

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 decision makers command significant budgets and are receptive to innovation and development opportunities.

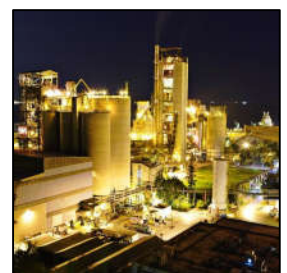
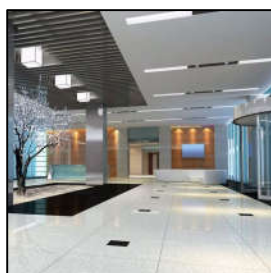
Coverage spans all commercial business sectors, including manufacturing, financial services and an enormous range of business and consumer services. A wide range of contacts are available, ranging from senior directors to finance, personnel, sales & marketing, and information technology.

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.



Corporate member



For more details call **0333 772 1927**
or email **think@thinking-data.co.uk**

Selections

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

Data Costs

Postal Only

Single Use	£150 per thousand
12 Months Lease	£225 per thousand
Outright Purchase	£300 per thousand

Email Only

Single Use	£180 per thousand
12 Months Lease	£230 per thousand
Outright Purchase	£320 per thousand

Postal & Email

Single Use	£220 per thousand
12 Months Lease	£275 per thousand
Outright Purchase	£375 per thousand

Broker Commission 20%

Selection Costs

Telephone Numbers	£25 per thousand
Other Selections	£10 per thousand

Output & Delivery

Secure FTP	£25
Delivery Time	2-3 working days

Other output methods are available, e.g. CD-ROM and S/A Labels. Please ask for details.

Minimum data order value: £300

All costs exclude VAT

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

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

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

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 **0333 772 1927** or email **think@thinking-data.co.uk**
for more detailed counts and breakdowns.*