

2021 | RATE CARD

Targeted Marketing for the Industry
PRINT - DIGITAL - EVENTS



AUTOMATION | PROCESS CONTROL | INDUSTRY 4.0 | ARTIFICIAL INTELLIGENCE |
MAINTENANCE | SENSOR TECHNOLOGY | TEST & MEASUREMENT | SAFETY |
LOGISTICS | HYDRAULICS | PNEUMATICS | ENERGY EFFICIENCY | ELECTRONICS

46 YEARS OF CONNECTING BUYERS AND SUPPLIERS IN THE INDUSTRY

**Boosting your company's visibility 24/7 through:
online - print media - in-person events - social media**

Targeted Audience: Our GDPR compliant data base boasts over 400,000 subscribers from all sectors in the European industry including automotive, aerospace, food & beverage, machine building, engineering, electronics, transportation and logistics, chemicals, metals & mining, etc.

European Coverage & beyond: Our 77 print & digital magazine issues, 6 million page views on 12 websites and 900 newsletter issues reach every European country and beyond, in 5 languages: English for our panEuropean brands, and German, French, Italian and Turkish for our regional brands.

Social Media: Since May 2019, we have greatly increased our activities on such social media as Twitter, LinkedIn, Facebook and Youtube, providing higher engagement for our brands and your contents.



Orhan Erenberk,
President & Editorial Director
o.erenberk@tim-europe.com

Lead Generation: Every content published has a lead generation mechanism attached to it, from a simple "more info" button, through data sheet and white paper downloads, to a complete personalized request form.

Proven ROI: Our proprietary platform, **TIMLAB Customer Zone™** allows you to see at a glance all actions taken for your content, in any of our media channels: total number of pages read, total number of clicks, inquiries, downloads, video views, etc, total number of contents published for your company and total number of leads generated for your contents through both print and digital media.

TIMLAB Customer Zone: Our proprietary platform also gives you free of charge access to all sales leads generated via our publications. Email notifications and live notifications are sent to you each time an inquiry is placed for your contents via any of our media.

In-person Events: Since the launch in 2005 of MaintenanceStories in Italy, we have expanded our portfolio to encompass a total of 7 events covering the fields of Industrial Maintenance, Energy Efficiency, Industrial Distribution, Artificial Intelligence and IoT. We also offer webinars tailored to our customers' specific audience requirements.

Digital Innovation: We are constantly upgrading our media offering and digital tools as illustrated by our TIMLab Customer Zone and its ongoing improvements, or by the September 2019 launch of our new WEBMag format.



WEBMAG:

- A totally web-based, mobile compatible digital format, it is generated with our web contents as required
- Content is enriched with downloadable videos, data sheets and white papers.
- Every item benefits from our lead generation system
- The contents can be fully tailored per technology sector, company, time period, etc, allowing them to coincide with a company anniversary or launch of a product series or a specific show
- Push e-mailings can be sent to a media brand's full data base of subscribers or selections thereof
- Fully benefits from all available statistics on TIMGlobal Media's proprietary Customer Zone



Cristian Son,
Managing Director
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The numbers: with publications in five different languages, 40 years of experience and a large reach of **400,000 qualified subscribers**, TIMGlobal Media has been targeting engineers, managers and executives who design, develop, and maintain factory and process automation solutions, delivering all the latest trends and innovations.

The mission: 50,000 original content every year, in the form of articles, interviews, downloadable white papers and data sheets, as well as videos, will keep professionals informed about all the latest **news from the industry world**, and thanks to the special attention TIMGlobal Media editorial staff pays to key words for search engine indexation, numerous useful and target contacts are generated every day.

The benefits: TIMGlobal Events allows its sponsors to not only enjoy **professional networking and high visibility**, but also presentation of best practices and case studies to a selected audience, plus full support for an effective sales promotion campaign. In addition, targeted webinars are available all year long.



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GDPR Compliance Statement Brussels, May 25, 2018

- All our data bases have always been based on subscription request
- All our data bases are fully encrypted for enhanced security
- All our data bases are directly managed by our company
- All our subscriber data bases are stored on our own servers at a world class provider's premises physically located in France
- Since July 2017, all our e-mailings go via a European GDPR-certified e-mail provider
- Since 2008, specific opt-ins are requested for e-newsletters, digital publication, topical e-mailings and third party e-mailings
- A double opt-in and subscriber e-mail verification system has now also been put in place
- All online subscriber registration forms have been updated to comply with GDPR
- All lead generation mechanisms have been updated to contain clear subscriber consent to be contacted for follow-up of his/her inquiry
- At any given time, subscribers may also opt-out and manage their profile on-line as they wish
- Privacy policy and cookie consent policy have been updated
<https://www.iem.eu/privacy-policy/>

MAGAZINES AND WEBSITE OVERVIEW & AUDIENCE



 Total subscribers: **83.770**
Language: English
Launched: 1975



www.ien.eu
75.000
Visitors per month



www.pcne.eu
23.000
Visitors per month



 Total subscribers: **63.647**
Language: English
Launched: 2004



 Total subscribers: **60.264**
Language: French
Launched: 1989



www.pei-france.com
70.000
Visitors per month



 Total subscribers: **20.021**
Language: French
Launched: 2010



 Total subscribers: **54.640**
Language: German
Launched: 1982

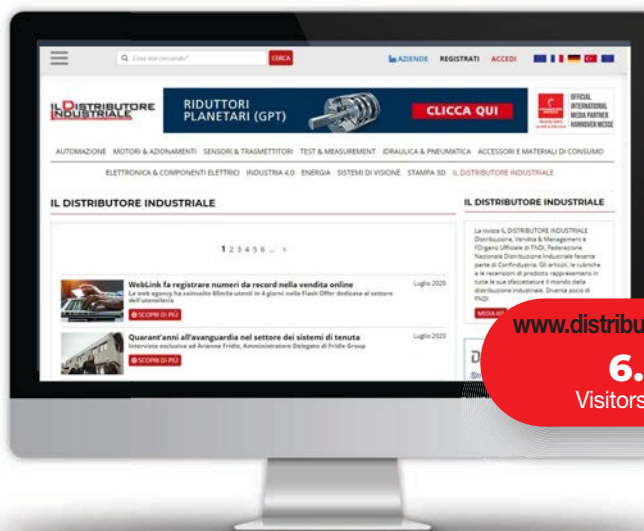


 Total subscribers: **28.118**
Language: Italian
Launched: 1999

MAGAZINES AND WEBSITE OVERVIEW & AUDIENCE



Total subscribers: 7.337
Language: Italian
Launched: 2007



www.distributore-industriale.it
6.000
 Visitors per month



www.manutenzone-online.com
10.000
 Visitors per month



Total subscribers: 14.194
Language: Italian
Launched: 1988



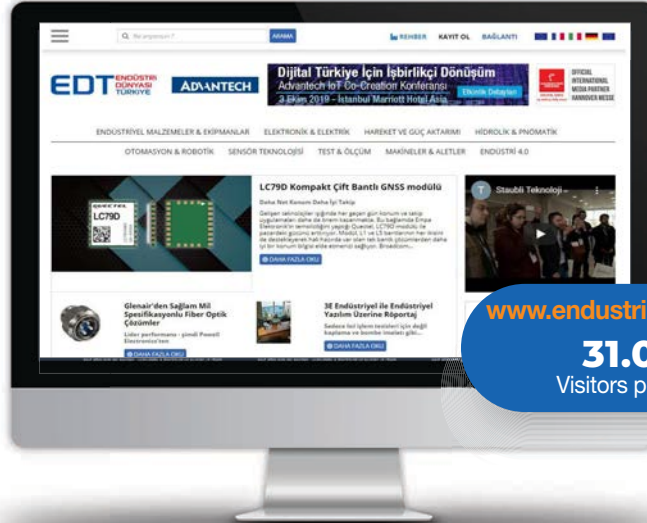
Total subscribers: 10.983
Language: Italian
Launched: 1999



www.rivistacmi.it
7.000
 Visitors per month



Total subscribers: 20.747
Language: Turkish
Launched: 2007



www.endustri-dunyasi.com

31.000
 Visitors per month



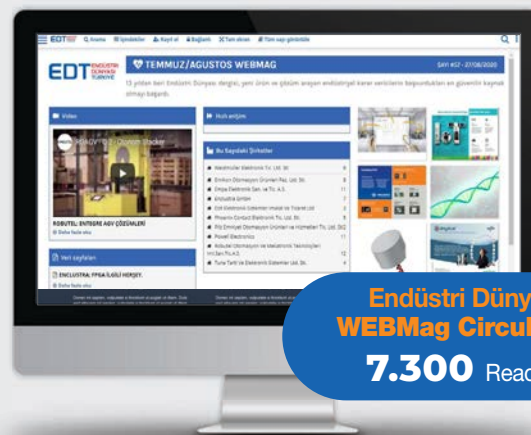
15.000 Readers



43.000 Readers



45.000 Readers



7.300 Readers

IN-PERSON EVENTS



AI CONVENTION
EUROPE

AI Convention Europe / IoT Mobility

The second edition of AI Convention Europe in Brussels was coupled in 2019 with IoT Mobility! When it comes to the articulation between AI and IoT, the last decade revealed the industrial potential of AI. The collection and use of data have become an indispensable fuel for the industry, imposing rapid and profound transformations that have an impact on business models. This articulation gives birth to the AIoT, a world of artificially intelligent objects. The next challenges will be to make these objects communicate with each other and work together. Running in parallel, our AI and IoT one day events will shed light on general business, technical and social topics such as: How to make AI more human-friendly? Exploring Industry 4.0 towards the Factory of the Future and beyond...



MaintenanceStories

MaintenanceStories is an event reserved to Maintenance Supervisors and Factory Directors from end-user enterprises. Born in 2005, it has become an unmissable appointment for people who work in the Maintenance sector in Italy.



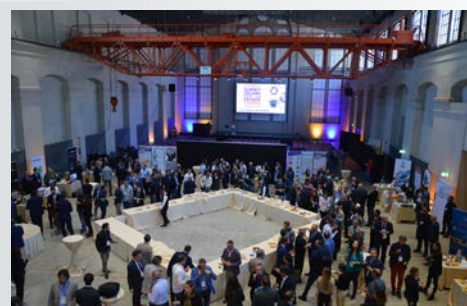
Energy

Energy was launched in 2014, with the aim of spreading the culture of energy efficiency and sustainability in the industrial sector, providing a unique occasion to meet key players.



SIMa - Italian Summit for Maintenance

SIMa - Italian Summit for Maintenance is a biennial event presented by A.I.MAN. - Italian Association of Maintenance - which gathers the most important stakeholders of the sector to offer news and insights.



Italian Industrial Distributors Day

La Giornata del Distributore is a vertical convention that aims to take stock of the industrial distribution market and discuss expectations across the whole sector. Organized by FNDI, the National Federation of Industrial Distribution, this convention is directly linked to the magazine Il Distributore Industriale.



