

Health & Medical Lists and Databases



"How's your medical coverage?..."

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MEDICAL DOCTORS • HOSPITAL PERSONNEL • NURSES • PHARMACISTS • RADIOLOGICAL TECHNOLOGISTS • THERAPISTS

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HUGO DUNHILL MEDICAL INFORMATION

30 East 33rd Street
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10016-5337

TEL 800-223-6454
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www.hdml.com

a division of Hugo Dunhill Mailing Lists, Inc.

Hugo Dunhill Medical Information Advantages



Take a look at our extensive offerings and I think you will agree Hugo Dunhill Medical Information is your ideal source for medical lists and data.

Our goal is simple:

Offer the best information and the best service in the medical list market. At Hugo Dunhill Medical Information we concentrate on the medical list market only. This specialization means we can give you the service you need in order to make the most from your mailing list dollars.

COMPLETE LISTING OF LISTS AND DATABASES

Description	List #	Quantity	Description	List #	Quantity
@ Hugo Dunhill Medical E-mail Addresses	4422	300,000	Consultants for the Health & Medical Industry	4510	1,921
Ailment & Illness Sufferers	4901	23,000,000	Cosmetic & Plastic Physicians and Surgeons	4030	18,442
AMA Physicians	4950	800,000	County Government Health Officials	4610	1,205
Ambulatory Medical Facilities & Staff	1502	7,904	Dental Hygienists and Dental Assistants	4906	213,835
American Medical Doctors Masterfile	1512	750,000	Dentists and Dental Students	4904	191,799
America's Nurses by Specialty	4074	316,160	Dieticians & Nutritionists	4062	25,332
Anesthesiologists	4020	43,592	Doctors & Dentists at Home Address	4410	375,863
Architectural Firms and Executives Specializing in Healthcare	4530	6,169	Drug Prescribers	1524	1,083,453
Athletic Trainers in High Schools and Colleges	4082	6,213	Emergency Room (ER) Nurses	4076	20,571
Biological & Chemical Physicists	4130	2,298	Experimental Biologists	2023	45,349
Burn Care Services	4210	132	Fax Numbers for Medical & Health Professionals and Organizations	4420	687,419
Cancer Programs	4215	1,489	Female Medical Professionals	4415	3,889,121
Cardiologists	4025	26,576	Fire Chiefs/Depts. & Emergency Services	1446	34,530
Certified Nursing Aides	4903	1,342,637	Fundraisers for Large Medical & Health Organizations	4255	92,457
Child Therapists, Development & Welfare Organizations and Professionals	3010	199,873	Government Medical Administrators	4615	24,779
Chiropractors	1501	56,707	Government Medical Agencies	4620	40,622
Clinical Lab Scientists & Professionals	3003	16,265	Group Practices and Physicians	4055	113,367

