



**DB Source Business and Executive Database**

**Count: 16,842,706**

**E-mails: 4,749,910**

**42% Male      98% Zip + 4      99% Phones      37% Fax Numbers      28% E-mail Records**

With a universe of over 9 million businesses and 16 million executives, you now have the most comprehensive business information available. Hugo Dunhill Mailing Lists is well recognized for its wide range of job titles - over 200 are available. Our DB Source database is multi-sourced using yellow pages and business white pages, along with annual reports, government data, business directories, corporate and executive registers and public records. In order to ensure accuracy, the file is then put through a telephone verification process to update and obtain additional information such as employee size, key contact name and primary SIC code. The fact is that well-sourced, intelligently selected business lists and demographically rich databases are the most powerful tools for selling products and services in today's complex business environment. Reaching the right person with the right message is everything. Hugo Dunhill Mailing Lists' DB Source database can do just that for you. We can help you locate new markets, identify new opportunities and build existing relationships.

**Selections by Job Title**

|                                  |           |
|----------------------------------|-----------|
| Administration                   | 308,381   |
| Board of Directors               | 101,758   |
| Chairman                         | 18,568    |
| Chief Engineer                   | 114,670   |
| Chief Executive Officer (CEO)    | 413,493   |
| Chief Financial Officer (CFO)    | 41,434    |
| Chief Information Officer (CIO)  | 267,865   |
| Chief Operating Officer (COO)    | 455,574   |
| Controller                       | 39,024    |
| Corporate Communications Manager | 13,975    |
| Development Director             | 19,746    |
| Director                         | 318,019   |
| Editor                           | 19,937    |
| Executive Director               | 118,600   |
| Executive Vice President         | 21,282    |
| Financial Manager                | 384,207   |
| General Counsel                  | 63,375    |
| General Manager                  | 39,532    |
| Government Affairs Manager       | 10,261    |
| Human Resources Administrator    | 198,746   |
| International Vice President     | 4,434     |
| Librarian                        | 71,244    |
| Manufacturing Vice President     | 25,206    |
| Medical Director                 | 144,840   |
| Office Manager                   | 393,966   |
| Other Managers                   | 3,376,838 |
| Owner                            | 3,331,192 |
| Partner                          | 402,717   |
| Planning Manager                 | 2,326     |
| President                        | 594,544   |
| Professor                        | 176,429   |
| Public Relations Manager         | 13,975    |
| Public Works Superintendent      | 7,349     |
| Publisher                        | 19,937    |
| Purchasing Director/Agent        | 71,936    |
| Religious/Minister/Pastor/Priest | 178,478   |
| Sales Manager                    | 504,223   |
| Technical Director               | 25,284    |
| Vice President of Marketing      | 424,867   |
| Vice President of Sales          | 504,223   |

**Selections by Employee Size**

|         |           |             |         |
|---------|-----------|-------------|---------|
| 1-4     | 5,829,685 | 250-499     | 376,515 |
| 5-9     | 2,975,642 | 500-999     | 200,912 |
| 10-19   | 2,556,044 | 1000-4999   | 151,499 |
| 20-49   | 2,208,214 | 5000 & Over | 12,093  |
| 50-99   | 1,205,683 | None Listed | 314,285 |
| 100-249 | 1,008,139 |             |         |



**HUGO DUNHILL MAILING LISTS**

SALES LEADS \* PROSPECTING LISTS \* E-MAIL LISTS  
11211 John Galt Boulevard Omaha, NE 68137 Toll  
Free: 800-223-6454 www.hdml.com

**DB Source Business and Executive Database**

**List: 6099-3**

**AAA - DB Source Business and Executive Database**

**Count: 16,842,706**

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**Selections by Sales Volume**

|                           |           |
|---------------------------|-----------|
| No Sales Volume Available | 2,225,450 |
| Under \$999K              | 6,087,558 |
| \$1MM-\$4.9MM             | 4,764,751 |
| \$5MM-\$9.9MM             | 1,163,898 |
| \$10MM-\$24.9MM           | 1,068,764 |
| \$25MM-\$74.9MM           | 742,207   |
| \$75MM-\$199.9MM          | 347,734   |
| \$200MM-\$499.9MM         | 177,330   |
| \$500MM-\$999.9MM         | 82,158    |
| \$1 Billion & Over        | 152,297   |

