### Instructions
Place an "X" next to the criteria in the Select column that you wish to target. We will identify the total unique universe available from our database.

**GEOGRAPHIC** | **EMAILS** | **Select**
--- | --- | ---
USA (state selects also available) | 60,662 |  |
Canada | 1,429 |  |
Mexico | 543 |  |
Other Countries - AVAILABLE UPON REQUEST | - |  |
**Total** | **62,634** |  |

**PRIMARY MANAGEMENT LEVEL** | **EMAILS** | **Select**
--- | --- | ---
C-Level/President/Owner | 17,148 |  |
Vice-President | 4,287 |  |
Director | 5,284 |  |
Manager | 18,832 |  |
Supervisory | 2,047 |  |
Engineering/Staff/Other | 15,036 |  |
Awaiting Classification | - |  |
**Total** | **62,634** |  |

**PRIMARY FUNCTIONAL AREA** *(multi response)* | **EMAILS** | **Select**
--- | --- | ---
Supply Chain/Logistics/Distribution | 6,898 |  |
Corporate Management | 21,048 |  |
Operations | 20,252 |  |
Engineering | 9,909 |  |
Procurement | 2,217 |  |
Sales/Marketing/Consulting | 5,022 |  |
Awaiting Classification | - |  |

**BUYING INFLUENCES** *(multi response)* | **EMAILS** | **Select**
--- | --- | ---
Powered Lift Trucks, Floor Trucks and Accessories | 35,930 |  |
Conveying Equipment/AGVs | 23,361 |  |
Racks/Shelves, Storage, Picking Sys., Auto. Storage Sys. | 33,276 |  |
Work Positioners, Manipulators, Overhead Handling | 20,532 |  |
Automatic Data Capture Equipment, RFID | 26,539 |  |
Packaging, Labeling, Shipping, Weighing Equipment | 28,590 |  |
Dock Equipment | 22,811 |  |
Software Systems for Manufacturing | 19,671 |  |
Software Systems for Warehousing or Logistics | 27,977 |  |
Systems Integrators/Consulting | 21,915 |  |
Third Party Warehousing/Transportation Services | 35,920 |  |
Robotics | 17,685 |  |
Safety/Ergonomics Products | 22,180 |  |
Maintenance/Repair/Operations (MRO) | 23,754 |  |

**Total Emails (North America)** | **62,634** |  |

**EMPLOYEE SIZE** | **EMAILS** | **Select**
--- | --- | ---
1,000+ | 14,651 |  |
500-999 | 3,423 |  |
250-499 | 4,170 |  |
100-249 | 6,619 |  |
50-99 | 5,762 |  |
20-49 | 7,431 |  |
1-19 | 18,952 |  |
Awaiting Classification | 1,626 |  |
**Total** | **62,634** |  |

**INDUSTRY** | **EMAILS** | **Select**
--- | --- | ---
Food/Beverage/Tobacco Mfg. | 4,106 |  |
Consumer Goods Mfg. | 2,943 |  |
Textiles/Apparel Mfg. | 707 |  |
Paper/Printing Mfg. | 1,410 |  |
Chemicals/Pharmaceuticals Mfg. | 2,345 |  |
Plastics/Rubber Mfg. | 1,377 |  |
Primary Metals Mfg. | 1,113 |  |
Fabricated Metals Mfg. | 2,718 |  |
Industrial Machinery Mfg. | 3,311 |  |
Computers/Electronics Mfg. | 1,630 |  |
Electrical Equipment Mfg. | 1,237 |  |
Aerospace Mfg. | 1,021 |  |
Automotive/Transportation Equip. Mfg. | 2,381 |  |
Furniture Mfg. | 484 |  |
Other Manufacturing | 3,882 |  |
**Sub-Total Manufacturing** | **30,665** |  |
Wholesale Trade | 4,207 |  |
Retail Trade | 3,620 |  |
3rd Party Logistics Provider | 4,054 |  |
Transportation/Warehousing Services | 7,069 |  |
Business/Consulting Services | 6,217 |  |
Other | 5,490 |  |
**Sub-Total Non-Manufacturing** | **30,657** |  |
Awaiting Classification | 1,310 |  |
**Total** | **62,632** |  |

**FACILITY TYPE BUYING FOR** *(multi response)* | **EMAILS** | **Select**
--- | --- | ---
Manufacturing | 30,627 |  |
Distribution Center/Warehouse/Retail DC | 32,259 |  |