

INDUSTRIAL & COMMERCIAL

106,000 decision makers



Description

The Industrial and Commercial file is designed to provide access to key contacts in larger businesses across the UK – those which make up the real powerhouses of the economy, across all commercial sectors. These blue-chip decisionmakers command significant budgets and are receptive to innovation and development opportunities.

Coverage spans all commercial business sectors, including manufacturing, financial services and an enormous range of business and consumer services. A wide range of contacts are available, ranging from senior directors to finance, personnel, sales & marketing, and information technology.

The available selection criteria are extremely broad, allowing targeting opportunities for business sectors, sizes of organisation and contact channel. Telephone and email data is available in addition to postal addresses.

The file is pooled from a variety of sources including directory information, membership bodies, and Companies House data; together with desk, telephone and web research. Aggregating data from a number of sources creates a larger file, and also allows for greater opportunities for verification. The file is updated on a monthly basis and screened against standard suppression files prior to supply.

This highly-responsive file should be considered for many promotions such as financial services, IT products, publishing and subscriptions, legal services and corporate hospitality, not to mention fundraising opportunities.

Please see overleaf for count breakdowns.

Available Selections

Job Function	Employee Band
Business Type	Turnover
SIC Code	Email Address
Geography	Telephone Number

Postal Data Costs

Single Use	£140 per thousand
12 Months Lease	£250 per thousand
Outright Purchase	£400 per thousand

Broker Commission 20%

Selection Costs

Email Address	£70 per thousand
Telephone Numbers	£20 per thousand
Other Selections	£10 per thousand

Output & Delivery

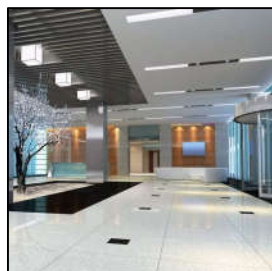
Email	£10
CD-ROM	£50
S/A Labels	£25 per thou + P&P
Delivery Time	2-3 working days

Minimum data order value: £250

All costs exclude VAT

DMA List Warranty No: 003692

*All lists are seeded to detect unauthorized use.
Orders are subject to our Terms & Conditions.*



*For more details call **0844 736 2512**
or email **think@thinking-data.co.uk***

INDUSTRIAL & COMMERCIAL Breakdown



Sector Coverage *number of companies*

Agriculture, Forestry & Fishing	589
Construction	3,255
Financial Services	1,239
Information Technology	1,808
Manufacturing	12,052
Mining & Quarrying	271
Other Business Activities	8,609
Other Services	663
Real Estate	1,284
Recreation, Culture & Sports	2,688
Rentals	568
Transport & Communications	4,256
Utilities	613
Wholesale	2,711

Regions *number of companies*

Central London	4,855
Central Southern	3,999
Channel Islands	130
East Anglia	2,894
East Midlands	2,488
Home Counties	2,352
North West	4,839
Northern Ireland	885
Outer London	1,265
Scotland	3,217
South East	1,566
South West	1,875
Wales & Borders	1,651
West Midlands	3,466
Yorkshire & North East	5,124

Turnover Bands *number of companies*

£1 million to £5 million	10,808
£5 million to £10 million	7,897
£10 million to £20 million	5,174
£20 million to £50 million	4,290
£50 million and over	2,495
Not Identified	9,942

Job Functions *number of contacts*

Senior Decisionmaker	38,182
Finance	14,938
General Management	12,927
Sales & Marketing	11,816
IT	6,969
HR	4,576
Purchasing	4,150
Operations & Production	3,236

Channels *number of contacts*

Postal	106,597
Telephone Numbers	79,947
Email Addresses	68,466

*The above counts are liable to change.
Please call us on **0844 736 2512** for more detailed counts and breakdowns.*