



## S M E BUSINESS LIAISONS

B-to-B International

*This database consists of* key business executives at business enterprises with less than 100 employees.

*Sourced from* Industry Associations

### SEGMENTS

409,065	Mailing List	\$195/M
392,702	Telemarketing List	\$195/M
269,983	Fax List	\$195/M
106,357	Email List	\$195/M

### GEOGRAPHY

Worldwide

### MINIMUM ORDER

Quantity: 3,000

### 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

### RECOMMENDED USAGE

Business Application Software's  
Directory Advertising and Listing  
Office Equipment and Supplies

### SELECTS

Geography, Job Function / Title, SIC,  
Monthly Income, Gender, Language  
Address: private / business

All Selects: *FREE of charge*

### UPDATE FREQUENCY

Every 3 months

### DELIVERY

48 hours

### COMMISSION

Broker: 20%

Agency: 15%

### UNIT OF SALE

n/a

### SAMPLE REQUIRED



**GEOGRAPHICAL BREAKDOWN OF POSTAL ADDRESSES as of June 01. 2003**

2,316	Argentina	32,514	United States
11,198	Australia	4,012	Venezuela
6,406	Austria	4,662	OTHERS
6,276	Belgium		
9,384	Brazil		
3,071	Bulgaria		
16,364	Canada		
3,768	Chile		
9,194	China (excl. Hong Kong)		
1,340	Colombia		
3,871	Czech Republic		
6,394	Denmark		
2,307	Egypt		
5,648	Finland		
21,798	France		
27,005	Germany		
3,451	Greece		
16,354	Hong Kong		
2,309	India		
4,660	Indonesia		
1,362	Iran		
6,124	Ireland		
5,520	Israel		
10,137	Italy		
19,688	Japan		
5,364	Malaysia		
8,017	Mexico		
8,937	Netherlands		
9,467	New Zealand		
1,375	Nigeria		
6,109	Norway		
2,317	Peru		
6,394	Philippines		
5,648	Poland		
5,513	Portugal		
3,411	Romania		
6,257	Russia		
4,916	Saudi Arabia		
5,322	Singapore		
4,719	South Africa		
8,949	South Korea		
6,084	Spain		
6,075	Sweden		
8,217	Switzerland		
13,510	Taiwan		
14,084	Thailand		
2,321	Turkey		
6,124	United Arab Emirates		
12,803	United Kingdom		

**Selections available: INDUSTRY CLASSIFICATION**

agriculture, forestry, fishing  
 mining  
 construction  
 manufacturing  
     transportation; communications; 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  
 others

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