

Mailing List

International Esthetics, Cosmetics & Spa Conference

Recent Attendees Available for Rental 39,625 \$110 per 1,000

Who They Are

With three leading spa shows across the country, the International Esthetics, Cosmetics & Spa Conferences (IECSC) in New York, Las Vegas and Orlando attract more than 70,000 beauty and wellness

industry professionals annually. Presented by American Spa Magazine and co-located with the International Beauty Shows (IBS), attendees include spa owners, managers, estheticians, cosmetologists, massage therapists, makeup artists, medical estheticians and doctors looking to expand their professional services in the \$9-billion plus spa market.



What They Buy

From trendy spa clothing to the latest skincare and wellness products, over 90% of attendees have purchasing influence for a variety of products and services. including:

- Aromatherapy
- Business management software
- Cosmetics
- Workout clothing
- Facial treatments
- Laser equipment,
- Massage products
- Microdermabrasion equipment
- Medical spa equipment
- Spa furnishings and decor
- Skin care products

Why They Attend

New products, equipment and techniques are featured at each event, along with classes and demonstrations, showcasing the latest trends, techniques and products in the industry. Attendees benefit from insightful, current information, trends, happenings, and education delivered at each event. Over 93% of IECSC attendees would recommend these events to an industry colleague.

eMail List
AVAILABLE

Contact Ilene Schwartz at 216-371-1667
ilene@krolldirect.com

For advertising opportunities visit www.iecsc.com

**Quality Leads
Targeted Penetration
Guaranteed Value
Proven Results**

Minimum Order
5,000 Names

List Source
Registration Data

Telemarketing List
Base Rate + \$30/M

Mail/Phone/Email Lists
Combination Discounts Available
Call for Rates

Addressing/Format Options

Email File	\$50/flat
Diskette	\$55/flat
Cheshire Labels	NC
Peel & Stick Labels	\$10/M
Galley Printout	\$10/M
Key Codes	\$3/M
Barcoding (labels)	\$6/M \$30 min.

Updating Cycle
Lists are updated quarterly. Please call for the most current counts.

Terms and Conditions
Rented for one time use only. Sample mailing piece required, subject to approval.

Cancellations
\$10/M running charges plus \$50 cancellation fee.
List must be returned within 90 days or full rental charges apply.



QUESTEX
MEDIA

www.questex.com

Mailing List

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State Counts

SCF Range

995-999	AK	76
350-369	AL	136
716-729	AR	87
850-865	AZ	1478
900-966	CA	8207
800-816	CO	789
060-069	CT	744
200-205	DC	75
197-199	DE	62
320-349	FL	5821
300-319	GA	751
967-968	HI	314
500-528	IA	60
832-838	ID	209
600-629	IL	465
460-479	IN	166
660-679	KS	125
400-427	KY	136
700-714	LA	200
010-027	MA	744
206-219	MD	467
039-049	ME	91
480-499	MI	380
550-567	MN	160
630-658	MO	310
386-397	MS	73
590-599	MT	126
270-289	NC	463
580-588	ND	44
680-693	NE	89
030-038	NH	115
070-089	NJ	1915
870-884	NM	277
890-898	NV	2234
090-149	NY	5670
430-458	OH	365
730-749	OK	243
970-979	OR	347
150-196	PA	875
028-029	RI	276
290-299	SC	17
570-577	SD	405
370-385	TN	1368
750-799	TX	987
840-847	UT	405
220-246	VA	36
980-994	VI	731
530-549	VT	184
247-268	WA	40
820-831	WI	70

Breakdown by Job Title

Spa Owner	3,620
Spa Manager / Director	1,330
Salon Owner	877
Esthetician / Cosmetician	6,110
Plastic Surgeon/Dermatologist	175
Nutritionist	62
Administrative Mgmt	646
Sales / Marketing	1,108
Student	924
Cosmetologist	1,160
Massage / Body Therapist	716
Others Not Classified by Title	22,832

Breakdown by Type of Business

Full Service Salon	3,852
Destination Spa/Cruise Ship Spa	289
Day Spa	4,495
Resort / Hotel Spa	429
Skin Care Center	2,530
Health / Fitness Facility	183
Wellness Center	541
Massage Therapy	405
Dermatology / Plastic Surgery Center	445
Distributor	422
Manufacturer	407
Medical Spa	1,734
School	164
Others Not Classified by Industry	23,729



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