

2022 | 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

47 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 350,000 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 and Youtube, providing higher engagement for our brands and your contents.



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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 “flat” re-design of all our websites in 2021.



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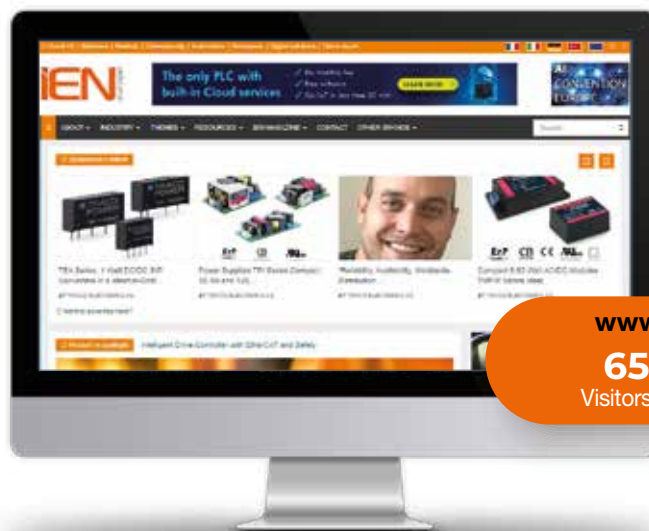
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GDPR Compliance Statement Brussels, May 25, 2018

- 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



www.ien.eu
65.000
Visitors per month

 Total subscribers: **71.396**
Language: English
Launched: 1975



www.pcne.eu
20.000
Visitors per month



 Total subscribers: **51.420**
Language: English
Launched: 2004



www.pei-france.com
65.000
Visitors per month

 Total subscribers: **53.584**
Language: French
Launched: 1989



www.electronique-eci.com

10.000
Visitors per month

Total subscribers: **19.665**
Language: French
Launched: 2010



www.ien-dach.de

25.000
Visitors per month



Total subscribers: **48.962**
Language: German
Launched: 1982



www.ien-italia.eu

45.000
Visitors per month

Total subscribers: **24.613**
Language: Italian
Launched: 1999

MAGAZINES AND WEBSITE OVERVIEW & AUDIENCE



Total subscribers: **7.158**
Language: Italian
Launched: 2007



www.distributore-industriale.it

5.500
Visitors per month



www.manutenzione-online.com

10.000
Visitors per month



Total subscribers: **13.355**
Language: Italian
Launched: 1988



Total subscribers: **9.964**
Language: Italian
Launched: 1999



www.rivistacmi.it

6.000
Visitors per month



 **Total subscribers: 18.820**
Language: Turkish
Launched: 2007



www.endustri-dunyasi.com

28.000
Visitors per month



IENT D-A-CH
WEBMag Circulation
15.000 Readers



IENT Europe
WEBMag Circulation
43.000 Readers



AI IEN
WEBMag Circulation
40.000 Readers



Endüstri Dünyası
WEBMag Circulation
7.500 Readers

EVENTS



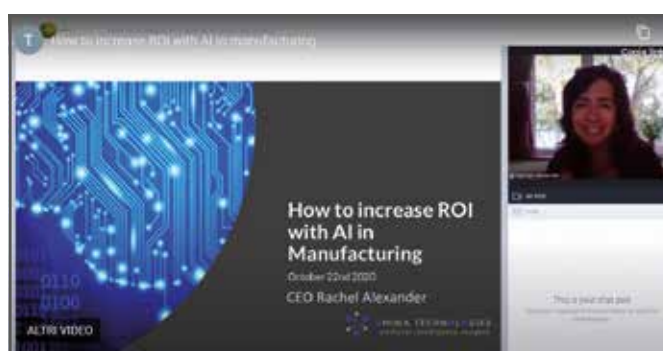
AI Convention Europe / Law & Ethics - Cybersecurity - Industry 4.0 - Data Science

Launched in 2018 as a one day in-person event in Brussels, AI Convention Europe attracted well over 200 participants and featured over 18 speakers from such industry leaders as SAS, IBM, Amazon, Microsoft, Robovision, etc.

Due to Covid-19 regulations, the 2020 edition of AI Convention Europe took place digitally on 20-21-22 October, in the form of a three-day webinar. It gathered more than 100 people registered from many parts of the world.

As last year, the 2021, 4th edition of AI Convention Europe will take place digitally as a series of webinars on December 1,2,7 & 8 covering 4 topics: Law & Ethics, Industry 4.0, Data Science and Cybersecurity.

The in-person event will return in 2022.



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.



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.





Il Mese della Manutenzione

“Il Mese della Manutenzione - Maintenance and Asset Management TIME” is a new project developed by A.I.MAN. – Italian Maintenance Association and TIMGlobal Media. It's an event dedicated to all Operators, Managers, Technicians and Managers of Maintenance and Asset Management in Italy.



Industrial Automation Week

The Industrial Automation Week is a digital event focused on various issues related to the industrial automation. It is specifically designed for Italian operators, purchasing managers and industrial designers. During the week, several webinars, live demos and talks are conducted by industry professionals.



