

# **CORPORATE GIFT BUYERS** **THE SALESMAN'S GUIDE**

The Salesman's Guide directories are published annually by Douglas Publications. They represent the fastest and easiest way for professionals to reach new potential customers. The Salesman's Guide's Corporate Gift Buyers file gives you access to verified executives at companies across the U.S. These business professionals and executives are primarily responsible for the selection and buying of motivational gifts, appreciation gifts, promotional gifts, and celebration gifts. Douglas Publications recommends this file for a wide variety of applications including management publications, educational products, travel, seminars, office products & services, financial, computers, cellular & internet providers, and related catalogs.

## *Annual Dollars Spent on Corporate Gifts:*

A-- Over \$10,000 Million-----	669
B-- Over \$1Million-\$9 Million-----	2554
C-- Over \$500,000-\$999,999-----	1481
D-- Over \$250,000-\$499,999-----	1097
E-- Over \$100,000-\$249,999-----	1183
F-- Under \$50,000-----	1395

## *Number of Employees:*

A= 5000 or more-----	1734
B= 2500-4999-----	797
C= 1000-2499-----	2098
D= 500-999-----	1701
E= 100-499-----	1661
F= Under 100-----	3224

## **ADDITIONAL INFORMATION**

— Minimum Order —

5,000 Names

— *Selections* —

17,013 Total Universe . . . . \$100/M  
Multi-Use . . . . . \$280/M  
Phone Number . . . . . \$30/M  
Annual Dollars Spent . . . . \$15/M  
Number of Employees . . . . \$15/M  
Geo . . . . . \$5/M  
E-mail Transmission.... . \$375/M

— *Format* —

E-mail (text or Excel file) . . . \$65/F  
CD . . . . . \$50/F

**Source:**

- **Direct Response**
- **Updated Quarterly**
- **Sample mailing piece is required—**
- **Cancellation —\$10/M + \$50 Flat Fee**
- **Cancellation After Mail Date Requires Payment in Full**
- **List may vary by 10%-15%**

To place an order or if you have specific inquiries contact Amy Lehr at  
1-804-762-9600 ext.212 or [alehr@douglaspublications.com](mailto:alehr@douglaspublications.com)



2807 N. Parham Rd., Ste 200 • Richmond, VA 23294 • 804-762-9600 •  
Fax: 804-217-8998 [www.douglaspublications.com](http://www.douglaspublications.com)