



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

Libraries

List: 1212-3

Libraries

Count: 97,786

32% Male 55% Female 92% Zip + 4 96% Phones 81% Fax Numbers

This brand new file features public, government, academic and special libraries and key personnel. These are ideal prospects for cataloging and data storage software.

Selections by Type of Library

| | |
|-----------------------|--------|
| City Government | 119 |
| College or University | 928 |
| Community College | 27 |
| Engineering | 2 |
| Government | 3 |
| Institutional | 16,711 |
| Law | 63 |
| Medical | 38 |
| Military | 100 |
| Network | 10 |
| Public | 4,761 |
| Special | 21,266 |
| State Government | 16 |

Selections by Job Title

| | | | |
|---------------------------|--------|-------------------------------|--------|
| Administration | 1,339 | General Counsel | 1,091 |
| Board of Directors | 711 | General Manager | 68 |
| Chairman | 136 | Human Resources Administrator | 1,321 |
| Chief Engineer | 1,344 | Librarian | 35,342 |
| Chief Executive Officer | 1,937 | Other Managers | 12,604 |
| Chief Financial Officer | 275 | Owner | 172 |
| Chief Information Officer | 3,068 | Partner | 1,896 |
| Chief Operating Officer | 2,459 | Planning Manager | 24 |
| Controller | 212 | President | 627 |
| Development Director | 163 | Professor | 2,801 |
| Director | 16,375 | Public Relations Manager | 176 |
| Editor | 159 | Purchasing Director/Agent | 366 |
| Executive Director | 703 | Technical Director | 147 |
| Executive Vice President | 187 | Vice President of Marketing | 2,004 |
| Financial Manager | 3,925 | Vice President of Sales | 787 |

Selections by Employee Size

| | |
|-------------|--------|
| 1-4 | 11,592 |
| 5-9 | 11,288 |
| 10-19 | 20,431 |
| 20-49 | 11,533 |
| 50-99 | 7,351 |
| 100-249 | 10,057 |
| 250-499 | 9,189 |
| 500-999 | 7,303 |
| 1000-4999 | 6,804 |
| 5000 & Over | 349 |

Selections by Sales Volume

| | |
|---------------------------|--------|
| Not Available | 1,696 |
| No Sales Volume Available | 73,831 |
| Under \$999K | 1,290 |
| \$1MM-\$4.9MM | 2,791 |
| \$5MM-\$9.9MM | 2,157 |
| \$10MM-\$24.9MM | 3,025 |
| \$25MM-\$74.9MM | 5,139 |
| \$75MM-\$199.9MM | 2,745 |
| \$200MM-\$499.9MM | 2,677 |
| \$500MM-\$999.9MM | 682 |
| \$1 Billion & Over | 1,753 |



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State Counts

| | | | | | | | | | |
|----|-------|----|-------|----|-------|--------------|---------------|----|-------|
| AK | 304 | HI | 341 | MI | 2,884 | NV | 332 | TN | 1,645 |
| AL | 1,353 | IA | 1,869 | MN | 2,084 | NY | 6,694 | TX | 4,705 |
| AR | 812 | ID | 511 | MO | 2,120 | OH | 4,250 | UT | 920 |
| AZ | 1,191 | IL | 5,546 | MS | 774 | OK | 984 | VA | 2,577 |
| CA | 8,541 | IN | 2,112 | MT | 592 | OR | 1,772 | VI | -- |
| CO | 1,848 | KS | 1,060 | NC | 2,501 | PA | 4,564 | VT | 745 |
| CT | 2,103 | KY | 1,523 | ND | 289 | PR | 2 | WA | 2,146 |
| DC | 2,493 | LA | 1,188 | NE | 949 | RI | 674 | WI | 2,850 |
| DE | 306 | MA | 3,340 | NH | 919 | SC | 1,356 | WV | 513 |
| FL | 3,006 | MD | 1,301 | NJ | 2,604 | SD | 374 | WY | 577 |
| GA | 1,984 | ME | 1,038 | NM | 620 | Total | 97,786 | | |

Pricing 25% Commission to Recognized Brokers

| | | | | | |
|---------------|----------------|---------------|-----------|-----------------|-----------|
| Base | \$ 80/M | 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 |

Contact

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