | 4,483 | |
| Wood House Furniture, Upholstered | 2,790 | |
| Wood Office Furniture | 2,415 | |
| Other Household Furnishings | 1,139 | |
| Other Wood Product Management | 4,934 | |

| <u>Employee Size</u> | |
|----------------------|--------|
| Less than 20 | 8,210 |
| 20-49 | 13,744 |
| 50-99 | 8,685 |
| 100 or More | 15,099 |

| <u>Title</u> | |
|----------------------------------|--------|
| Engineer | 2,776 |
| General Manager or Administrator | 22,544 |
| Marketing/Sales | 2,735 |
| Plant Operations/Production | 7,860 |
| Purchasing | 3,014 |
| Research & Development | 1,047 |