



# PINNACLE LISTS

A division of West Coast Solutions, Inc.

**DATA CARD**

## Pharmaceutical Manufacturers

PL: 748131-000

----- UPDATED -----

Jan 11, 2011

----- SELECTIONS WITH COUNTS -----

Minimum order 5,000

Selections	Counts	Price per/M
Total executives	68,860	\$175.00
Total companies	1,375	\$175.00
Fortune 1,000 companies	60	\$175.00
Fortune 1,000 executives	923	\$175.00
Import/export companies	508	\$175.00
Import/export executives	2,218	\$175.00
<b>By title:</b>		
President	1,051	+5.00
Chief executive officer	137	+5.00
Chairman	104	+5.00
Division president	58	+5.00
Senior vice president	157	+5.00
Chief financial officer	160	+5.00
Financial manager	193	+5.00
Purchasing manager	106	+5.00
Marketing/sales manager	44	+5.00
Vice president	246	+5.00
Vice president of sales	163	+5.00
Product manager	1,127	+5.00
Manufacturing vice president	638	+5.00
General manager	542	+5.00
Operationa manager	87	+5.00
Research & development director	54	+5.00
Human resources administratpr	266	+5.00
Manager	188	+5.00

(\*) Base/cheshire, 175.00/M; unlimited usage, 230.00/M.

----- OTHER SELECTIONS -----

Selections	Rate	Per	Unit	Note
Key Coding	\$3.00	M	extra	
Title Address	\$5.00	M	extra	
SCF	\$5.00	M	extra	
Zip	\$5.00	M	extra	
Size Select	\$5.00	M	extra	
Special Sort	\$5.00	M	extra	
Gender	\$5.00	M	extra	

----- SUMMARY DESCRIPTION -----

Pharmaceutical manufacturers.70% male.

----- DATACARD DESCRIPTION -----

THESE COMPANIES PREPARE AND MANUFACTURE OINTMENTS, CREAMS, LIQUID MEDICATION, POWDERS, GUMS AND OTHER MEDICATIONS. THE EXECUTIVES IN THESE COMPANIES AGGRESSIVELY POSITION AND MARKET THEIR PRODUCT IN THE HIGHLY COMPETITIVE BRAND NAME AND GENERIC PHARMACEUTICAL INDUSTRY. THESE INDIVIDUALS ARE RESPONSIBLE FOR THEIR COMPANY'S FINANCIAL SUCCESS WITHIN THE HEALTHCARE INDUSTRY.

----- LIST SOURCE -----

Source	Note
Compiled	

----- METHOD OF ADDRESSING -----

Available Media	Rate Per Unit	Note
E-mail	\$75.00 fee	Delivery

----- UPDATE SCHEDULE -----

Updated annually.

**On Time, On Target, Complete List Solutions!**  
 2624 Bruce Road, Duncan, Vancouver Island, BC, Canada V9L 6L4  
 Tel. 1 (888) 351-LIST (5478) ▲ Fax. 1 (888) 845-3405  
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## DATA CARD

Running Charge	\$10.00	M	extra
Phones	\$15.00	M	extra
Duplicate Set	\$32.50	M	extra
Fax Numbers	\$75.00	M	extra

## Pharmaceutical Industry Master File

PL: 107468-000

----- UPDATED -----

Sept 18, 2010

----- SELECTIONS WITH COUNTS -----

Minimum order 5,000.

Selections	Counts	Price per/M
Universe	351,758	*\$285.00
Active subscribers with postal address	351,758	\$285.00
Former subscribers with postal address	30,126	\$255.00
Subscribers with telephone numbers	236,887	+170.00
<b>Job function:</b>		
Corporate management	12,969	+15.00
R&D/regulatory affairs	30,681	+15.00
Purchasing	1,614	+15.00
QA/QC	8,169	+15.00
Production/engineering/process management	9,865	+15.00
IT/IS	3,301	+15.00
Academic/teaching	2,806	+15.00
Sales/ Marketing	7,891	+15.00
Financial management	2,661	+15.00
Pharmacist/drug info officer/formulary director	82,506	+15.00
Other management	52,504	+15.00
<b>Business/industry:</b>		
Pharmaceutical/BioPharma-manufacturing	39,458	+15.00
Pharmaceutical/BioPharma-Non manufacturing	18,918	+15.00
Other manufacturing	1,904	+15.00
Research/CRO/CRA	13,343	+15.00
Government	6,586	+15.00
Academic/university	13,684	+15.00
Utility	344	+15.00
Private industry	35,703	+15.00