HDMI Lists and Databases

Complete Listing of Lists and Databases – cont'd

Description	List #	Quantity	Description	List #	Quantity
Health & Medical Organizations	4235	113,252	Nursing Schools	1202	1,509
Health & Medical Organizations National Headquarters	4250	1,921	Public Health Officials & Professionals	3074	62,332
Health Service Facilities & Programs	0250	40,624	OB-GYN, Reproductive Health & Women's Health Nurses	4077	27,342
Healthcare Market Research Executives	4520	2,551	Occupational Therapists	1255	57,509
HIPAA Compliance Directors at Hospitals	4921	4,805	Ophthalmologists	4040	24,372
Hispanic Medical Professionals	4417	315,558	Optometrists	4089	27,765
HMO/PPO Healthcare Systems	1516	7,997	Pain Care Facilities & Physicians	4245	279,470
Home Health Care Agencies & Professionals	4270	20,988	Pediatricians and Pediatric Health Professionals	4070	116,092
Hospices	4220	6,842	Pharmaceutical & Health Care Companies with Large Advertising Budgets	4315	3,132
Hospital Personnel	1215	94,627	Pharmaceutical Manufacturers	1411	17,609
Kidney Dialysis & Transplant Centers	4240	3,407	Pharmacists	1517	262,291
Life, Accident & Health Insurance Companies and Executives	4540	16,575	Physical Therapists	1440	149,444
Marriage & Family Therapists	4909	44,434	Podiatrists	4088	18,896
Medical & Dental Schools and Deans	4110	997	Private Practice Physicians	4050	203,402
Medical & Ophthalmic Device Manufacturers & Wholesalers	4320	83,376	Prominent American Medical Professionals	4425	29,170
Medical and Allied Research Facilities & Directors	4125	4,425	Psychiatrists	4037	24,842
Medical and Health Labs	4280	37,175	Psychologists	0367	75,704
Medical Libraries	4115	6,067	Public Health Depts., Agencies & Officials	3074	94,388
Medical Organizations & Officials	1525	14,822	Radiological Techs (X-Ray Techs)	1442	201,843
Medical Services	4275	1,350,658	Radiologists	4015	29,270
Medical Staff at Retirement Facilities	4260	5,458	Rehabilitation Facilities, Programs & Services	1514	30,963
Medical, Health & Allied Lawyers	4535	102,880	Respiratory Therapists	2136	66,170
Medical, Health & Allied Newspapers, Newsletters and Magazines	4120	4,122	Social Workers	1608	227,539
Mental Health Professionals, Facilities, Organizations & Agencies	4230	464,535	Speech & Hearing Therapists	1441	67,373
Neonatal, Perinatal and Midwife Nurses	4078	22,200	Sports Medicine Clinics and Surgeons	4265	3,640
Nephrologists	4045	6,320	Substance Abuse Treatment & Prevention Programs & Professionals	4225	8,426
Neurologists	4035	27,682	Surgeons	4010	91,395
Nurse Anesthetists (CRNAs)	4075	21,637	Therapists & Rehabilitation Programs	4060	718,720
Nurses	1504	3,811,077	Veterinarians	1191	65,884
Nursing Homes	1566	76,430	Women's Health Medical Professionals	4072	89,003

HDMI American Medical Doctors Masterfile

HDMI offers one of the most comprehensive medical doctors files on the market today. We compile over 800,000 highly trained medical doctors who play a key role in increasing life expectancy and quality of life across America. HDMI compiles this file using multiple sources including directories and sources of proprietary physician association rosters by physician specialty.

Our file is selectable by primary specialty. We can also provide you with powerful demographics such as: state of licensure, month, year and state of birth, state of education, current position, medical school attended, type of practice, phone and fax numbers, DEA#, drug prescribing data and much more. We've also identified home-based practices, which allows marketers to target by such household demographics as dwelling type, age, marital status, presence of children, mail order buyers, donors and more. In addition to the 800,000 medical doctors there are also 146,000 administrative names (office/financial/personnel managers) available at over 92,000 practices.

The American HDMI Medical Doctors Masterfile has one base price, so you never have to worry about royalties or offer-based pricing.

Specialties include the following

Addiction Medicine	1,801	Sports Medicine Orthopedic Surgery	2,779
Allergy	2,458	Otorhinolaryngology	8,953
Allergy & Immunology	1,995	Pain Management	3,174
Anesthesiology	27,172	Pathology	13,474
Cardiology/Chest	18,959	Pathology—Anatomic	12,747
Cardiovascular Disease	13,817	Pathology—Clinical	9,812
Critical Care Medicine	9,467	Pathology—Forensic	1,712
Critical Care Surgery	1,550	Pathology—Cytopathology	1,641
Dermatology	10,194	Pediatric Cardiology	1,519
Diabetes	758	Pediatrics	83,020
Emergency Medicine	23,452	Physical Medicine & Rehabilitation	6,388
Endocrinology	5,928	Plastic Surgery	4,990
Endocrinology—Reproductive	1,252	Preventive Medicine	1,581
Family Practice	105,113	Psychiatry	35,197
Gastroenterology	11,719	Psychiatry—Child	4,599
General Practice	8,643	Psychiatry—Forensic	1,560
Geriatrics	11,481	Psychiatry—Geriatric	2,155
Hematology	8,760	Psychoanalysis	1,257
Infectious Diseases	5,995	Public Health	1,920
Internal Medicine	162,552	Pulmonary Disease	9,737
Maternal & Fetal Medicine	1,281	Radiologic Therapeutic Physicists/Research	2,141
Neonatal-Perinatal Medicine	3,554	Radiology	24,140
Nephrology	7,402	Radiology—Diagnostic	17,663
Neurological Surgery	2,637	Rheumatology	4,550
Neurology	12,222	Surgery—Colon & Rectal	1,419
Neurophysiology—Clinical	1,251	Surgery—General	54,141
Nuclear Medicine	3,269	Surgery—Hand	2,471
Obstetrics	26,014	Surgery—Head & Neck	1,544
Obstetrics & Gynecology	57,427	Surgery—Neurological	3,050
Gynecology	27,258	Surgery—Plastic/Cosmetic	3,414
Gynecological Oncology	326	Surgery—Thoracic Cardiovascular	4,146
Occupational Medicine	3,360	Surgery—Vascular	3,698
Oncology—Medical	14,960	Surgery—Critical Care	1,551
Ophthalmology	32,324	Thoracic Surgery	2,841
Orthopedic Surgery	22,229	Urology	10,689

