

## Divisional General Managers

A comprehensive list (made up from the central Incnet database) of Divisional General Managers with overall responsibility for a division or business unit (not a subsidiary) of a larger organisation. Typical titles include; General Manager, Divisional General Manager, Divisional Director, First Assistant Secretary (Govt), Area Manager (Govt) and Business Manager. A majority of companies on the file are turning over in excess of \$10 million and/or 50+ employees.

This list is meticulously compiled and over twenty industry codes and a growing selection of industry keywords allows the list user to efficiently zero in on their industry target markets. Updating is maintained on a continual basis. All contacts on the file are tele researched every three months. This is supplemented by monitoring of media and other published information sourced and by dead mail.

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**::Quantity** 4069

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**::Selections** State  
Postcode  
Annual Company Turnover  
Number of Employees  
Industry Classification

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**::Pricing**

**Rental** Mailing: \$350.00 per 1000 records  
Telemarketing Data: \$350.00 per 1000 records  
Mailing and Telemarketing data: \$700.00 per 1000 records  
Emailing data: \$395.00 per 1000 records  
Purchase data: \$1.75 per record

**Set Up Fee** \$275.00

**Delivery Fee**

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**::Minimum Order** 2000 records

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**::Deliverability** 98%

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**::Lead Time** 3 days processing

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**::Notes**

Industry Classifications;  
Agriculture, Mining, Construction, Manufacturing, Transportation,  
Communications, Public Utilities, Wholesale, Retailing, Banking/Finance,  
Insurance, Property, Other Financial Intermediaries, Hospitality,  
Professional Services, Other Business Services, Consumer Services,  
Government, Importer, Exporter.

Extra Selection Costs;

Email broadcast: \$130.00 per 1000 records  
Email broadcast set up fee: \$150.00

List Purchase data with email address: \$2.25 per record  
List Purchase data with email address plus industry, revenue, employee  
codes: \$2.75 per record

Code append on rental data of industry or employee or revenue: \$25.00 per  
1000 records

Data de-dupe on contact names (0-10000 records): \$150.00 per file  
Data de-dupe on contact names (10001+ records): \$300.00 per file  
Data de-dupe on company names (0-2000 records): \$300.00 per file  
Data de-dupe on company names (2001-10000 records): \$600.00 per file  
Data de-dupe on company names (10,001+ records): \$1000.00 per file

Exclusion of previous order: \$25.00 per file  
Output of extra files: \$25.00 per file

In house Processing is available however, will incur an additional charge.  
Your PPLM consultant will advise of the exact charge.

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**::Terms & Conditions**

List rental costs cover one time usage only. All data is seeded with dummy  
names to detect unauthorized use and copying in any form is prohibited.  
Two sample mailing packages will be required for approval by owner.

We require a signed copy of our list rental agreement and order form prior to  
any order being processed.

Payment is required on delivery of data unless arranged otherwise. 10%  
GST applies to all Australian Companies.

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