----- SUMMARY DESCRIPTION -----

Database of corporate and general managers, researchers, scientists, quality control specialists' at pharmaceutical manufacturing and other general chemical processing plants; pharmacists working in hospital or other large patient care facilities. 70% male, 30% female.

----- DATACARD DESCRIPTION -----

THE PHARMACEUTICAL INDUSTRY MASTERFILE REACHES TOP PROFESSIONALS BY NAME AND TITLE AT BUSINESS ADDRESS. THIS UNDUPLICATED DATABASE REACHES CORPORATE AND GENERAL MANAGERS, RESEARCHERS, SCIENTISTS, QUALITY CONTROL SPECIALISTS AT PHARMACEUTICAL MANUFACTURING AND OTHER GENERAL PHARMACEUTICAL PROCESSING PLANTS. ALSO INCLUDED ARE PHARMACISTS WORKING IN HOSPITALS OR OTHER LARGE PATIENT CARE FACILITIES. NOW YOU CAN REACH AN ELITE GROUP OF PHARMACEUTICAL INDUSTRY PROFESSIONALS AT BUSINESS ADDRESS--WHERE THEY AUTHORIZE, SPECIFY AND PURCHASE A HOST OF PRODUCTS AND SERVICES. THE PHARMACEUTICAL INDUSTRY MASTERFILE LETS YOU SELECT BY TITLE, GEOGRAPHY, COMPANY SIZE AND OTHER USEFUL CRITERIA TO HONE IN ON SOME OF TODAY'S MOST POWERFUL DIRECT MAIL RESPONDERS.

----- LIST SOURCE -----

Source	Note
Controlled Circ	Subscribers Available Are From A BPA International Audited Publication Attendees

----- METHOD OF ADDRESSING -----

Available Media	Rate	Per Unit	Note
E-mail	\$100.00	fee	

----- UPDATE SCHEDULE -----

Updated quarterly. Guaranteed 98% deliverable.

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## DATA CARD

Medical	3,268	+15.00
Professional services	4,798	+15.00

----- OTHER SELECTIONS -----

Selections	Rate	Per	Unit	Note
Bus/Industry Type	\$15.00	M	extra	
Company Size	\$15.00	M	extra	
Gender	\$10.00	M	extra	
Job Function	\$15.00	M	extra	
Max Per Company/Sites	\$15.00	M	extra	
Number Of Employees	\$15.00	M	extra	
SCF	\$10.00	M	extra	
State	\$10.00	M	extra	
Zip	\$10.00	M	extra	
Key Coding	\$3.00	M	extra	

## Pharmaceutical Processing

PL: 035973-000

----- UPDATED -----

Feb 9, 2011

----- SUMMARY DESCRIPTION -----

Subscribers to a publication of the latest news of products and technology for pharmaceutical and biopharmaceutical professionals

----- SELECTIONS WITH COUNTS -----

Minimum order 5,000.