OTHER SPECIALTIES AVAILABLE, PLEASE INQUIRE

HDMI Nurses File

HDMI is pleased to offer you the best nurse list on the market.

HDMI's Nurses file is the largest and most accurate list of state licensed nurses available. You can reach over 3.5 million nurses selectable by license type, nurse specialty, state of license and date of certification.

In addition, the file is also selectable by demographic enhancements such as telephone numbers, age, income, homeowners/renters, length of residence, home value, marital status, presence of credit cards, presence/number of children, mail order buyers and donors.

This file is the premiere source of nurses for recruiters, medical supply catalogs, uniform catalogs and continuing education mailers. The additional enhancements make the file great for credit card companies, consumer catalogs, children's products, home improvement, fund-raising and much more

Selections by License Type

Licensed Practical Nurse	784,395
Nurses' Assistant	283,640
Registered Nurse - Professional Nurse	2,626,691

Selections by License Type, with telephone numbers

Licensed Practical Nurse	278,103
Nurses' Assistant	108,222
Registered Nurse - Professional Nurse	1,060,335

Some specialties include the following

Emergency Care	20,401
Neonatal, Perinatal & Midwives	21,346
Nurse Anesthetist	20,152
Nurse Practitioner	50,755
OB/GYN, Reproductive & Women's Health	26,369
Public Health	30,895
Medical/Surgical	108,742
Advanced Practice	23,514
Critical Care	17,018
Home Health	88,098
Cardiopulmonary	31,649
Pediatrics	25,026

- RNs constitute the largest group among all the health occupations.
- Regional average annual salaries for full-time RNs in staff positions range nationwide from \$43,000 to \$63,000.
- Nurses' purchasing power continues to grow: Nurses who are paid an annual salary and those paid by the hour both saw their earnings increase by 10% since 2001.
- In 2003, 53% of the nurses were in Advanced Nursing Education programs that led to a baccalaureate degree. Another 36.4% were enrolled in programs that would lead to a Masters degree.
- A recent study found 71.5% of registered nurses are married and 52% had children living at home. 45% of married nurses with children under age 6 preferred to work part-time.
- 44 states plus the District of Columbia are expected to have RN shortages by the year 2020.

OTHER SPECIALTIES AVAILABLE. PLEASE INQUIRE.

HDMI Hospital Personnel Masterfile

Healthcare is a business and, like every other business, it needs good management to keep it running smoothly. The term "Hospital Personnel" encompasses all individuals who plan, direct, coordinate, and supervise the delivery of healthcare. Hospital Personnel include specialists and executive generalists. Specialists are in charge of specific clinical departments or services, while executive generalists manage or help to manage an entire facility or system.

Select by Title/Job Function, Bed Size, Employee Size, Annual Budget, Specialty Services, Facilities, Type of Institution, Multi-Hospital System Locations and Ownership Control—the most vertical-comprehensive database on the market today.