**Other Selections**

|   |           |
|---|-----------|
| SIC 2, 3, 4, 6 or 8 digit                 | N/C       |
| Primary SIC                               | N/C       |
| Executive - Top Contact Name              | \$20/M    |
| By Job Title                              | add \$5/M |
| Number of Employees                       | \$5/M     |
| Sales Volume                              | \$5/M     |
| Company HQ/Branch/Single Location         | \$10/M    |
| Branches & Franchises of Chain Operations | \$10/M    |
| Includes by Type (McDonald's, Ford, etc)  |           |
| Importers/Exporters                       | \$5/M     |
| Year Business Started                     | \$10/M    |

**Further Selections - Inquire for Pricing**

- Home Based Businesses - Cottage Industry
- Minority Owned Businesses
  - Minority Class
- Small Businesses
- Minority Owned Businesses
  - Minority Class
- Women Owned Businesses

**State Counts**

|           |           |           |         |           |         |              |                   |           |           |
|-----------|-----------|-----------|---------|-----------|---------|--------------|-------------------|-----------|-----------|
| <b>AK</b> | 53,768    | <b>HI</b> | 66,431  | <b>MI</b> | 526,389 | <b>NV</b>    | 117,552           | <b>TN</b> | 326,465   |
| <b>AL</b> | 258,890   | <b>IA</b> | 197,361 | <b>MN</b> | 340,807 | <b>NY</b>    | 968,102           | <b>TX</b> | 1,221,153 |
| <b>AR</b> | 154,969   | <b>ID</b> | 89,142  | <b>MO</b> | 344,612 | <b>OH</b>    | 614,292           | <b>UT</b> | 130,230   |
| <b>AZ</b> | 290,774   | <b>IL</b> | 753,199 | <b>MS</b> | 130,034 | <b>OK</b>    | 199,931           | <b>VA</b> | 439,988   |
| <b>CA</b> | 2,018,987 | <b>IN</b> | 329,974 | <b>MT</b> | 73,018  | <b>OR</b>    | 236,051           | <b>VI</b> | --        |
| <b>CO</b> | 312,184   | <b>KS</b> | 183,523 | <b>NC</b> | 501,480 | <b>PA</b>    | 695,804           | <b>VT</b> | 47,059    |
| <b>CT</b> | 222,734   | <b>KY</b> | 211,874 | <b>ND</b> | 51,774  | <b>PR</b>    | --                | <b>WA</b> | 393,549   |
| <b>DC</b> | 87,923    | <b>LA</b> | 234,767 | <b>NE</b> | 123,038 | <b>RI</b>    | 58,016            | <b>WI</b> | 342,300   |
| <b>DE</b> | 50,414    | <b>MA</b> | 433,289 | <b>NH</b> | 85,852  | <b>SC</b>    | 226,255           | <b>WV</b> | 66,590    |
| <b>FL</b> | 1,044,334 | <b>MD</b> | 309,568 | <b>NJ</b> | 487,406 | <b>SD</b>    | 57,420            | <b>WY</b> | 38,197    |
| <b>GA</b> | 508,728   | <b>ME</b> | 85,546  | <b>NM</b> | 100,963 | <b>Total</b> | <b>16,842,706</b> |           |           |

**Pricing 25% Commission to Recognized Brokers**

|               |                     |               |           |                 |           |
|---------------|---------------------|---------------|-----------|-----------------|-----------|
| <b>Base</b>   | <b>\$ 80/M</b>      | Title Address | \$ 5/M    | Cheshire        | No Charge |
| Minimum Order | \$ 250              | Job Title     | \$ 5/M    | PS Labels       | \$ 7/M    |
| Unlimited Use | \$ 160/M            | Gender        | \$ 5/M    | Galley          | \$ 10/M   |
| Duplicate Set | \$ 40/M             | SCF           | \$ 5/M    | Diskette        | \$ 25/F   |
| Run Charges   | \$ 10/M             | County        | \$ 5/M    | CD-Rom          | \$ 25/F   |
| Special Sort  | \$ 5/M              | Zip Codes     | \$ 5/M    | E-mail Delivery | \$ 25/F   |
| Size Select   | \$ 5/M              | State         | No Charge | Phones          | \$ 15/M   |
| Key Code      | \$ 3/M              | Zip + 4       | No Charge | Fax Numbers     | \$ 45/M   |
| Email Records | \$ 350/M, min. 5000 |               |           |                 |           |

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