

FORMATS:

Online Database
Directory

TOTAL FIRMS:

498,600

Choose from a standard option (see chart below) or customize a selection

Major Sectors

MANUFACTURERS

automotive
electronics
industrial machinery
pharmaceuticals
plastics & rubber
measuring devices
food & beverage
chemicals
clothing & textiles

NON-MANUFACTURING

wholesalers & distributors
transportation
banking & finance
healthcare
government
hotels
consulting firms
construction
communications
real estate
retail
restaurants
religious institutions
education



Manufacturers database published in cooperation with the Michigan Manufacturers Association.

Directories do not include all the fields of information included in databases, nor eating establishments, education, government, religious institutions and retail companies.

2010 Michigan Business Database

Find new customers and learn more about your market

Harris offers many options for targeted sales and marketing. State products are slices from the U.S. national database that offers complete coverage of all U.S. companies—nearly 14 million D&B® records.

The Michigan database covers 498,600 total businesses and is available in several standard options beginning with 84,100 firms (see chart below). If preferred, users can select a database to fit specific needs by geography (state, regional, national), company size, industry or by creating even more targeted segments using additional criteria.

The foundation of the entire database is D&B's DUNSRight™ quality assurance process, which features both automated and manual checks to ensure that all company profiles are as complete, accurate and timely as possible. Profiles include specialty information like executive biographies, and proprietary eight-digit SIC codes.

Selectory® is the ideal tool to grow your business

The **Selectory** online database helps sales and marketing professionals find new customers and grow their sales by building targeted lists, profiling existing customers and finding hidden sales opportunities. Selectory offers its users unlimited searching, viewing and printing of detailed, location-specific company profiles with contact information.

- Multiple executives per firm
- D&B® Prescreen Score
- D&B D-U-N-S® numbers
- Toll-free and FAX numbers
- Executive bios
- Multiple websites per firm
- Lines of business
- 8-digit SIC codes
- NAICS codes and more



Members of MMA receive a 30% discount on all Harris InfoSource products.

Choose from a standard option below or customize a selection.

MICHIGAN	ALL INDUSTRIES	MANUFACTURERS	
		1+	20+
Selectory® Database number of firms	1+ Mfg 20+ Non-Mfg 20+ 20+	30,700	6,600
	\$1,335 \$934.50 \$970 \$679	\$835 \$584.50	\$578 \$404.60
Directory number of firms	1+ 25+	19,700	—
	\$315 \$220.50 —	\$220 \$154.00	—

All Industries combines manufacturers (Mfg) and non-manufacturing (Non-Mfg) companies; 1+ database describes firms of all sizes, 20+ includes 20 or more employees per firm and so on. Download limits apply. Multi-user pricing is available. **Online products are one-year licenses. Counts and prices subject to change.**

1+ Mfg 20+ Non-Mfg: Includes all Mfg companies with 1 or more employees (1+) and Non-Mfg companies with 20 or more employees (20+) or \$1 million or more in sales. 20+ 20+: Includes all Mfg and Non-Mfg companies with 20 or more employees (20+).

For more information call the **Michigan Manufacturers Association at 517.487.8555**