Here are some examples of the key Hospital Personnel we can provide:

Title/Job Function	Quantity	Title/Job Function	Quantity
Anesthesiology-Chief of	4,231	Laboratory Director	5,789
Business Office Director	6,669	Marketing Director	5,897
Cardiology-Director of	2,363	Medical Director	5,365
Central Supply Director	6,584	Medical Records Director	8,401
Chief Administrator	6,662	Nursing Director	8,331
Chief Executive Officer/President	8,767	OB/GYN-Chief of	5,963
Chief Financial Officer	8,265	Oncology Director	1,834
Chief Information Officer	5,003	Operating Room Director	4,814
Chief of Medical Staff	6,129	Pharmacy Director	7,955
Chief of Internal Medicine	2,882	Physical Therapy Director	6,979
Chief of Surgery	3,745	Physician Director of ER	4,404
Chief Operating Officer	5,224	Purchasing Director	10,697
Discharge Planning Director	6,897	Quality Assurance Director	6,924
Emergency Room Services Coordinator	7,704	Radiology/Diagnostic/Imaging Director	10,738
Food Services Director	6,052	Respiratory Therapy-Director of	6,448
HIPAA Compliance Director	4,812	Risk Management Director	6,277
Human Resources Director	8,725	Safety Director	8,189
ICU/CCU Director	4,706	Security Director	5,801
Infection Control Director	7,582	Social Services Director	5,606
Infectious Diseases Director	5,778	Women's Health Services Director	2,429
Information Systems/MIS Director	6,317		

AND MUCH MORE (OVER 135 TITLES/JOB FUNCTIONS) AVAILABLE...

Direct Medical E-mail Broadcast Service

When you need to send an important or urgent message to a doctor or medical professionals, don't settle for SOON or ASAP when NOW is what you need.

HDMI has 300,000+ Doctors (by Specialty) and Medical Professionals (by Occupation) with e-mail addresses to choose from:

Family Practice – 41,984

Pediatrics – 30,901

Dentists – 20,247

Internal Medicine – 52,448

Oncology – 8,215

Psychologists – 6,780

OB/GYN – 16,500

Radiology – 1,812

Veterinarians – 4,113

OVER 60 SPECIALTIES TO CHOOSE FROM...

If you are looking to reach medical doctors and allied healthcare professionals for immediate promotions, drug recalls, new product announcements, continuing medical education seminars & conferences, surveys & market research, new practice opportunities, and website promotions, HUGO DUNHILL MEDICAL INFORMATION's Direct Medical E-mail Broadcast Service is the right marketing tool for you.

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Health & Medical Association Lists available from HDMI

American Medical Association

PHYSICIANS MASTERFILE

800,000+ Physicians and 62,000+ Medical Students

This popular list is the AMERICAN MEDICAL ASSOCIATION's Masterfile of all physicians—both members and non-members—in the United States and its territories. The AMA maintains the list through surveys, publication mailings, and contracts with medical schools, hospitals, specialty boards, state licenses and medical societies. It includes the most complete and accurate list of MD's available from any source for use by medical companies and others who wish to target physicians.

HDMI offers direct marketers access to medical doctors by primary and/or secondary specialty, type of practice, medical school attended, board certification, licensure (state and year), year of graduation, age and gender.

Available file enhancements can be selected by Prescription Profile Data (Market/Therapeutic Drug Class, Product Specific, Prescription Volume), CME Information (Topic Preference), Recruitment Data (Willing to Relocate), Practice Information (Patient Volume), and much more...

Family Practice	88,107
General Practice	14,755
Internal Medicine	111,052
OB/GYN	39,423
Pediatrics	56,070
Radiology	29,553
Surgeons	92,109
Cardiology	22,037
and much more...	

American Dental Association

DENTISTS DATABASE

204,000+ Dentists and 12,000+ Dental Students

This popular list is the AMERICAN DENTAL ASSOCIATION's Masterfile of all dentists—both members and non-members—in the United States and its territories. The ADA maintains the list through membership rosters, dental schools, state licenses and dental societies. It includes the most complete list of Dentists available.

HDMI offers direct marketers access to dentists by specialty (General Practice, Oral Surgeons, Orthodontists, etc...), primary occupation (private practice, military, public health, etc...), age, gender, dental school, year of graduation, state licensure, type of address and telephone number.

General Practice	126,000
Oral Surgeon	6,254
Orthodontist	9,213
Endodontist	4,102
Pedodontist	4,479
Periodontist	4,981
Prosthodontist	3,300
Oral Pathologist	401
Federal Public Health	938

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"My advice?..."

...Choose Hugo Dunhill for the highest quality,
most reliable Medical Information."

LOOK INSIDE!

You will find a quick overview of the healthcare professionals you
can reach with HDMI.

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PRESCRIPTION DATA • PHARMACEUTICAL MANUFACTURERS



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