



## MAJOR COMPANIES BUSINESS LIAISONS

B-to-B International

*This database consists of* senior and mid level executives in the biggest companies in countries represented in this list. This is the premier list to reach key decision makers in major corporations in more than 51 countries worldwide.

*Sourced from* Industry Associations

### SEGMENTS

87,505	Mailing List	\$195/M
76,854	Telemarketing List	\$195/M
53,209	Fax List	\$195/M
20,895	Email List	\$195/M

### SELECTS

Geography, Industry, Job Title,  
Language, Area of Responsibility

All Selects: *FREE of charge*

### GEOGRAPHY

Worldwide

### UPDATE FREQUENCY

Every 3 months

### MINIMUM ORDER

Quantity: 3,000

### DELIVERY

48 hours

### METHOD OF ADDRESSING

Email Delivery *FREE of charge to mail house*

Floppy disc 15.00/F each

CD-ROM 50.00/F each

Labels 15.00 / M

Courier charges: at cost, Key Coding available

### COMMISSION

Broker: 20%

Agency: 15%

### UNIT OF SALE

n/a

### RECOMMENDED USAGE

Trade Fair participation

High-End executive training seminars

Major corporate acquisitions

### SAMPLE REQUIRED



**GEOGRAPHICAL BREAKDOWN OF POSTAL ADDRESSES as of June 01.2003**

940	Argentina	2,018	Thailand
1,376	Australia	470	Turkey
1,891	Austria	712	United Arab Emirates
1,306	Belgium	2,951	United Kingdom
1,056	Brazil	14,696	United States
347	Bulgaria	458	Venezuela
5,981	Canada	1,117	OTHERS
512	Chile		
2,283	China (excl. Hong Kong)		
280	Colombia		
736	Czech Republic		
819	Denmark		
1,020	Egypt		
822	Finland		
4,532	France		
4,476	Germany		
587	Greece		
6,586	Hong Kong		
533	India		
2,260	Indonesia		
218	Iran		
703	Ireland		
580	Israel		
3,364	Italy		
5,970	Japan		
1,700	Malaysia		
470	Mexico		
1,629	Netherlands		
2,260	New Zealand		
247	Nigeria		
832	Norway		
237	Peru		
2,321	Philippines		
797	Poland		
725	Portugal		
704	Romania		
1,806	Russia		
1,407	Saudi Arabia		
1,509	Singapore		
820	South Africa		
724	South Korea		
1,290	Spain		
822	Sweden		
1,277	Switzerland		
1,328	Taiwan		

**Selections by Industry Classification:**

agriculture, forestry, fishing  
 mining  
 construction  
 manufacturing  
 transportation, communication, electric, gas  
 wholesale trade  
 retail trade  
 finance, insurance, and real estate  
 services  
 public administration

**Area of Responsibility**

general management  
 marketing and sales  
 finance and accounting  
 human resources  
 production and logistics  
 management information systems  
 quality control  
 purchasing

*For countries not listed above, please contact us for counts.*