----- DATACARD DESCRIPTION -----

Selections	Counts	Price per/M	PHARMACEUTICAL PROCESSING KEEPS ITS READERS CONSTANTLY IN THE KNOW REGARDING THE EVER-CHANGING PHARMACEUTICAL INDUSTRY. THE PUBLICATION PRIDES ITSELF ON BEING THE MUST-READ INFORMATION SOURCE FOR THE LATEST NEWS OF PRODUCTS AND TECHNOLOGY FOR PHARMACEUTICAL AND BIOPHARMACEUTICAL PROFESSIONALS INCLUDING PHARMACEUTICAL AND BIOPHARMACEUTICAL MANUFACTURERS, NUTRITIONAL/NUTRACEUTICAL MANUFACTURERS, CLINICAL DIAGNOSTIC MANUFACTURERS, BULK PRODUCTS/RAW MATERIALS PRODUCERS, COSMETIC/TOILETRY MANUFACTURERS, AND MEDICAL DEVICES AND INSTRUMENTATION MANUFACTURERS.
Subscribers	50,053	\$275.00	THESE PROFESSIONALS ARE THE HIGHEST POTENTIAL BUYERS IN THE PHARMACEUTICAL FIELD, PARTICULARLY THOSE INVOLVED IN THE DEVELOPMENT, VALIDATION, MANUFACTURING, PACKAGING, ENGINEERING, AND COMPLIANCE PROCESSES. THE QUALIFIED RECIPIENTS ARE DEDICATED TO IMPROVING THEIR MANUFACTURING SYSTEMS AND SPENDING SIGNIFICANTLY ON A WIDE RANGE OF PRODUCTS AND EQUIPMENT WHILE BEING
Telemarketing	44,502	+160.00	
<b>Job function:</b>			
Consulting	674	+15.00	
Corporate management	5,214	+15.00	
Engineering management	826	+15.00	
Product management	657	+15.00	
Production management	1,060	+15.00	
Production/manufacturing	3,430	+15.00	
Project/facility engineering	1,961	+15.00	
Purchasing	242	+15.00	
OC/QA	1,554	+15.00	
Quality control management	476	+15.00	
R&D management	620	+15.00	
Regulatory affairs	236	+15.00	
Research & development	7,856	+15.00	
Other engineering	1,669	+15.00	

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### Business type:

Biopharmaceutical manufacturing	2,740	+15.00
Bulk products/raw materials producer	1,111	+15.00
Clinical diagnostics mfg.	446	+15.00
Consulting firm	1,497	+15.00
Cosmetic/toiletry manufacturing	405	+15.00
Medical devices & instrumentation manufacturing	1,947	+15.00
Nutritional/nutraceutical products manufacturing	4,208	+15.00
Pharmaceutical manufacturing	13,485	+15.00
University	792	+15.00

HEAVILY INVOLVED IN THEIR FIRMS  
PRODUCT/EQUIPMENT ADOPTION PROCESS AND  
LEADERS IN SUGGESTING NEW WAYS TO UTILIZE  
TECHNOLOGY.

### ----- LIST SOURCE -----

<b>Source</b>	<b>Note</b>
Controlled Circ	

### ----- METHOD OF ADDRESSING -----

<b>Available Media</b>	<b>Rate</b>	<b>Per</b>	<b>Unit</b>	<b>Note</b>
E-mail	\$100.00		fee	

### Employee size:

1-4	3,781	+15.00
5-9	1,602	+15.00
10-19	1,467	+15.00
20-49	2,073	+15.00
50-99	1,584	+15.00
100-249	2,198	+15.00
250-499	1,494	+15.00
500-999	753	+15.00
1,000+	780	+15.00

### ----- RESTRICTIONS -----

Sample mailing piece required.

### Buying authority:

Cleanrooms/clean room supplies	1,305	+25.00
Contract services	3,081	+25.00
Filtration	1,650	+25.00
Information technology	2,065	+25.00
Ingredients/raw materials	2,161	+25.00
Lab equipment	2,800	+25.00
Packaging equipment	1,798	+25.00
Process instruments & controls	1,950	+25.00
Processing equipment	3,049	+25.00
QC/QA equipment	1,572	+25.00

### ----- OTHER SELECTIONS -----

<b>Selections</b>	<b>Rate</b>	<b>Per</b>	<b>Unit</b>	<b>Note</b>
SCF	\$10.00	M	extra	
Zip	\$10.00	M	extra	
State	\$10.00	M	extra	
Industry Type	\$15.00	M	extra	
Run Charges	\$10.00	M	extra	

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