TIMGlobal Media will be present at the following trade shows across Europe:



Automation & Testing
Turin, Italy



WIN Eurasia
Istanbul, Turkey



Analyse Industrielle
Paris, France



IoT World - MtoM & Objets Connectés - Embedded
Paris, France



Global Industrie
Paris, France



OMC
Ravenna, Italy



OFFICIAL
INTERNATIONAL
MEDIA PARTNER
HANNOVER MESSE

Hannover Messe
Hannover, Germany



smart production solutions

SPS Italia
Parma, Italy



SENSOR+TEST 2021
DIE MESSTECHNIK-MESSE
The Measurement Fair

Sensor+Test
Nuremberg, Germany



Sensors & Instrumentation Live
Birmingham, UK



Advanced Engineering
Birmingham, UK



Motek
Stuttgart, Germany



SPS Smart Production Solutions
Nuremberg, Germany

TIMGlobal Media International Editorial Team

TIMGlobal Media reaches over **400,000** qualified subscribers with decision making power in the industry all across Europe.

Our online contents keep decision-makers informed **24/7** about the latest news from the industry world and generate useful and targeted contacts through information request forms attached to each content. Our editorial staff updates web pages on a daily basis, paying particular attention to the keywords for search engine optimization (SEO).

With our international editorial team working out of five languages (English, German, French, Italian and Turkish), we make sure to provide our subscribers with instant coverage of new products and solutions for the industrial world, thus creating the right environment for your marketing message. Through their presence at shows and events all over the world, our editors are able to conduct field interviews with leading suppliers and innovative start-ups, and gather the latest information on groundbreaking technology solutions.



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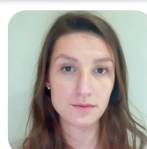
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Editorial Submissions Guidelines

Although we consider editorial proposals for print and on-line publication, because of the volume of unsolicited editorial material we receive, we are not able to answer every email. Before you contact us, please read our guidelines under: <https://www.ien.eu/about/editorial-guidelines/>

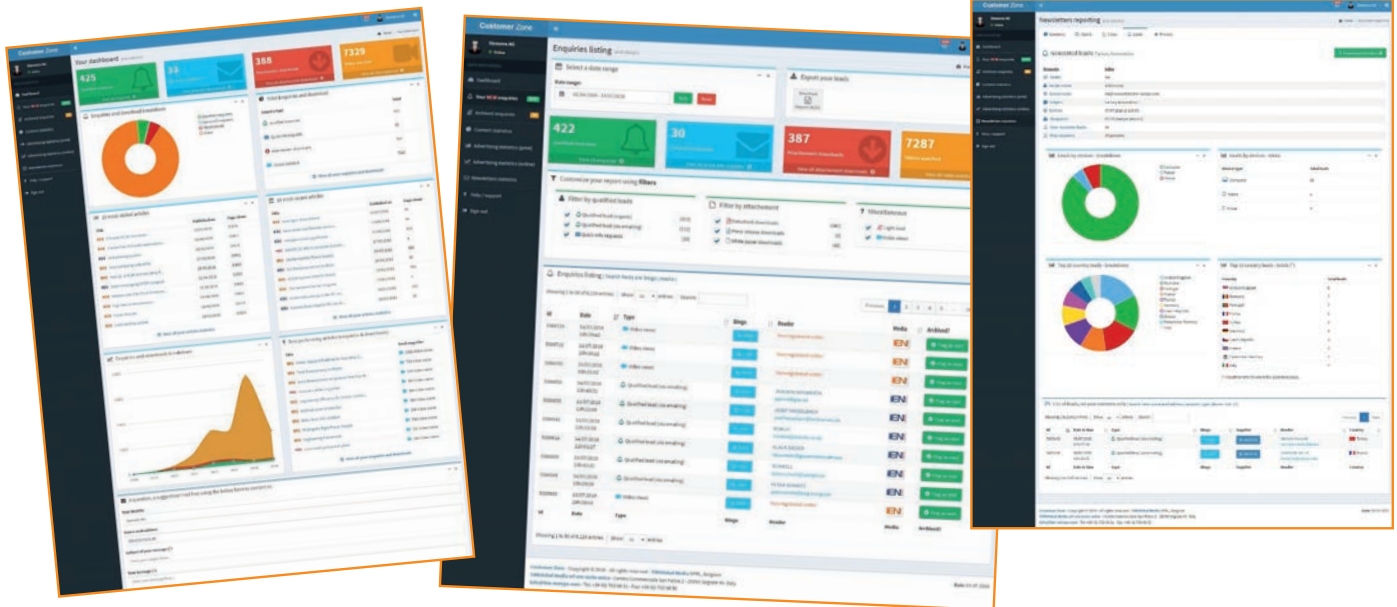
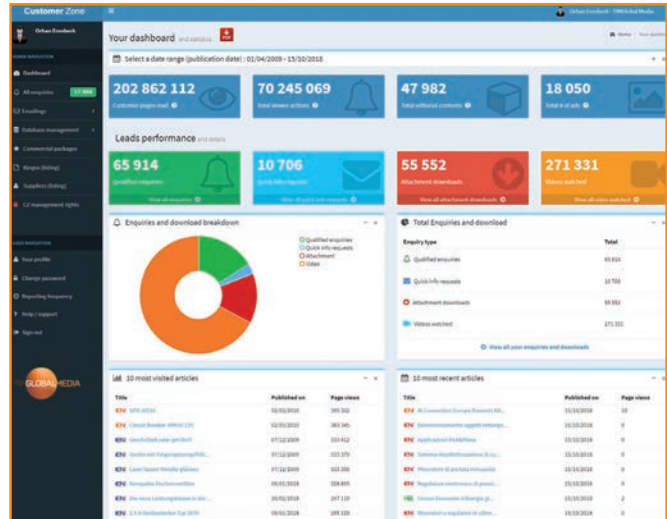
Direct access to your marketing results

TIMLAB Customer Zone™ allows you to measure the ROI of your marketing campaigns.

Your dashboard gives you, at a glance, an overview of your:

- Total number of pages read (web & e-mail campaigns)
- Total number of viewer actions (clicks, inquiries, downloads, video views, etc.)
- Total contents published
- Total leads generated through both print and digital media.

Via your dashboard you can directly view and download each sales lead generated by any of TIMGlobal Media's brands. E-mail alerts and live notifications are sent to you each time an inquiry occurs.



How we generate LEADS:





IEN Europe (Industrial Engineering News) is the most important source of information for industrial decision makers in the B2B pan-European market.

Since 1975, IEN Europe has been the reliable resource that industry professionals choose when searching for new products and solutions in the industrial field. With an unmatched readership and response, IEN Europe reaches industrial designers and manufacturing executives across the spectrum of the European industry. IEN Europe is at the forefront of publishing groundbreaking news in the B2B market, featuring exclusive contents that shape up along with the changes and advancements of the new digitalized industrial world.

This year, the keywords for IEN Europe will be: 5G, Industrial IoT and Advanced Automation. These pivotal topics will be declined in different manners, putting in the spotlight innovative concepts such as Smart Factory, Robotics, Embedded Technology, Remote Services, Digital Thread, Additive Manufacturing, Logistics 4.0. The investigation of the technology progress will go even further, with dedicated presentations of innovative products, launched onto the market with terrific upgrades or introduced for the first time.

Language: English - Launched: 1975

83.770

Total
subscribers

75.000

Website visitors
per month

Main Topics

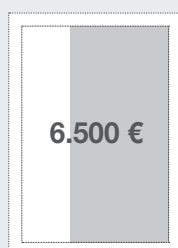
- Automation
- Motors & Drives
- Sensor Technology
- Test & Measurement
- Cyber Security
- Industrial Supply
- Electronics & Electricity
- Industry 4.0
- Energy Efficiency
- Vision & Identification
- Predictive Maintenance
- 3D Printing
- Artificial Intelligence
- Covid-19

