

Corporate Meetings and Incentives from Penton Media

Corporate Meetings & Incentives is the only publication of its kind that focuses exclusively on meeting and incentive planning at Fortune 1000 corporations covering the strategic issues of interest to corporate meeting executives today, from meeting consolidation and centralization, procurement influences, outsourcing trends, and more.

Walter Karl
an infoUSA company

ID NUMBERS

Manager 77464
mln 77464
SRDS 219369-000

SEGMENTS

Data card currency: **US Dollar**

| | | |
|--------|---|------------|
| 36,838 | Universe / Base Rate | \$150.00/M |
| 36,782 | Records with Phones | \$60.00/M |
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| | All Inclusive Multichannel phone/postal | \$355.00/M |
| | All Inclusive Multichannel email/phone/postal | \$720.00/M |
| | Email (see email datacard) | |

LIST TYPE

Business



SOURCE

Controlled circulation

GEOGRAPHY

Domestic (US)

OPT-IN

LIST MAINTENANCE

Market entry 06/15/2005
New to manager 04/04/2005
Counts through 10/31/2007

DATA CARD MAINTENANCE

New to NextMark system 06/15/2005
Last data card update 02/19/2008
Next data card update 04/01/2008
Data card update frequency **SEMIANNUALLY**

DESCRIPTION

Corporate Meetings & Incentives is the only publication of its kind that focuses exclusively on meeting and incentive planning at Fortune 1000 corporations covering the strategic issues of interest to corporate meeting executives today, from meeting consolidation and centralization, procurement influences, outsourcing trends, and more.

Corporate Meetings & Incentives reaches senior executives who make the decisions on their companies' off-site meetings and incentive programs.

Job Title:

| | |
|---|--------|
| General Mgmt/Administration | 20,958 |
| Sales/Marketing | 9,270 |
| Meetings Planning/Convention Mgmt | 3,924 |
| Training & Development | 1,787 |
| Other (there are many, please inquire within) | |

Primary Business:

| | |
|--|-------|
| Medical/Pharmaceutical/Surgical/Medical device/Bio | 1,571 |
| All other Manufacturing | 5,537 |
| Agriculture,Forestry or Fisheries,Mining,Construct | 1,267 |
| Transportation (excluding travel agents) | 1,105 |

| | |
|--|--------|
| Communications (telephone,radio/tv broadcasting) | 1,768 |
| Wholesale Trade (excluding travel agents) | 2,055 |
| Retail Trade (excluding travel agents) | 2,385 |
| Financial/Investment/Security companies | 1,486 |
| Medical/Healthcare | 2,518 |
| Consulting | 1,669 |
| High Tech Companies | 7,809 |
| Other (there are many, please inquire within) | |
| Organizational Function: | |
| Meetings | 27,810 |
| Incentive Travel Programs | 21,591 |
| Training/Educational Meetings | 19,477 |
| Trade Shows/Exhibits | 15,232 |
| Facilities: | |
| Resort | 17,893 |
| All-suite | 18,587 |
| Downtown Hotel | 24,154 |
| Cruise Ship | 8,415 |
| Suburban Hotel | 16,600 |
| Conference Center | 22,803 |
| Aiport Hotel | 15,017 |
| Gaming Property/Facility | 6,526 |
| Convention Center of Auditorium | 14,483 |
| Convention & Visitors Bureau | 7,394 |
| Resort | 17,893 |
| Meeting Destination in US: | |
| New England (ME,NH,VT,MA,RI,CT) | 12,655 |
| Middle Atlantic (NY,NH,PA) | 18,798 |
| South Atlantic (DE,MD,DC,VA,WV) | 17,297 |
| South East Atlantic (NC,SC,GA,FL) | 19,442 |
| East North Central (OH,IN,IL,MI,WI) | 17,807 |
| West North Central (MN,IA,MO,ND,SD,NE,KS) | 12,740 |
| East South Central (KT,TN,AL,MS) | 9,270 |
| West South Central (AR,LA,OK,TX) | 12,825 |
| Mountain (MT,ID,WY,CO,NM,AZ,UT,NV) | 14,627 |
| Pacific (WA,OR,CA) | 11,951 |
| Alaska | 4,757 |
| Hawaii | 3,714 |
| Meeting Destination outside of US: | |
| Caribbean | 6,873 |
| Europe | 7,630 |
| Mexico | 7,403 |
| Canada | 7,024 |
| Asia/Pacific | 3,722 |
| Bermuda | 4,832 |
| Africa/Near East | 4,698 |
| Central/South America | 4,408 |

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information data products. Penton has 30 office locations and employs more than 1,600 editors, publishers, sales representatives, marketers, and other professionals. **Their diverse portfolio of properties can help you reach your target audience.**

Source: Controlled Circulation

Note: All orders are approved on a reciprocal rental. Orders cancelled prior to mail date are subject to a \$50 cancellation fee plus any applicable production and shipping charges. Orders cancelled after the mail date, will incur charges in full.

SELECTS

| | |
|--------------------------------|-----------|
| BUS/INDUSTRY TYPE | \$15.00/M |
| Email | \$75.00/F |
| Facilities | \$15.00/M |
| Meetings Destinations (US) | \$15.00/M |
| Meetings Destinations (Non US) | \$20.00/M |
| NUMBER OF EMPLOYEES | \$15.00/M |
| Organizational Function | \$15.00/M |
| PHONE NUMBER | \$60.00/M |
| SALES VOLUME | \$15.00/M |
| SCF | \$10.00/M |
| SIC CODE | \$15.00/M |
| STATE | \$10.00/M |
| ZIP | \$10.00/M |

LIST MANAGER

Walter Karl
<http://www.walterkarl.com>

LIST OWNER

UNIT OF SALE INFORMATION

Unit of sale information is not available

GENDER PROFILE

Male: 0%
 Female: 0%

AVERAGE INCOME

Value: not available

MINIMUM ORDER

Quantity: 7,500
 Value: \$0.00

COMMISSIONS

Broker: 20%
 Manager: 10%
 Agency: 15%

NET NAME ARRANGEMENTS

Net Name is not allowed

EXCHANGES

Please inquire

REUSE

Please inquire

TELEMARKETING

Please inquire

CANCELLATION

Charges: \$50.00/F

KEY CODING

Key Coding is available
 Charges: \$3.00/M

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CONTACTS

| Contact Name | Role | Email | Phone | Fax |
|---|------|---------------------------------------|--------------|--------------|
| ★ Rosalie Garcia Walter Karl Two Blue Hill Plaza Pearl River, US-NY 10965 | | rosalie.garcia@walterkarl.infousa.com | 845-732-7027 | 845-620-0359 |

Marie Briganti
Walter Karl
Two Blue Hill Plaza 3rd
Floor
Pearl River, US-NY
10965

marie.briganti@walterkarl.infousa.com (845) 732-7054 (845) 620-0359

★ = Primary contact