

**DEFENSE CONTRACT OFFICERS**

\$85/M  
MIN. 5,000

#009a-X0844-63-R

**170,712 Defense Contract Officers By Name**  
**130,442 Defense Contractors w/Top Executive**

A current compilation of companies doing military contract work and the officers responsible for the bidding for these contracts. Recent military budget cutbacks will sharpen competition immensely, and there is sure to be interest in any business offer that will enhance their ability to place successful bids.

**SELECTIONS AVAILABLE**

- ✓ Minority Ownership By Type - \$10/M
  - African American
  - Native American
  - Hispanic
  - Asian
  - Indian Subcontinent
  - Female
- ✓ Veteran Owned - \$5/M
- ✓ Vietnam Veteran Owned - \$5/M
- ✓ Employee Size - \$5/M
- ✓ Business Type (SIC Code) - \$5/M
- ✓ Sales Volume - \$5/M
- ✓ E-mail Addresses - \$80/M
- ✓ Web Page Addresses (URL) - \$25/M
- ✓ Security Clearance - \$5/M
- ✓ Facility Size - \$5/M
- ✓ Percentage of R & D - \$5/M
- ✓ Accept Gov't Credit Card - \$5/M
- ✓ Annual Revenue - \$5/M
- ✓ Exporters - \$5/M
- ✓ FSC Code - \$10/M

**Also Available**

***Federal Gov't Contractors w/Executives By Name – See separate card.***

2,795	AL	2,101	KY	725	ND
956	AK	2,734	LA	6,323	OH
2,276	AZ	749	ME	1,883	OK
1,258	AR	5,918	MD	3,236	OR
24,521	CA	4,118	MA	7,184	PA
3,746	CO	4,585	MI	716	RI
2,426	CT	2,887	MN	1,759	SC
384	DE	1,267	MS	487	SD
873	DC	3,306	MO	2,648	TN
9,634	FL	842	MT	10,061	TX
5,044	GA	1,000	NE	1,144	UT
1,309	HI	989	NV	443	VT
883	ID	1,211	NH	6,962	VA
6,310	IL	5,442	NJ	4,756	WA
2,705	IN	1,957	NM	958	WV
1,496	IA	8,482	NY	0	WI
1,725	KS	3,432	NC	376	WY

**FW**

**Zip Sequence**  
**4-up Cheshire**

★★★★★★★★★★

**P-S Labels - \$10/M**

**Disk/Email/CD/FTP - \$50/L**

**State - \$5.00/M**  
**SCF - \$5.00/M**

**Keying - \$3/M**  
**Title Address - \$3/M**

★★★★★★★★★★

**Phones - \$25/M**

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**Fax Numbers - \$50/M**

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