Advertisement Rates and Specifications



1/1 page

- 210 x 285 mm
+5 mm bleed
- *180 x 259 mm



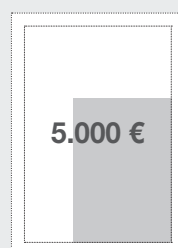
2/3 page vertical

- *119 x 259 mm



2/3 page horizontal

- *180 x 171 mm



1/2 page island

- *119 x 170 mm



1/2 page horizontal

- 210 x 138 mm
+5 mm bleed
- *180 x 125 mm

***Type area, centered**

Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning

Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request



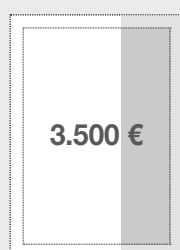
1/2 page vertical

- 103 x 285 mm
+5 mm bleed
- *88 x 259 mm



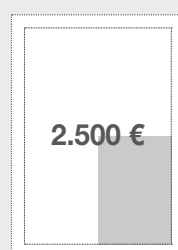
1/3 page horizontal

- 210 x 98 mm
+5 mm bleed
- *180 x 80 mm



1/3 page vertical

- 72 x 285 mm
+5 mm bleed
- *57 x 259 mm



1/4 page

- *88 x 125 mm



1/8 page

- *88 x 57 mm

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 22.01 Mailing Date 19.02	Special: Robotics Special Covid-19: Digital Solutions Predictive Maintenance and Analysis 3D Printing and Additive Manufacturing	Interplastica, Moscow Maintenance, Zurich interpack, Düsseldorf	26-29.01 10-11.02 25.02-03.03
3 March Closing Date 12.02 Mailing Date 11.03	Special: Embedded Technology & IT Special Covid-19: Remote Services & Solutions Networking & Security Industrial Communication and Connectivity	embedded world, Nuremberg all about automation, Friedrichshafen WIN Eurasia, Istanbul Automaticon, Warsaw Global Industrie, Lyon Solids, Dortmund	01-05.03 09-10.03 10-13.03 16-18.03 16-19.03 17-18.03
4 April Closing Date 05.03 Mailing Date 01.04	Focus: Hannover Messe Special: Advanced Automation Special Covid-19: Medical Industry Motion Control Technology Logistics and Intralogistics 4.0 ● SPECIAL: Energy Efficiency Business & Industry Supplement	Hannover Messe, Hannover Southern Manufacturing & Electronics, Farnborough Maintenance, Antwerp	12-16.04 20-22.04 28-29.04
5 May Closing Date 23.04 Mailing Date 21.05	Focus: Sensor+Test Special: 5G Technology Smart Control & Automation Cyber Security IEN Catalogues	Sensor+Test, Nuremberg PCIM Europe, Nuremberg Control, Stuttgart Smart Automation, Linz	04-06.05 04-06.05 04-07.05 18-20.05
6/7 June/July Closing Date 21.05 Mailing Date 18.06	Special: Sensors, Test and Measurement IT-OT Systems Motors & Drives Industrial Safety	JEC World, Paris Automotive Testing Expo, Stuttgart automatica, Munich Intersolar Europe, ees Europe, Munich MECSPE, Bologna Interschutz, Hannover LogiMAT, Stuttgart Sensors & Instrumentation Live, Birmingham SPS Italia, Parma	01-03.06 08-10.06 TBC 09-11.06 10-12.06 14-19.06 22-24.06 29-30.06 06-08.07
9 September Closing Date 20.08 Mailing Date 17.09	Focus: Motek Special: Digital Thread Material Handling 4.0 Electronic Components and Systems ● SPECIAL: Energy Efficiency Business & Industry Supplement	Sindex, Bern AM Expo, Lucerne FachPack, Nuremberg automation & electronics, Zurich	31.08-02.09 14-15.09 28-30.09 29-30.09
10 October Closing Date 17.09 Mailing Date 15.10	Special: Sensors & Instrumentation Smart Factory - IIoT - Industry 4.0 Power Supplies and Electronics IEN Catalogue	Emo, Hannover Motek, Stuttgart Fakuma, Friedrichshafen AI Convention Europe, Brussels	04-09.10 05-08.10 12-16.10 14.10
11 November Closing Date 15.10 Mailing Date 12.11	Focus: SPS Smart Production Solutions Special: Mechatronics & Digital Automation Collaborative Robots Virtual and Augmented Reality ● SPECIAL: Energy Efficiency Business & Industry Supplement	SPS Smart Production Solutions, Nuremberg Enlit Europe, Milan	23-25.11 30.11-02.12
WEBMag			
4 April Closing Date 26.03 Mailing Date 07.04	Focus: Hannover Messe Motors & Drives Electronics & Electricity Industrial Equipment and Machinery		
11 November Closing Date 05.11 Mailing Date 16.11	SPS Smart Production Solutions WEBMags Sensor Technology Control & Automation Big Data		
12 December Closing Date 03.12 Mailing Date 13.12	Special: Automotive IoT & e-Mobility Identification and Vision Systems Cables and Energy Chains		

For WEBMag rates see page 42

READERSHIP PROFILE 2021

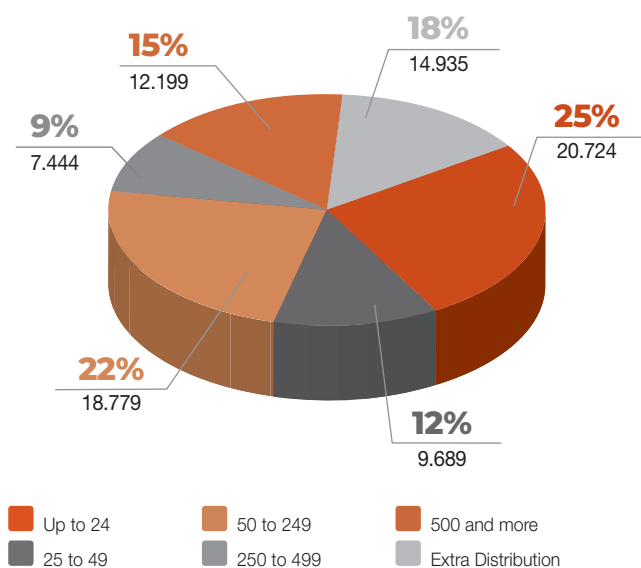
Print + Digital: Circulation 2021

By industry	Print	Digital	Subscribers	%
Manufacturing Industries	21.886	22.267	44.153	52,71%
Fabricated metal products	1.663	1.960	3.623	4,32%
Machinery (excluding electrical)	5.108	4.338	9.446	11,28%
Electric, electronic, computing & communication	6.527	7.630	14.157	16,90%
Scientific, measuring & control equipment	2.323	2.605	4.928	5,88%
Automotive, aircraft & transportation	2.647	2.652	5.299	6,33%
Other manufacturing industries	3.618	3.082	6.700	8,00%
Processing Industries	3.155	9.054	12.209	14,57%
Primary metals	553	336	889	1,06%
Chemicals and allied products	776	1.401	2.177	2,60%
Plastics, rubber, petroleum & coal	412	772	1.184	1,41%
Crude petroleum, natural gas, mining and quarrying	118	607	725	0,87%
Food, beverage, tobacco	202	610	812	0,97%
Paper, textile, leather	316	364	680	0,81%
Other processing industries	778	4.964	5.742	6,85%
Services and others	5.690	21.718	27.408	32,72%
Energy & water supply	963	1.111	2.074	2,48%
Engineering firms, consultants, contractors	1.134	4.287	5.421	6,47%
Public administration, government & military	630	820	1.450	1,73%
Education	778	1.690	2.468	2,95%
Importer, dealers, distributors, of industrial products	882	1.752	2.634	3,14%
Others related to the field	1.303	12.058	13.361	15,95%
TOTAL	30.731	53.039	83.770	100%

Source: Publisher's Projection 2021

By geographical area	Print	Digital	Subscribers	%
Austria	510	345	855	1,02%
Baltic States	194	258	452	0,54%
Belgium	1.287	1.576	2.863	3,42%
Bulgaria	121	238	359	0,43%
Croatia	154	126	280	0,33%
Czech Republic	443	328	771	0,92%
Denmark	478	473	951	1,14%
Finland	289	393	682	0,81%
France	4.101	5.498	9.599	11,46%
Germany	6.857	7.107	13.964	16,67%
Greece	349	606	955	1,14%
Hungary	186	320	506	0,60%
Ireland	73	359	432	0,52%
Israel	295	495	790	0,94%
Italy	2.869	3.714	6.583	7,86%
Netherlands (The)	1.616	1.893	3.509	4,19%
Norway	225	276	501	0,60%
Poland	308	501	809	0,97%
Portugal	285	710	995	1,19%
Romania	440	625	1.065	1,27%
Russian Federation	237	239	476	0,57%
Serbia and Montenegro	112	202	314	0,37%
Slovenia	207	197	404	0,48%
Slovakia	238	146	384	0,46%
Spain	1.221	1.620	2.841	3,39%
Sweden	596	481	1.077	1,29%
Switzerland	884	711	1.595	1,90%
Turkey	739	1.146	1.885	2,25%
UK	4.976	6.479	11.455	13,67%
Other	441	15.977	16.418	19,60%
TOTAL	30.731	53.039	83.770	100%

By number of employees



By job function	Subscribers	%
General or Corporate Management	23.208	28%
Product Design Engineering	11.658	14%
System Design Engineering	5.568	7%
Production Engineering	5.108	6%
Test/Quality/Standard Engineering	3.022	4%
Operations/Maintenance Engineering	4.215	5%
Other Engineering	6.490	8%
Purchasing or Procurement	6.819	8%
Other Functions	17.682	21%
TOTAL	83.770	100%



Kay Petermann
Editor - PCN Europe
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PCN Europe is an essential source of information for professionals in the broad field of processing industries since 2004.

We are looking into different areas, reporting about new developments and trends in the field of Measurement and Instrumentation, e.g. sensors, transmitters, gauges and more. Also Motion Technology (motors, drives, handling equipment, hydraulics and pneumatics) as well as Pumps, Valves and Fittings and Processing Machinery is in the editorial focus of PCN Europe. With the increasing importance of Digitalization and Industry 4.0 for processing and faster innovation and product cycles, products solution and standards in the Automation and Communication are getting even more important and we will keep you informed about trends and evolutions. In each issue we focus on products and solutions for a different industry sector and its special requirements.

Language: English - Launched: 2004

Main Topics

- Measurement & Instrumentation
- Automation & Communication
- Pumps, Valves & Compressors
- Processing Machinery
- Explosion Protection & Safety
- Equipment & Services
- Industry 4.0
- Maintenance



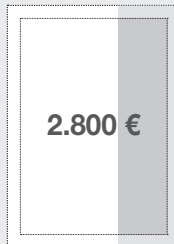
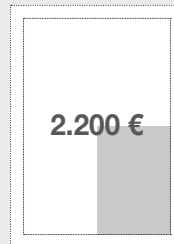
63.647

Total subscribers

23.000

Website visitors per month

Advertisement Rates and Specifications

 6.500 € 1/1 page □ 210 x 285 mm +5 mm bleed ■ *180 x 259 mm	 4.900 € 2/3 page vertical □ *119 x 259 mm	 4.900 € 2/3 page horizontal □ *180 x 171 mm	 4.400 € 1/2 page island □ *119 x 170 mm	 3.900 € 1/2 page horizontal □ 210 x 138 mm +5 mm bleed ■ *180 x 125 mm
 3.900 € 1/2 page vertical □ 103 x 285 mm +5 mm bleed ■ *88 x 259 mm	 2.800 € 1/3 page horizontal □ 210 x 98 mm +5 mm bleed ■ *180 x 80 mm	 2.800 € 1/3 page vertical □ 72 x 285 mm +5 mm bleed ■ *57 x 259 mm	 2.200 € 1/4 page □ *88 x 125 mm	 1.300 € 1/8 page □ *88 x 57 mm

***Type area, centered**
Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

PUBLISHING SCHEDULE 2021

Issue	Focus	Shows/Events	Dates
3 March Closing Date 26.02 Mailing Date 26.03	Hannover Messe Focus Measurement & Instrumentation Bulk & Solids Special	Interpack, Düsseldorf Solids, Dortmund HANNOVER MESSE, Hannover Maintenance, Antwerp	25.02.-03.03 17-18.03 12-16.04 28-29.04
5 May Closing Date 02.04 Mailing Date 04.05	Achema 2021 Focus Digitalization in Processing Industries Chemical & Pharmaceutical Industry Special	SENSOR+TEST, Nuremberg ACHEMA, Frankfurt LogiMAT, Stuttgart Sensors & Instrumentation Live, Birmingham	04-06.05 14-18.06 22-24.06 29-30.06
9 September Closing Date 27.08 Mailing Date 24.09	Modular and Connected Production Automation & Process Control Food & Beverage Industry Special	Fakuma, Friedrichshafen	12-16.10
11 November Closing Date 01.10 Mailing Date 03.11	Explosion Protection & Safety Pumps, Valves & Compressors Oil & Gas Industry Special	Adipex, Abu Dhabi SPS Smart Production Solutions, Nuremberg	08-11.11 23-25.11

