

MANUFACTURERS & THEIR EXECUTIVES

\$65/M
MIN. \$325

2008



417,815 Manufacturing Firms — 1,154,169 Executives

SELECTIONS - +\$10/M

✓ HQ vs. Branch	EXEC'S	FIRMS
HQ	854,450	358,198
Branch/Div/Sub.	276,183	55,246

✓ By Number of Employees	EXEC'S	FIRMS
1 - 19	371,080	224,568
20 - 49	207,319	77,964
50 - 99	140,230	39,020
100 - 499	241,101	47,560
500 - 999	50,001	6,728
1,000 & over	117,115	7,341

✓ By SIC (Samples shown below)	
22,353	Apparel & Fabric Products (SIC 23)
21,037	Chemicals (SIC 28)
24,524	Food/Beverages (SIC 20)
14,758	Furniture etc. (SIC 25)
21,596	Instruments etc. (SIC 38)
2,395	Leather/Products (SIC 31)
28,563	Lumber & Wood (SIC 24)
80,816	Machinery excl Electric (SIC 35)
13,949	Metal Primary Ind (SIC 33)
10,023	Paper (SIC 26)
3,882	Petroleum Refining (SIC 29)
76,740	Printing & Publishing (SIC 27)
6,511	Textile Mill Products (SIC 22)

- ✓ **By Sales Volume**
- ✓ **Subsidiary/Division/Branch/Affiliate**

✓ By Title or Job Function	
238,717	President
98,181	Owner
33,699	CEO
20,389	Board Chairman
62,433	Treas/Controller/CFO
24,880	Exec/Senior VP
21,553	Corporate Secretary
15,175	Personnel Manager
51,461	Marketing Director
8,575	Advertising/Promotion
75,918	Sales/Merchandising
39,272	R&D/Engineering
3,709	DP Manager
5,188	Traffic/Distribution Manager
83,563	Plant/Mfg/Ops Mgr.
15,675	Board Members
3,898	Accounting Mgr.
5,577	COO
18,363	Admin. - Various Titles
396,051	Division/Group President/VP/Mgr.
10,729	International Director

✓ By Import/Export	EXEC'S	FIRMS
Importing	45,329	7,699
Exporting	243,458	62,673
Both	138,762	26,587

- Zip Sequence**
- 4-up Cheshire**
- ★★★★★★★★★★★★
- P-S Labels - \$10/M**
- Disk/Email/CD/FTP - \$50/L**
- State - \$8/M**
- SCF - \$8/M**
- Keying - \$3/M**
- Title Address - \$3/M**
- ★★★★★★★★★★★★
- Phones - \$20/M**
- Fax #s - \$40/M**
- CASS Certified**

1,154,169 EXECUTIVES

17,892 AL	49,917 FL	12,349 LA	7,395 NE	73,040 OH	49,130 TX
1,399 AK	32,993 GA	5,479 ME	3,842 NV	14,103 OK	8,894 UT
13,588 AZ	2,112 HI	16,619 MD	7,839 NH	15,535 OR	3,686 VT
9,678 AR	5,042 ID	35,462 MA	35,940 NJ	63,885 PA	22,315 VA
103,449 CA	70,923 IL	52,595 MI	4,356 NM	7,091 RI	18,787 WA
15,185 CO	32,564 IN	32,731 MN	64,059 NY	14,472 SC	5,558 WV
23,160 CT	17,730 IA	9,096 MS	31,969 NC	3,016 SD	40,110 WI
2,646 DE	12,540 KS	26,640 MO	2,448 ND	19,245 TN	1,528 WY
2,219 DC	16,882 KY	3,611 MT			

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