

**Instructions**

Place an "X" next to the criteria in the Select column that you wish to target. We will

<b>GEOGRAPHIC</b>	<b>EMAILS</b>	<i>Select</i>
USA	18,713	
Canada	1,137	
Mexico	421	
Other Countries (excluding EU)	-	
Unknown	-	
<b>Total</b>	<b>20,271</b>	

<b>PRIMARY MANAGEMENT LEVEL</b>	<b>EMAILS</b>	<i>Select</i>
C-Level/President/Owner	4,199	
Vice-President	1,618	
Director	2,547	
Manager	5,641	
Supervisory	545	
Staff/Other	5,521	
Unknown	-	
<b>Total</b>	<b>20,071</b>	

<b>INDUSTRY</b>	<b>EMAILS</b>	<i>Select</i>
Manufacturing	8,237	
Non-Manufacturing	9,717	
Unknown	2,117	
<b>Total</b>	<b>20,071</b>	

<b>EMPLOYEE SIZE</b>	<b>EMAILS</b>	<i>Select</i>
1,000+	6,579	
100 - 999	4,631	
Under 100	7,790	
Unknown	1,071	
<b>Total</b>	<b>20,071</b>	

<b>Total Emails (North America)</b>	<b>20,271</b>
-------------------------------------	---------------

<b>EXPANDED BUYING INFLUENCE DATA</b>	<b>EMAILS</b>	<i>Select</i>
<i>(multiple response)</i>		
<b>Supply Chain Services</b>	<b>13,957</b>	
3rd Party Logistics-Warehousing Transportation Services	10,699	
Air Freight	5,863	
Dedicated/Leased Fleet Operations	3,106	
Executive Education and Training Programs	3,892	
Expedited Freight Services	4,878	
Freight Forwarding Services	5,024	
Intermodal Services	4,671	
LTL Motor Freight	7,033	
Ocean Freight	4,970	
Port Selection	3,470	
Procurement/Sourcing Solutions	5,308	
Public/Contract Warehousing	4,166	
Rail Carriers	3,595	
Small Package Delivery Services	6,891	
Consulting/Professional Services	5,807	
Transportation Services	12,448	
Truckload Motor Freight	7,140	
Van Lines	2,925	
<b>Supply Chain Technology</b>	<b>12,093</b>	
Automatic Data Capture Equipment, RFID	7,182	
Software Systems for Manufacturing	4,302	
Software Systems for Warehousing or Logistics	7,018	
Transportation Management Software (TMS)	5,323	
Warehousing Management Systems (WMS)	6,044	
<b>Supply Chain Equipment</b>	<b>11,072</b>	
Conveying Equipment & AGVs	5,101	
Dock Equipment	5,276	
Lift Trucks	7,543	
Maintenance-Repair-Operations (MRO)	4,236	
Packaging-Labeling-Shipping-Weighing Equipment	6,548	
Racks-Storage-Picking-ASRS	7,377	
Robotics	3,689	
Safety-Ergonomic Products	4,117	
Trucks-Tractors-Trailers	5,051	
Warehouse Equipment	6,260	
Work Positioners-Overhead Handling Equipment	4,210	