READERSHIP PROFILE 2021

Print + Digital: Circulation 2021

By industry	Print	Digital	Subscribers	%
Agricultural Chemicals	72	119	191	0,30%
Cosmetics, Toilet Preparations	24	55	79	0,12%
Energy, Water Supply, Waste Water Treatment	2.210	2.063	4.273	6,71%
Engineering, Consulting, Subcontract Services	5.313	6.437	11.750	18,46%
Food, Drinks, Tobacco	3.962	1.878	5.840	9,18%
Industrial Chemicals	6.381	4.384	10.765	16,91%
Lumber, Wood, Furniture & Fixtures	864	594	1.458	2,29%
Oil, Gas, Petroleum Refining & Related Products	778	1.531	2.309	3,63%
Paints, Varnishes, Lacquers & Allied Products	73	91	164	0,26%
Paper, Printing & Allied Products	1.786	1.220	3.006	4,72%
Pharmaceuticals	178	325	503	0,79%
Plastic Materials and Synthetics	833	1.041	1.874	2,94%
Primary Metals Industries	1.372	1.096	2.468	3,88%
Rubber & Plastic Products	719	923	1.642	2,58%
Sealants, Explosives, Ink, Carbon, Chemical Products	91	123	214	0,34%
Soap, Detergents, Cleaning Products, Perfumes	74	110	184	0,29%
Stone, Clay, Glass & Concrete Products	783	654	1.437	2,26%
Textile, Apparel, Leather	1.771	1.084	2.855	4,49%
Others related to the field	2.421	10.214	12.635	19,85%
TOTAL	29.705	33.942	63.647	100%

Source: Publisher's Projection 2021

By geographical area	Print	Digital	Subscribers	%
Austria	261	269	530	0,83%
Belgium	1.534	2.556	4.090	6,43%
Czech Republic	80	86	166	0,26%
Denmark	191	151	342	0,54%
Finland	140	119	259	0,41%
France	7.784	7.033	14.817	23,28%
Germany	3.516	4.998	8.514	13,38%
Greece	357	445	802	1,26%
Hungary	79	81	160	0,25%
Ireland	303	334	637	1,00%
Italy	3.683	4.128	7.811	12,27%
Netherlands	1.138	1.429	2.567	4,03%
Norway	179	139	318	0,50%
Poland	115	157	272	0,43%
Portugal	489	471	960	1,51%
Spain	2.064	2.549	4.613	7,25%
Sweden	249	215	464	0,73%
Switzerland	421	392	813	1,28%
Turkey	478	389	867	1,36%
Uk	4.680	3.994	8.674	13,63%
Extra-Europe Distribution	1.964	4.007	5.971	9,38%
TOTAL	29.705	33.942	63.647	100%

By job function	Subscribers	%
Engineering	17.610	27,67%
General & Corporate Management	14.366	22,57%
Others	9.671	15,19%
Plant Operations, Maintenance, Quality Control	7.718	12,13%
Purchasing	9.587	15,06%
Research & Development	4.695	7,38%
TOTAL	63.647	100%



Alain Dieul
Editor - PEI
a.dieul@tim-europe.com

CONTENTS AND SPECIFICATIONS

PEI (Produits Equipements Industriels) is considered as a reliable source for manufacturers searching for new products or new solutions in the industrial sector.

With unmatched readership and contacts, PEI is always at the forefront of the novelties' presentation on the B2B market, reaching to industrial designers and decision makers of the French market. In addition to dynamic sectors such as automation, measurement or motors, the keywords for PEI this year will be: industry 4.0, artificial intelligence, energy efficiency...

Language: French - Launched: 1989

Main Topics

- Automation
- Sensors & Transducers
- Hydraulics and Pneumatics
- Mechanical Equipment
- Motors and Drives
- Electricity & Industrial Electronics
- Vision Systems
- Logistics and Industrial Supplies
- Industrial Computers
- Test & Measurement
- Production Equipment
- Safety
- Industry 4.0
- Additive Manufacturing - 3D Printing



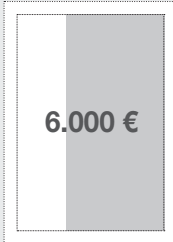
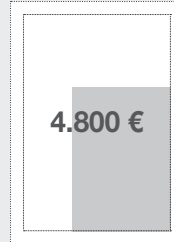
60.264

Total subscribers

70.000

Website visitors per month

Advertisement Rates and Specifications

 7.700 € 1/1 page □ 210 x 285 mm +5 mm bleed ■ *180 x 259 mm	 6.000 € 2/3 page vertical □ *119 x 259 mm	 6.000 € 2/3 page horizontal □ *180 x 171 mm	 4.800 € 1/2 page island □ *119 x 170 mm	 4.200 € 1/2 page horizontal □ 210 x 138 mm +5 mm bleed ■ *180 x 125 mm
 4.200 € 1/2 page vertical □ 103 x 285 mm +5 mm bleed ■ *88 x 259 mm	 3.200 € 1/3 page horizontal □ 210 x 98 mm +5 mm bleed ■ *180 x 80 mm	 3.200 € 1/3 page vertical □ 72 x 285 mm +5 mm bleed ■ *57 x 259 mm	 2.000 € 1/4 page □ *88 x 125 mm	 1.400 € 1/8 page □ *88 x 57 mm

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Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

PUBLISHING SCHEDULE 2021

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 29.01 Mailing Date 23.02	Process Equipments and Robotic Electricity and Industrial Electronics		TBC
3 March Closing Date 12.02 Mailing Date 12.03	Show Preview Global Industrie Lyon Industrial Computing & Embedded Systems Industry 4.0	Global Industrie Lyon Forum de l'Electronique Lyon Embedded, Paris IoT Wor, Paris MtoM, Paris	16-19.03 16-19.03 31.03-01.04 31.03-01.04 31.03-01.04
4 April Closing Date 19.03 Mailing Date 16.04	Motors, Variators and Drives Hydraulic, Pneumatic, Pumps and Valves		
5 May Closing Date 09.04 Mailing Date 07.05	Sensors & Transducers Food processing equipments	SEPEM, Toulouse Forum de l'Electronique, Toulouse CFIA, Rennes	01-03.06 01-03.06 08-10.06
6 June Closing Date 14.05 Mailing Date 11.06	Industrial automation and Industry 4.0 Cameras and Vision Systems New Industrial Catalogs		
9 September Closing Date 23.07 Mailing Date 03.09	Measurement and Data Acquisition Assembly and Handling	Measurement World, Paris	28-30.09
10 October Closing Date 10.09 Mailing Date 08.10	Energy Efficiency Remote Diagnostics and Telemaintenance	SEPEM, Angers	12-15.10
11 November Closing Date 22.10 Mailing Date 19.11	Environnement and Industrial Security Connectors and Terminal Blocks New Industrial Catalogs		
12 December - WEBMag Closing Date 02.12 Mailing Date 13.12	Industrial Displays and Human-Machine Interface Industrial supplies		

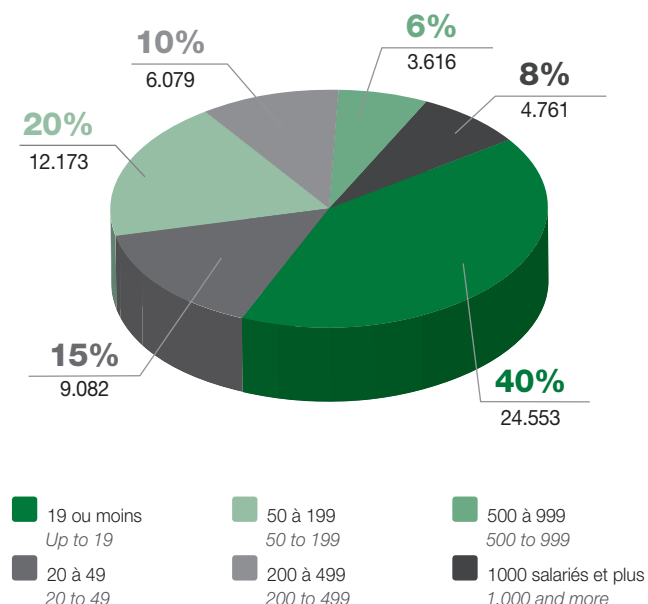
Print + Digital: Circulation 2021

By industry	Print	Digital	Subscribers	%
Other industries	4.547	9.514	14.061	23,33%
Construction, public works	333	547	880	1,46%
Chemicals, pharmaceuticals	794	937	1.731	2,87%
Inter-industrial trade	791	1.185	1.976	3,28%
Mechanical assemblies	3.998	3.075	7.073	11,74%
Electrical assemblies	2.109	1.886	3.995	6,63%
Energy distribution	447	358	805	1,34%
Professional electronics	2.881	2.409	5.290	8,78%
Consumer electronics	359	537	896	1,49%
Materials, minerals, glass	690	415	1.105	1,83%
Technical education & training	285	398	683	1,13%
Automotive industry	1.098	1.129	2.227	3,70%
Food processing & beverage industries	504	552	1.056	1,75%
Lumber, wood, furnishings	212	301	513	0,85%
Engineering services, consultancy	1.035	1.472	2.507	4,16%
Precision, measuring & control instruments	1.176	1.222	2.398	3,98%
Metallurgy, fabricated metal products	2.118	1.514	3.632	6,03%
Paper, cardboard & print services	549	596	1.145	1,90%
Plastics, rubber	783	1.070	1.853	3,07%
Power production	667	462	1.129	1,87%
Health sector	375	331	706	1,17%
Public service, research, national defence	1.330	1.307	2.637	4,38%
Sub-contracting	271	519	790	1,31%
Textile, clothing, leather, shoes	236	314	550	0,91%
Transportation	255	371	626	1,04%
TOTAL	27.843	32.421	60.264	100%

Source: Publisher's Projection 2021

By job function	Subscribers	%
Purchase Manager	2.960	4,91%
Others	16.842	27,95%
Department Head, Project Manager, Engineer	17.799	29,54%
CEO, Managing Director, General Manager	15.958	26,48%
Technician, Technical Agent	6.705	11,13%
TOTAL	60.264	100%

Nombre d'employés - Number of employees





Alain Dieul
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CONTENTS AND SPECIFICATIONS

A versatile media mix reaching design engineers, design management, procurement and decision makers in the French electronics industry.

