

This comprehensive file allows you to reach the top decision makers at America's largest private companies.

Key Segments

1,723,621	Universe / Base Rate	\$76.00 /M
1,723,621	Executives at Private Companies	\$76.00 /M
802,596	Private Companies	\$66.00 /M

Audience Profile

Within this vast universe of America's top spending business executives are market segments for every business offer. Here are just a few possibilities:

- Business Apparel Marketers can target business women and men by industry.
- Office Supplies Catalogs can target purchasing managers.
- Business Publications can target by type of business, company size, and title.
- Regional Publishers can target large readerships in any area by title and type of business.
- Regional Marketers can mail to every appropriate business in any area and follow up with phone calls.
- Seminars can target human resources and training managers.
- Gift Catalogs can target executives at high levels.
- Computer-Related Offers can target high tech firms, and IT titles
- Financial Marketers can target CFO's by name.
- Charitable Organizations can target Presidents.

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Available Titles:			
Chairman	29,964		
Vice Chairman	1,192	Corporate Counsel/Legal	6,269
Member Board of Dir.	147,628	Purchasing	4,144
CEO	79,203	Quality Assurance	28
Executive Director	5,476	Manufacturing/Operations	8,152
President	449,579	Research & Development	969
Owner	224,521	Safety & Security	17
Partner	49,727	Traffic & Distribution	7
Executive VP	6,255	Engineering	4,380
Senior Vice President	37,535	Publisher	147
Vice President	382,955	Training	236
Senior Level Officer	2,685	Personnel	55,822
Corporate Secretary	79,291	Human Resources	8,116
Finance	11,132	Marketing	29,367
Chief Financial Officer	60,491	Chief Information Officer	6,036
Treasurer	59,168	Chief Technology Officer	10,992
Controller	7,476	IT Director	10,326
Sales	42,391		

Inquire for more titles

Terms and Conditions

Payment due 30 days from mail date. Order cancellations within 10 days of mail date must be paid in full. Orders cancelled prior to 10 days before mail date include the following fees: \$150/F plus \$10/M, media and shipping charges. 20% commission on base rate to authorized brokers. Please allow 3-5 business days to process an order. Any order received at ALC is subject to a \$150/F cancellation fee. State and local sales tax will apply where applicable.

Contacts

NAME	ROLE	EMAIL	PHONE	FAX
Maryann Posten	Sales Pro	maryann.posten@alc.com	(609) 580-2978	(609) 580-2866
Shawn Danitz	Count Requests	shawn.danitz@alc.com	(609) 580-2758	(609) 580-2866

LIST TYPE

Business



SOURCE

Directories

GEOGRAPHY

Domestic (US)

LIST OWNER

ALC

LIST MAINTENANCE

Counts through	09/28/2009
Last update	10/12/2009
Update frequency	QUARTERLY

UNIT OF SALE INFORMATION

GENDER PROFILE

Male:	%
Female:	%

SELECTION CHARGES

FAX NUMBERS	\$40.00 /M
GENDER/SEX	\$10.00 /M
HQ/BRANCH	\$10.00 /M
IMPORT/EXPORT	\$10.00 /M
JOB FUNCTION SELECT	\$10.00 /M
NUMBER OF EMPLOYEES	\$10.00 /M
PHONE NUMBER	\$15.00 /M
SALES VOLUME	\$10.00 /M
SCF	\$8.00 /M
SIC CODE	No charge
SIC OVER 25	\$10.00 /M
STATE	\$8.00 /M
STOCK EXCHANGE	\$10.00 /M
TITLE ADDRESS	\$3.50 /M
URL	\$40.00 /M
WEBSITE Y/N	\$25.00 /M
ZIP	\$8.00 /M

ADDRESSING

CHESHIRE LABELS	No charge
DISKETTE	\$25.00 /F
EMAIL	\$35.00 /F
GALLEY LISTING	\$15.00 /M
MAG TAPE	\$25.00 /F
P/S LABELS	\$7.50 /M

KEY CODING

Key Coding is available

Charges: **\$3.00 /M**

MINIMUM ORDER

Quantity:	5,000
Dollar:	\$0.00

REUSE

Reuse is allowed

Min Qty:	0
Charges:	

TELEMARKETING

Telemarketing is allowed

Charges: **\$15.00 /M**

CANCELLATION

Charges: **\$150.00 /F**

COMMISSIONS

Broker: **20%**

NET NAME ARRANGEMENTS

Net Name is allowed.

Net:	85%
Min Qty:	50,000
Run Charges:	\$10.00 /M

EXCHANGES

Exchange is not allowed.



THE REST OF THE STORY