- ECI : print magazine
- ECI-E : digital version of ECI
- www.electronique-eci.com: web site
- weekly newsletters: news & products

These 4 media are complementary and cater for the readers' needs at different times while designing a new system or product. 20.000 readers across France

Language: French - Launched: 2010

PUBLISHING SCHEDULE 2021

Issue	Focus	Shows/Events	Dates
1/2 Jan/Feb Closing Date 28.01 Mailing Date 15.02	Power Supplies AC/DC, Converters DC/DC Microcontrollers and FPGAs	European Microwave Week, Utrecht	10-15.01
3/4 Mars/April Closing Date 03.03 Mailing Date 22.03	OS & Real Time Processing Telecommunications, IoT & 5G Technology	IoT + M2M, Paris RF Microwave, Paris Analyse Industrielle Embedded World, Nuremberg	31.03-04.04 31.03-04.04 07-08.04 02-04.04
5/6 May/June Closing Date 05.05 Mailing Date 25.05	Smart Sensors Power Electronics	SMT, Nuremberg PCIM, Nuremberg Forum de l'électronique - Sepem, Toulouse Sensor and Test, Nuremberg Mobile World Congress, Barcelona	04-06.05 04-06.05 01-03.06 28.06-01.07
9 September Closing Date 20.08 Mailing Date 06.09	Test & Measurement Equipments Optoelectronics, LED Lighting	Forum de l'Electronique - Mesurment World, Paris	28-30.09
10 October Closing Date 17.09 Mailing Date 04.10	Automotive electronics Connections	Forum de l'électronique - Sepem, Angers	12-14.10
11/12 Nov/Dec Closing Date 03.11 Mailing Date 22.11	Identification Technology Production Equipment for Electronics	Productronica, Munich Semicon Europa, Munich Trustech (Cartes), Paris	16-19.11 16-19.11 30.11-02.12



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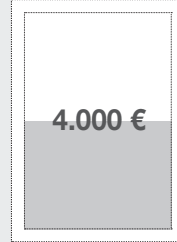
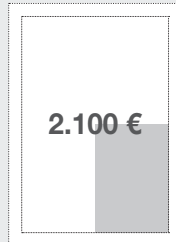
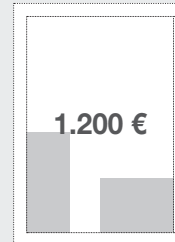
20.021

Total
subscribers

10.000

Website visitors
per month

Advertisement Rates and Specifications

 13.000 €	 8.000 €	 5.200 €	 4.000 €	 4.000 €
Double Page □ 420 x 497 mm +5 mm bleed ■ *400 x 265 mm	1/1 page □ 210 x 297 mm +5 mm bleed ■ *190 x 265 mm	Page Junior ■ *123 x 176 mm	1/2 page vertical □ *90 x 265 mm	1/2 page horizontal □ *190 x 133 mm
 2.900 €	 2.900 €	 2.100 €	 2.100 €	 1.200 €
1/3 page vertical □ *63 x 265 mm	1/3 page horizontal □ *190 x 86 mm	1/4 Vertical □ *90 x 133 mm	1/4 Horizontal □ *190 x 67 mm	1/8 Vertical 1/8 Horizontal □ *57 x 133 mm □ *90 x 60 mm

*Type area, centered
Trim size: 210 x 297 mm
Bleed: 5 mm
Type size: 190 x 265 mm



IENT D-A-CH, was launched in the early '80s as "Technische Revue" as interface between industrial provider and user. We deliver relevant information to developers, designers and technical management in all sectors of discrete manufacturing in the German-speaking area. We offer an editorial selection of all product groups and solutions in the fields of automation, sensor, measuring and drive technology and cover these areas with a mix of exclusive editorial contents, application stories, interviews about technological trends and more. With the ongoing trends of Industry 4.0 and the dissolution of the classical automation pyramid new software trends and cyber security is becoming a topic for our reporting as well as (collaborative) robotics or 3D-printing/additive manufacturing in the production process.

Language: German - Launched: 1982

Main Topics

- Automation
- Electronics - Electricity
- Hydraulics & Pneumatics
- Industrial Supplies & Safety
- Motors, Drives & Power Transmission
- Test & Measurement
- Sensor Technology
- Industry 4.0
- Additive Manufacturing - 3D Printing

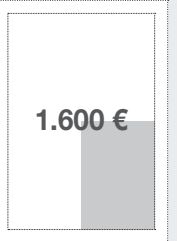
54.640

Total subscribers

27.000

Website visitors per month

Advertisement Rates and Specifications

 6.000 € 1/1 page □ 210 x 285 mm +5 mm bleed ■ *180 x 259 mm	 4.400 € 2/3 page vertical ■ *119 x 259 mm	 4.400 € 2/3 page horizontal ■ *180 x 171 mm	 3.900 € 1/2 page island ■ *119 x 170 mm	 3.500 € 1/2 page horizontal □ 210 x 138 mm +5 mm bleed ■ *180 x 125 mm
 3.500 € 1/2 page vertical □ 103 x 285 mm +5 mm bleed ■ *88 x 259 mm	 2.200 € 1/3 page horizontal □ 210 x 98 mm +5 mm bleed ■ *180 x 80 mm	 2.200 € 1/3 page vertical □ 72 x 285 mm +5 mm bleed ■ *57 x 259 mm	 1.600 € 1/4 page ■ *88 x 125 mm	 1.000 € 1/8 page ■ *88 x 57 mm

***Type area, centered**
Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

Issue	Focus	Shows/Events	Dates
2/3 February/March Closing Date 05.02 Mailing Date 04.03	Focus: Industrial PCs, HMI and Displays Focus: Digital Transformation and IIoT Special Heavy Duty: Drives, Sensors and more for extreme environments	embedded world (digital only)	02.-04.03.
4 April Closing Date 05.03 Mailing Date 01.04	Focus: Hannover Messe Focus: Sensors, Test & Measurement	HANNOVER MESSE, Hannover	12.-16.04.
5 May Closing Date 23.04 Mailing Date 21.05	Special: Food & Beverage Focus: Condition Monitoring & Maintenance Focus: Cable, Connectivity and Energy Chains	SENSOR+TEST, Nürnberg PCIM, Nürnberg	04.-06.05. 04.-06.05.
6/7 June/July Closing Date 28.05 Mailing Date 25.06	Focus: Decentralised Motion and Automation Special: Ease-of-use Robotics Focus: Industrial Safety	Automatica, München	22.-24.06.
9 September Closing Date 20.08 Mailing Date 17.09	Focus: Motek Focus: Motion & Drives Focus: Assembly and Handling Technology	MOTEK, Stuttgart Vision, Stuttgart	05.-08.09. 05.-07.09.
10 October Closing Date 10.09 Mailing Date 08.10	Focus: Power Supplies and Batteries Focus: 3D Printing and Additive Manufacturing AI in Automation		
11 November Closing Date 15.10 Mailing Date 12.11	Focus: SPS Smart Production Solutions Focus: Industrial Communication: Ethernet, Fieldbus and Wireless Focus: Automation 4.0	SPS Smart Production Solutions, Nuremberg	23.-25.11.

WEBMag

4 April Closing Date 22.03 Mailing Date 06.04	HANNOVER MESSE Industry 4.0		
12 December Closing Date 02.12 Mailing Date 14.12	Products and Solutions: Highlights 2021 Highlights SPS Smart Production Solutions, Nuremberg		

For WEBMag rates see page 42



READERSHIP PROFILE 2021

Print + Digital: Circulation 2021

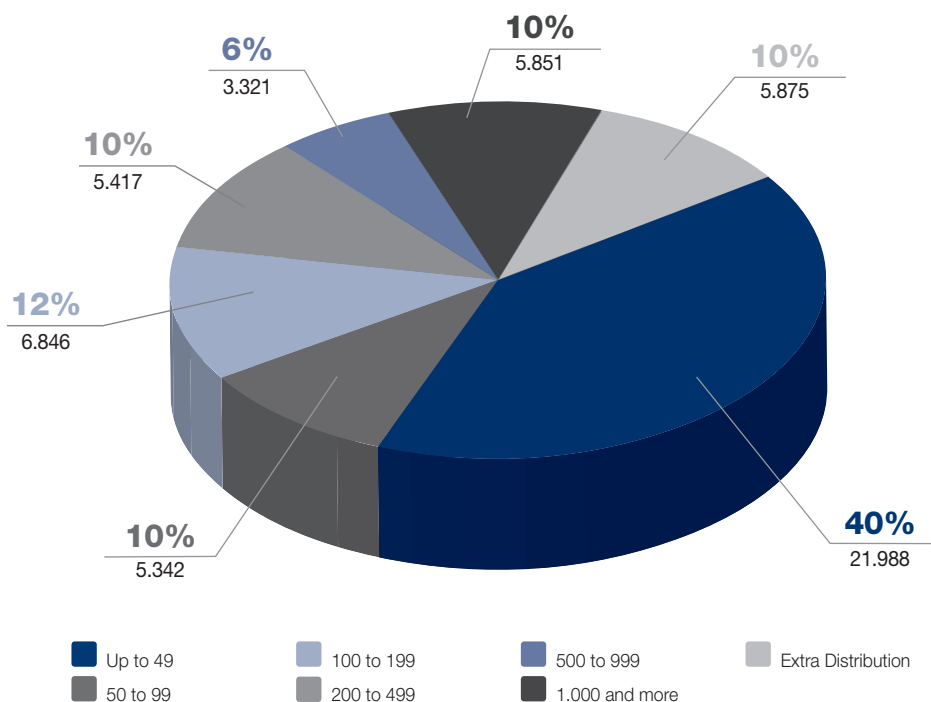
By industry	Print	Digital	Subscribers	%
Mechanical & plant engineering	14.832	4.978	19.810	36,26%
Automotive industry / vehicle construction	1.032	1.586	2.618	4,79%
Metal industry	962	1.029	1.991	3,64%
Precision mechanics / optics	990	832	1.822	3,33%
Electrotechnics / electronics	8.417	5.857	14.274	26,12%
Communication equipment / IT	634	766	1.400	2,56%
Chemistry / plastics / rubber	904	974	1.878	3,44%
Cellulose / paper / cardboard / printing	103	267	370	0,68%
Wood / glass / ceramics/ mining / quarrying	115	242	357	0,65%
Food / beverage /tobacco	94	152	246	0,45%
Energy / water treatment	241	310	551	1,01%
Engineering firms / System integrators	224	870	1.094	2,00%
Technical institutes / universities	348	902	1.250	2,29%
Other industries	534	1.893	2.427	4,44%
Extra distribution	812	3.740	4.552	8,33%
TOTAL	30.242	24.398	54.640	100%

Source: Publisher's Projection 2021

By geographical area	Print	Digital	Subscribers	%
Germany	27.989	19.244	47.233	86,44%
Austria	447	713	1.160	2,12%
Switzerland	992	1.089	2.081	3,81%
Poland	134	314	448	0,82%
Hungary	163	211	374	0,68%
Czech Republic	54	215	269	0,49%
Slovakia	21	73	94	0,17%
Slovenia	67	133	200	0,37%
Baltic states	18	51	69	0,13%
Extra distribution	357	2.355	2.712	4,96%
TOTAL	30.242	24.398	54.640	100%

By job function	Subscribers	%
Design management / design	7.810	14,29%
Development management / development	9.338	17,09%
Research management / research	1.597	2,92%
Project management	964	1,76%
Technical purchasing / purchasing	6.305	11,54%
Manufacturing management / manufacturing	4.417	8,08%
Planning / rationalisation	545	1,00%
Quality control	683	1,25%
Maintenance	870	1,59%
Company management / technical management	14.247	26,07%
Other function	2.326	4,26%
Extra distribution	5.538	10,14%
TOTAL	54.640	100%

By number of employees





IEN Italia represents the most reliable source that industry decision makers rely upon when looking for new products and solutions that meet their needs. Since 1999, IEN Italia has been able to regenerate itself in all the changes that both Publishing and Industry have had to face. And even today, in the panorama of the so-called Fourth Industrial Revolution, IEN Italia is actively present and addresses all aspects of industrial automation. Through participation in the most important trade fairs in the world and the creation of monthly special sections, Industry 4.0 unfolds within IEN Italia in all its forms and potential: throughout the year there will be a succession of topics that range from typical and exemplary themes such as Food & Beverage, Energy Efficiency, Packaging, Aerospace and Automotive, to increasingly innovative and disruptive technological concepts such as 3D Printing, Additive Manufacturing, Cyber Security.

Language: Italian - Launched: 1999

Main Topics

- Automation
- Motors & Drives
- Sensor Technology
- Test & Measurement
- Hydraulics & Pneumatics
- Industrial Supplies
- Electronics - Electricity
- Industry 4.0
- Energy Efficiency
- Vision Systems
- Additive Manufacturing
- 3D Printing



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28.118

Total
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Website visitors
per month

Advertisement Rates and Specifications



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- *180 x 259 mm



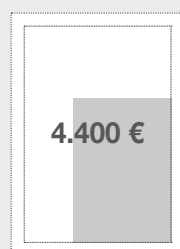
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- *119 x 259 mm



2/3 page horizontal

- *180 x 171 mm



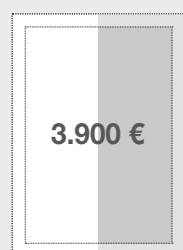
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1/2 page horizontal

- 210 x 138 mm
+5 mm bleed
- *180 x 125 mm



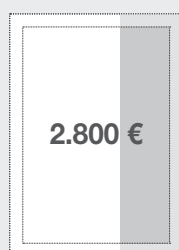
1/2 page vertical

- 103 x 285 mm
+5 mm bleed
- *88 x 259 mm



1/3 page horizontal

- 210 x 98 mm
+5 mm bleed
- *180 x 80 mm



1/3 page vertical

- 72 x 285 mm
+5 mm bleed
- *57 x 259 mm



1/4 page

- *88 x 125 mm



1/8 page

- *88 x 57 mm

***Type area, centered**

Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning

Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 15.01 Mailing Date 08.02	Special: Packaging Electrical Components Hydraulics and Pneumatics	Automation&Testing, Torino	10-12.02
3 March Closing Date 19.02 Mailing Date 18.03	Special: 3D Printing - Additive Manufacturing	Embedded World, Norimberga WIN Eurasia, Istanbul Global Industrie, Lione Cosmoprof-Cosmopack, Bologna	02-04.03 10-13.03 16-19.03 18-21.03
4 April Closing Date 12.03 Mailing Date 09.04	Special: Robotics Focus: Hannover Messe Special: Cobotics	Hannover Messe, Hannover MCM/Save/mcT, Milano mcTER Alimentare, Bergamo	12-16.04 TBC TBC
5 May Closing Date 16.04 Mailing Date 14.05	Focus: MECSPE Motors and Drives Maintenance 4.0	IVS, Bergamo mcTER/mcT Petrochimico, Roma MECSPE, Bologna	25-27.05 TBC 10-12.06
6/7 June/July Closing Date 04.06 Mailing Date 02.07	Focus: SPS Italia Special: Energy Efficiency in Industrial Plant Cybersecurity	Accadueo, Bologna SPS Italia, Parma	23-25.06 06-08.07
9 September Closing Date 27.08 Mailing Date 17.09	Special: Automotive Mechatronics Test & Measurement		
10 October Closing Date 17.09 Mailing Date 12.10	Special: Food and Beverage Industrial Vision Sensors & Transmitters	EMO, Milano Motek, Stoccarda MCM/Save/mcTER, Verona	04-09.10 05-08.10 TBC
11 November Closing Date 08.10 Mailing Date 05.11	Special: Aerospace Focus: SPS Smart Production Solutions Focus: Solutions for the Medical Industry	ADIPEC, Abu Dhabi Ecomondo, Rimini SPS - Smart Production Solutions, Norimberga Enlit Europe, Milano	08-11.11 09-12.11 23-25.11 30.11-02.12
12 December - WEBMag Closing Date 02.12 Mailing Date 14.12	Special: Chemical-pharmaceutical industry Tools and Equipments Industrial Software		



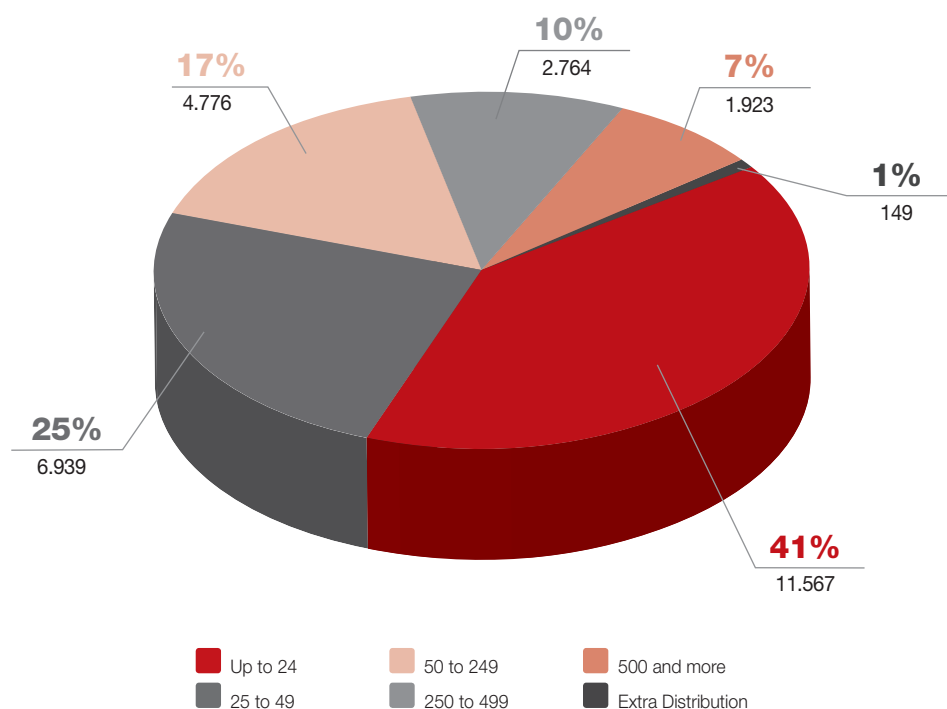
Print + Digital: Circulation 2021

By industry	Print	Digital	Subscribers	%
Government, Military, Public Administration	130	747	877	3,12%
Food, Beverage & Tobacco	1.132	663	1.795	6,38%
Other Processing Industries	343	708	1.051	3,74%
Other Manufacturing Industries	206	745	951	3,38%
Others	98	383	481	1,71%
Electric, Electronic, Computing	903	2.170	3.073	10,93%
Automotive	568	943	1.511	5,37%
Scientific, measuring & control equipment	882	1.667	2.549	9,07%
Paper, Textile, Leather	447	673	1.120	3,98%
Chemical, Pharmaceuticals	1.174	980	2.154	7,66%
Culture	158	873	1.031	3,67%
Crude Petroleum, Gas, Mining, Quarrying	133	690	823	2,93%
Plastics, Rubber, Oil, Coal	838	772	1.610	5,73%
Energy & Water Treatment	192	724	916	3,26%
Import, Dealers & Distributors	164	824	988	3,51%
Machinery (Excluding Electrical)	662	990	1.652	5,88%
Metallurgical	578	818	1.396	4,96%
Fabricated Metal Products	1.466	1.378	2.844	10,11%
Engineering Firms, Consultants & Contractors	263	1.033	1.296	4,61%
TOTAL	10.337	17.781	28.118	100%

Source: Publisher's Projection 2021

By job function	Subscribers	%
Purchasing or Procurement	3.846	13,68%
Other Engineering/Project Management	1.685	5,99%
Other	967	3,44%
General or corporate management	4.829	17,17%
Production Engineering	4.072	14,48%
Test, Standards and Quality Control	1.794	6,38%
Planning / rationalisation	1.231	4,38%
System Design Engineering	1.837	6,53%
Product Design Engineering	7.857	27,94%
TOTAL	28.118	100%

By number of employees





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Arianna Friddle, Amministratore Delegato di Fride Group

DAL MONDO DOGANALE
Esportatore Autorizzato

IMMAGINE INDUSTRIA
Digital Transformation

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7.337

Total subscribers

6.000

Website visitors per month

Il Distributore Industriale - Distribuzione, Vendita & Management is the official magazine of FNDI, the National Industrial Distribution Federation part of Confindustria. A three-monthly supplement to IEN Italia, every issue contains specific guidelines for industrial distribution's management, exclusive interviews and news and updates from the FNDI.

Language: Italian - Launched: 2007



PUBLISHING SCHEDULE 2021

Issue	Focus	Shows/Events	Dates
4 April Closing Date 12.03 Mailing Date 09.04	Industrial Distributors & Suppliers	Hannover Messe, Hannover	12-16.04
7/8 June/July Closing Date 04.06 Mailing Date 02.07	Safety & DPI	SPS Italia, Parma	06-08.07
10 October Closing Date 17.09 Mailing Date 12.10	Industrial Distribution & Service	EMO, Milano	04-09.10
12 December Closing Date 12.11 Mailing Date 10.12	Bearings & Power Transmissions		

Advertisement Rates and Specifications



1/1 page
□ 205 x 275 mm
+5 mm bleed
■ *180 x 235 mm



IIª Cop. - Inside front
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IVª Cop. - Outside back
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■ *180 x 235 mm



2/3 page vertical
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+5 mm bleed
■ *118 x 235 mm



1/2 page island
□ *118 x 160 mm



1/2 page horizontal
□ 205 x 137,5 mm
+5 mm bleed
■ *180 x 117,5 mm

***Type area, centered**
Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request



1/2 page vertical
□ 97 x 275 mm
+5 mm bleed
■ *87 x 235 mm



1/3 page horizontal
□ 205 x 98,5 mm
+5 mm bleed
■ *180 x 78,5 mm



1/3 page vertical
□ 66 x 275 mm
+5 mm bleed
■ *56 x 235 mm



1/4 page
□ *87 x 117,5 mm



Alessandro Ariu
Editor - Manutenzione & Asset Management
a.ariu@tim-europe.com

CONTENTS AND SPECIFICATIONS

Manutenzione & Asset Management is the official magazine of A.I.MAN. Italian Maintenance Association. In addition to the main monthly focuses, every issue contains articles on macro-areas such as Maintenance & Business, Maintenance Processes, Reliability & Maintenance Industry, Asset Lifecycle Management, Maintenance and Industry 4.0, and Competences in maintenance.

Language: Italian - Launched: 1999



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Main Topics

- Maintenance & Business
- Maintenance Processes
- Reliability & Maintenance Engineering
- Asset Lifecycle Management
- Maintenance & Industry 4.0
- Competences in maintenance

14.194

Total
subscribers

10.000

Website visitors
per month

Advertisement Rates and Specifications



Gatefold front cover

- 405 x 285 mm +5 mm bleed
- *375 x 237 mm

Double page

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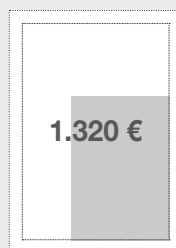
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1/1 page

- 210 x 285 mm +5 mm bleed
- *180 x 237 mm



2/3 page vertical

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- *106 x 237 mm



1/2 page island

- 133 x 179 mm +5 mm bleed
- *118 x 160 mm



1/2 page horizontal

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BUYERS GUIDE: Box Company name + Logo

- *60 x 20 mm

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1/2 page vertical

- 103 x 285 mm +5 mm bleed
- *88 x 237 mm



1/3 page horizontal

- 210 x 99 mm +5 mm bleed
- *180 x 76 mm



1/3 page vertical

- 72 x 285 mm +5 mm bleed
- *57 x 237 mm



1/4 page

- *88 x 118,5 mm



1/6 page

- *88 x 79 mm

*Type area, centered

Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 285 mm

Special positioning

Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

PUBLISHING SCHEDULE 2021

Issue	Focus	Shows/Events	Dates
1 January Closing Date 18.12 Mailing Date 20.01	Management & Maintenance Processes Electrical Systems & Components		
2 February Closing Date 15.01 Mailing Date 08.02	Operations & Maintenance Services Diagnostics	Maintenance Schweiz, Zurigo Automation&Testing, Torino Maintenance, Dortmund Mecfor, Parma SEATEC, Carrara	10-11.02 10-12.02 24-25.02 25-27.02 TBC
3 March Closing Date 12.02 Mailing Date 10.03	Reliability & Maintenance Engineering Hydraulics & Pneumatics Special: Oil & Gas	Embedded World, Norimberga WIN Eurasia, Istanbul Global Industrie, Lione Cosmoprof-Cosmopack, Bologna	02-04.03 10-13.03 16-19.03 18-21.03
4 April Closing Date 16.03 Mailing Date 09.04	Asset Management Test & Measurement	Hannover Messe, Hannover MCM/Save/mcT, Milano mcTER Alimentare, Bergamo	12-16.04 TBC TBC
5 May Closing Date 16.04 Mailing Date 11.05	Transportation Pumps & Valves Special: Automotive	Sensor+Test, Norimberga Control, Stoccarda IVS, Bergamo mcTER, Roma mcT Petrolchimico, Roma	04-06.05 04-07.05 26-27.05 TBC TBC
6 June Closing Date 07.05 Mailing Date 04.06	Risk Based Maintenance DPI - Individual Protection Devices Special: Food & Beverage	Accadueo, Bologna SPS Italia, Parma	23-25.06 06-08.07
7/8 July/August Closing Date 09.07 Mailing Date 27.08	Facility Management Seals & Gaskets		
9 September Closing Date 27.08 Mailing Date 17.09	Asset Integrity Energy Saving Special: Manutenzione & Energy Efficiency		
10 October Closing Date 24.09 Mailing Date 20.10	Maintenance & ICT Software & Digital Devices Special: Maintenance 4.0	EMO, Milano Motek, Stoccarda MCM/Save/mcTER, Verona	04-09.10 05-08.10 TBC
11 November Closing Date 15.10 Mailing Date 10.11	Maintenance Job & Skills Mechanical Systems & Components Special: Maintenance in Process Industry	ADIPEC, Abu Dhabi Ecomondo, Rimini SPS - Smart Production Solutions, Norimberga	08-11.11 09-12.11 23-25.11
12 December Closing Date 09.11 Mailing Date 10.12	Facilities Tools & Equipment Manutenzione Buyers Guide 2022		



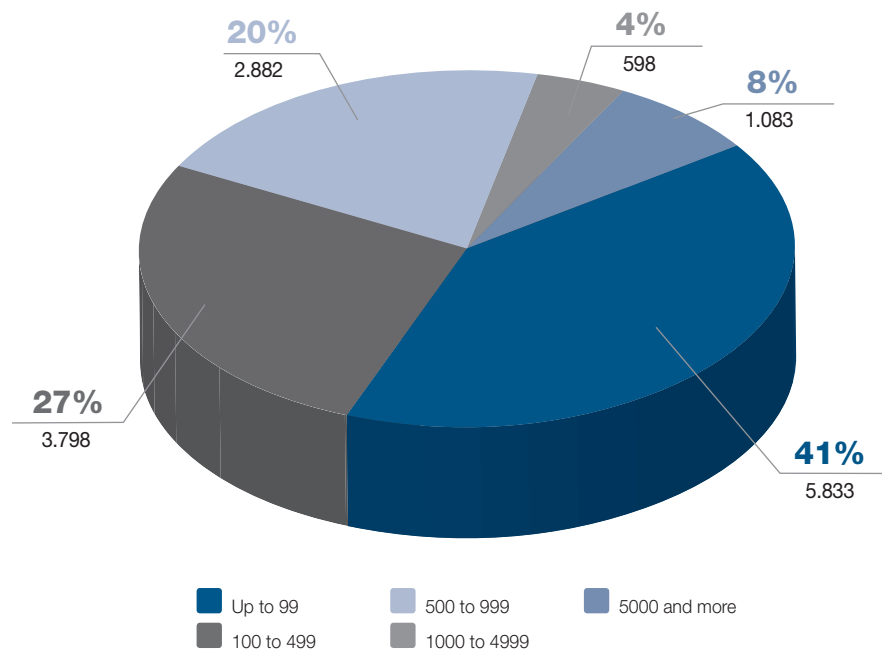
Print + Digital: Circulation 2021

By industry	Subscribers	%
Food & Beverage	1.461	10%
Textile & Synthetics Fibres	583	4%
Paper, Cellulose & Wood	796	6%
Metallurgy & Iron Industry	1.189	8%
Mechanical & Electromechanical	2.044	14%
Ceramic & Stoneware	813	6%
Chemicals & Petrochemicals	2.341	16%
Energy productions	771	5%
Maintenance Services	1.994	14%
Others	2.202	16%
TOTAL	14.194	100%

Source: Publisher's Projection 2021

By job function	Subscribers	%
General Manager	1.993	14%
Plant Engineering Manager	2.238	16%
Maintenance Manager	3.743	26%
Maintenance Staff	2.196	15%
Sales & Procurement	1.600	11%
Maintenance Service Manager	1.233	9%
Others	1.191	7%
TOTAL	14.194	100%

By number of employees



MANUTENZIONE BUYERS GUIDE

Industrial Maintenance Vendor List

Attached to the December issue of Manutenzione & Asset Management, Buyers Guide is the only Vendor List for industrial maintenance on the market, created to help all operators in the sector finding the most useful tools and companies for their work.





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The aim of **CMI - Costruzione e Manutenzione Impianti** is to provide Purchasing Managers, Design and Maintenance Technicians and Installers concise information on the most recent market proposals in the automation, instrumentation, fluid circulation and components of machines and systems sectors.

Language: Italian - Launched: 1999

Focus 2021

- Fluid Handling
- Automation
- Instrumentation
- Industrial Consumer Products
- Components
- Services & Digital Solutions
- Robotics
- Energy Efficiency



Vendor List

Vendor List is the annual

publication that analyzes the trend of the automation & instrumentation, fluid circulation, systems and components markets. It is distributed to 4,000 Purchasing Managers and Production/Maintenance Managers.
Date of publication: March 2021



Italian Vendors' List

Italian Vendors' List is the English

edition that publishes the profiles of Italian manufacturers. It is distributed to buyers of foreign companies operating in the design, construction and maintenance of plants. Special distribution during international fairs.
Date of publication: June 2021

10.983

Total subscribers

7.000

Website visitors per month

Advertisement Rates and Specifications

Cover - manchette ■ 53 x 47 mm	Back Cover - manchette ■ 135 x 90 mm	1/1 page Tabloid ■ 245 x 337 + 5 mm bleed	1/1 page + news ■ 182 x 256 mm	1/2 page horizontal ■ 245 x 168,5 mm +5 mm bleed	2/3 page horizontal ■ 228 x 230 mm	1/3 page horizontal ■ 228 x 110 mm
					*Type area, centered Dimensions (width x depth). Prices in Euro (Excl. VAT). Trim size 210 x 285 mm	
2/3 page vertical ■ 134 x 312 mm	1/2 page vertical ■ 120 x 337 mm +5 mm bleed	Island ■ 134 x 186 mm	1/6 pagina ■ 134 x 105 mm 1/2 Pagina + news ■ 182 x 130	Island - Vendor List + Company Profile ■ 150 x 210 mm Island - Italian Vendors List + Company Profile ■ 150 x 210 mm	Special positioning Front cover (1/3 page) € 1.600 Inside front cover (1/3 page) € 1.500 Manchette inside back cover € 400 Back cover Tabloid € 2.200 Section "L'azienda informa" € 1.000	
					For quantity discount, inserts and special positioning: pricing and further information on request	

In each issue:
Fluid Handling, Automation, Instrumentation, Components, Industrial Consumer Products

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 22.01 Mailing Date 12.02	Automation & Robotics	Automation&Testing, Torino MECFOR, Parma	10-12.02 25-27.02
3 March Closing Date 19.02 Mailing Date 10.03	Machines & Digital Factory 4.0		
4 April Closing Date 19.03 Mailing Date 09.04	Instrumentation & Monitoring Special: Pumps & Valves	Hannover Messe, Hannover	12-16.04
5 May Closing Date 20.04 Mailing Date 10.05	Automation & Instrumentation Fluid Handling	H2O, Bologna IVS, Bergamo mcTER, Roma mcT Petrolchimico, Roma	05-07.05 26-27.05 TBC TBC
6 June Closing Date 21.05 Mailing Date 10.06	Chemical Industry & Environment Special: Pumps & Energy Efficiency	MECSPE, Bologna Accadueo, Bologna SPS Italia, Parma	10-12.06 23-25.06 06-08.07
7/8 July/August Closing Date 25.06 Mailing Date 09.07	Industrial Consumer Products		
9 September Closing Date 24.08 Mailing Date 10.09	Services & Digital Solutions		
10 October Closing Date 17.09 Mailing Date 08.10	Fluid Handling Special: Regulatory Update for Pumps & Valves	MCM/Save/mcTER Verona	TBC
11 November Closing Date 19.10 Mailing Date 10.11	Energy Efficiency	Ecomondo, Rimini SPS Smart Production Solutions, Norimberga	09-12.11 23-25.11
12 December Closing Date 19.11 Mailing Date 10.12	Engineering Companies		

Print + Digital: Circulation 2021

By industry	Subscribers	%
Oil & Gas	2.239	20%
Food	2.174	20%
Chemical & Petrochemical Industry	2.019	18%
Plants for Water & Aqueducts Treatment	799	7%
Plant Maintenance	821	7%
Chemical & Pharmaceutical Industry	715	7%
Steel & Mechanical Industries	731	7%
Energy Saving Solutions	847	8%
Plasting Processing	155	1%
Textiles	119	1%
Engiennering Companies	208	2%
Industrial Distributors	83	1%
Ceramics & Glass	73	1%
TOTAL	10.983	100%

Source: Publisher's Projection 2021

By job function	Subscribers	%
Installers	339	2%
Production & Factory Managers	2.307	21%
Systems Designers	2.273	21%
Maintenance Managers	2.256	21%
Purchasing Managers	3.319	31%
Design Managers	489	4%
TOTAL	10.983	100%

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06 Anybus Ağ Geçitleri
MQTT ve OPC UA Üzerinden
IoT'ye Kolay ve Güvenli Bir
Yol Açıyor

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Önündeki En Büyük
Engeller:
Eski Teknolojiler ve
Yetenek Eksikliği

22 Gelecek IoT Çözümleri
ile Şekillenecek
WipeNet ile Dijitalleşen İş
Süreçlerinde Verimlilik Ve
Hız Artıyor Sağlıyor

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Kızılötesi Görüntüler Daha
Uzaktaki Daha Küçük
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Gelişmiş Sorun Tespit, Çözüm Performansı

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Kompakt Ve Son Derece
Dayanıklı

18 İlaç Sektöründe Verim Artışı İçin Dijitalleşme
Maliyetlerin Azalmasını Ve Teslim Sürelerinin
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In the last 13 years **Endüstri Dünyası** has become the most trusted source for industrial decision makers looking for new products and solutions. With an unmatched readership and response, it reaches industrial designers and manufacturing executives across the spectrum of the Turkish industry. It is at the forefront of publishing groundbreaking news in the B2B marketplace, where special content is shaped by the changes and progress of the new digitalized industrial world.

Language: Turkish - Launched: 2007

20.747

Total
subscribers

31.000

Website visitors
per month

Main Topics

- Electronics - Electricity
- Industrial Supply
- Motors & Drives
- Hydraulics & Pneumatics
- Machines & Tools
- Automation - Robotics
- Test & Measurement
- Industry 4.0
- Sensor Technology
- Additive Manufacturing - 3D Printing

Advertisement Rates and Specifications

1.900 € 1/1 page □ 210 x 297 mm +5 mm bleed ■ *180 x 262 mm	1.400 € 2/3 page vertical ■ *119 x 262 mm	1.400 € 2/3 page horizontal ■ *180 x 171 mm	1.300 € 1/2 page island ■ *119 x 170 mm	1.200 € 1/2 page horizontal □ 210 x 148,5 mm +5 mm bleed ■ *180 x 125 mm
1.200 € 1/2 page vertical □ 105 x 297 mm +5 mm bleed ■ *88 x 262 mm	1.000 € 1/3 page horizontal □ 220 x 105 mm +5 mm bleed ■ *180 x 80 mm	1.000 € 1/3 page vertical □ 77 x 307 mm +5 mm bleed ■ *57 x 262 mm	700 € 1/4 page □ 105 x 148,5 mm +5 mm bleed ■ *105 x 148,5 mm	

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Dimensions (width x depth).
Prices in Euro (Excl. VAT).
Trim size 210 x 297 mm

Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 04.02 Mailing Date 11.02	Industrial Communication Rail Systems	Istanbul Tube-Wire-Coil&Sheet Metal Fair Eurasia Rail 2021	25-27.02 03-05.03
3 March Closing Date 02.03 Mailing Date 10.03	WIN EURASIA 2021 Hannover Messe Special Edition Renewable Energies	Metal Working (Sheet Metal Processing) IAMD (Integrated Automation, Motion & Drives) Welding (Cutting Technologies) Surface Technology (Treatment & Welding) CEMAT (Materials Handling, Supply Chain Management, Interlogistics) Electrotech (Energy, Electric and Electronic Technologies) IBAKTECH 2021 (International Trade Fair For Bakery, Patisserie Machinery, Ice Cream, Chocolate and Technologies) ICSG İstanbul (International Istanbul Smart Grids and Cities Congress and Fair) Mill Tech (Mill Machinery Technologies and Components Exhibition) Turkchem ChemShow Eurasia Hannover Messe, Hanover REW İstanbul (International Recycling, Environmental Technologies and Waste Management Fair) HEFI 2021 (Home Electronics Fair) IFAT EURASIA 2021 (Eurasia's Leading Trade Fair for Environmental Technologies)	10-13.03 10-13.03 10-13.03 10-13.03 10-13.03 10-13.03 10-13.03 10-11.03 10-11.03 11-13.03 12-16.04 25-28.03 25-28.03 25-27.03
4 April Closing Date 24.03 Mailing Date 01.04	Test and Measurement Systems Machinery Industry	Solarex (Solar Energy and Technologies Fair) Automechanika İstanbul (International Automotive Spare Parts Trade Fair) MAKTEK KONYA (Machine Tools, Metal – Sheet Metal Processing Machines, Tool Holders – Cutting Tools, Quality Control – Measurement Systems, CAD/CAM, PLM Software and Manufacturing Technologies Fair) Tube&Steel İstanbulFair	01-03.04 08-11.04 08-11.04 14-17.04
5 May Closing Date 08.05 Mailing Date 15.05	Robotics & Automation Hannover Messe Report	ICCI 2021 (International Energy & Evironmental Fair& Conference) IDEF 2021 (International Defence Industry Fair) PLAST PAK (Plastic and Packaging Technologies Machinery and Equipment Fair)	25-27.05 25-28.05 26-29.05
6/7 June/July Closing Date 09.06 Mailing Date 16.06	Digitalization in Industry, Industry 4.0, IoT, Industrial Software, Software Security, Cloud Systems, ERP / MRP Solutions	K+ Rubber and Plastics Exhibition STT Euarisa Surface Treatment Technologies Fair	02-05.06 10-12.06
7/8 July-August- WEBMag Closing Date 28.07 Mailing Date 04.08	Factory Automation		
9 September Closing Date 24.08 Mailing Date 31.08	Machine Industry Electronics and Electric Supplement	Maktek Eurasia 2021 (Machine Tools, Metal – Sheet Metal Processing Machines, Tool Holders – Cutting Tools, Quality Control – Measurement Systems, CAD/CAM, PLM Software and Manufacturing Technologies Fair)	31.08-04.09
10 October Closing Date 22.09 Mailing Date 29.09	Industrial Equipment Smart Factories	ISK - SODEX 2021 (heating, ventilation, air conditioning, refrigeration, pumps, valves, fittings, water treatment and insulation exhibition) METALEXPO (Iron, Steel, Metal Products & Production Technologies Trade Fair) ISAF Smart Exhibitions (Security Systems Services & Equipment-Cyber Security, Information & Network Security-Smart Life & Smart Buildings-Occupational Safety and Health-Fire, Emergency, Search and Rescue) Kalite 2021 (Control, Metrology, Testing Equipment and Industrial Software Exhibiton) ALUEXPO 2021 (International Aluminium Technology, Machinery and Products Trade Fair) Eurasia Packaging İstanbul Fair Food-Tech Eurasia	29.09-02.10 29.09-02.10 07-10.10 13-16.10 14-16.10 20-23.10 20-23.10
11 November Closing Date 03.11 Mailing Date 10.11	Industrial Communication	ENTECH (Recycling Environmental Technologies and Zero Waste Expo) Smart Future World Expo Bumatech (Bursa Machine Technologies Fairs) Eurasian Composites Show (International Composites Raw Materials, Semi-Finished, Final Products and Technologies Exhibition) Digital Impact (Istanbul Digital Transformation Fair and Summit)	03-06.11 10-11.11 24-27.11 25-27.11 25-27.11
12 December - WEBMag Closing Date 24.11 Mailing Date 01.12	Plastics Technology Power Supplies & Energy	Plast Eurasia International Plastic Industry Fair Rubber 2021 İstanbul Rubber Industry Fair SANTEK 2021 (Eastern Marmara Industry And Tecnology Fair)	01-04.12 01-04.12 15-18.12

Print + Digital: Circulation 2021

By industry	Print	Digital	Subscribers	%
Automotive, Aircraft & Transportation	354	2.538	2.892	13,9%
Chemicals and Allied Products	105	335	440	2,1%
Construction	77	172	249	1,2%
Crude Petroleum, Natural Gas, Mining and Quarring	82	153	235	1,1%
Education	60	121	181	0,9%
Electric, Electronic, Computing & Communication	801	1.463	2.264	10,9%
Energy & Water Supplies	55	82	137	0,7%
Engineering Firms	112	358	470	2,3%
Fabricated Metalproducts	135	194	329	1,6%
Food, Beverage, Tobacco	120	175	295	1,4%
Importer, Dealers, Distributors, of Industrial Products	75	172	247	1,2%
Logistics and Transportation	17	27	44	0,2%
Machinery (Excluding Electrical)	452	2.809	3.261	15,7%
Mainenance	118	351	469	2,3%
Other Manufacturing Industries	121	372	493	2,4%
Automation & Robotic	825	2.916	3.741	18,0%
Others Related to the Field	162	3.602	3.764	18,1%
Paper, Textile, Leather	64	162	226	1,1%
Plastics, Rubber, Peroleum & Coal	85	150	235	1,1%
Primary Metals	98	193	291	1,4%
Public Administration, Government & Military	77	64	141	0,7%
Scientific, Measuring & Control Equipment	65	78	143	0,7%
Stone, Clay, Glass	50	23	73	0,4%
Wood, Timber, Furnitue	45	82	127	0,6%
TOTAL	4.155	16.592	20.747	100%

Source: Publisher's Projection 2021

By job function	Subscribers	%
Design Engineering	628	3,0%
General or Corporate Management	3.903	18,8%
Logistic Management	272	1,3%
Operations/Maintenance Engineering	823	4,0%
Other Engineering	856	4,1%
Other Functions	10.836	52,2%
Plant Mangement	299	1,4%
Production Engineering	860	4,1%
Project Management	536	2,6%
Purchasing or Procurement	850	4,1%
Research	556	2,7%
Test/Quality/Standards Engineering	328	1,6%
TOTAL	20.747	100%





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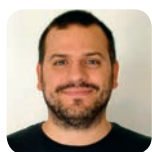
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