Pumps & Valves Week

Pumps & Valves Week is a digital event completely dedicated to the circulation of fluids in the industrial sector conceived by TIMGlobal Media.

The main stakeholders in the sector met, in-person and remotely, to discover new products, success stories, technological innovations and market trends through Pumps & Valves Week.



Industrial Distribution Week

Industrial Distribution Week is a digital and free event focused on industrial distribution, which involves all industrial distributions stakeholders through interactive webinars, live streamings and digital round tables. Organized by FNDI – the National Federation of Industrial Distribution – and TIMGlobal Media, the Publishing Company who publishes the magazine Il Distributore Industriale, house organ of FNDI.



Energy Week

Meetings for a week, daily and remotely: the new online edition of Energy - Industry & Efficiency is a unique opportunity for all stakeholders interested in new energy-efficient success stories, technological innovations and market trends in the production and industrial fields. Moments of comparison, analysis and sharing between energy efficiency experts are also granted.



TRADE SHOWS

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



Achema
Frankfurt am Main, Germany



Hannover Messe
Hannover, Germany



SPS Italia
Parma, Italy



Sensor+Test
Nuremberg, Germany



Sensors & Instrumentation Live
Birmingham, UK



Advanced Engineering
Birmingham, UK



Motek
Stuttgart, Germany



SPS Smart Production Solutions
Nuremberg, Germany



BIMU
Milan, Italy

TIMGlobal Media International Editorial Team

TIMGlobal Media reaches over **350,000** qualified subscribers with decision making power in the industry all across Europe.

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, to generate useful and targeted

contacts through information request forms, 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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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/>



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

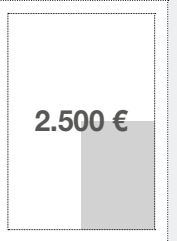
71.396
Total
subscribers

65.000
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

 8.000 € 1/1 page □ 210 x 285 mm +5 mm bleed □ *180 x 259 mm	 6.500 € 2/3 page vertical □ *119 x 259 mm	 6.500 € 2/3 page horizontal □ *180 x 171 mm	 5.000 € 1/2 page island □ *119 x 170 mm	 4.500 € 1/2 page horizontal □ 210 x 138 mm +5 mm bleed □ *180 x 125 mm
 4.500 € 1/2 page vertical □ 103 x 285 mm +5 mm bleed □ *88 x 259 mm	 3.500 € 1/3 page horizontal □ 210 x 98 mm +5 mm bleed □ *180 x 80 mm	 3.500 € 1/3 page vertical □ 72 x 285 mm +5 mm bleed □ *57 x 259 mm	 2.500 € 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

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 21.01 Mailing Date 16.02	Special: Robotics 5G Technology Predictive Maintenance and Analysis 3D Printing and Additive Manufacturing	Interplastica, Moscow interpack, Düsseldorf Maintenance, Zurich Automaticon, Warsaw Solids, Dortmund	25-28.01 25-28.01 10-11.02 26-28.01 08-10.02
3 March Closing Date 18.02 Mailing Date 15.03	Special: Embedded Technology & IT Special Covid-19: Remote Services & Solutions Networking & Security Industrial Communication and Connectivity	embedded world, Nuremberg all about automation, Friedrichshafen JEC World, Paris WIN Eurasia, Istanbul Global Industrie, Lyon Mecspe Maintenance, Antwerp LogiMAT, Stuttgart	15-17.03 08-09.03 14-18.03 TBD TBD TBD 23-24.03 08-10.03
4 April Closing Date 18.03 Mailing Date 13.04	Focus: Hannover Messe Special: Advanced Automation Medical Industry Motion Control Technology Logistics and Intralogistics 4.0 • SPECIAL: Energy Efficiency Business & Industry Supplement - Water-energy Nexus	Hannover Messe, Hannover Sensors & Instrumentation Live, Birmingham	25-29.04 TBD
5 May Closing Date 15.04 Mailing Date 15.05	Special: Sensor+Test Smart Control & Automation Cybersecurity Industrial Safety AI in Automation IEN Catalogues	Sensor+Test, Nuremberg PCIM Europe, Nuremberg Control, Stuttgart Smart Automation, Linz SPS Italia, Parma Intersolar Europe, ees Europe, Munich	10-12.05 10-12.05 03-06.05 TBD 24-26.05 11-13.05
6/7 June/July Closing Date 20.05 Mailing Date 17.06	Focus: Sensor + Test Special: Sensors, Test and Measurement IT-OT Systems Motors & Drives Vision & Identification	Interschutz, Hannover Automotive Testing Expo, Stuttgart automatica, Munich	20-25.06 21-23.06 21-24.06
9 September Closing Date 02.09 Mailing Date 23.09	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	TBD TBD 27-29.09
10 October Closing Date 23.09 Mailing Date 19.10	Special: Sensors & Instrumentation Smart Factory - IIoT - Industry 4.0 Power Supplies and Electronics IEN Catalogue	Emo, Hannover Motek, Stuttgart AI Convention Europe, Brussels automation & electronics, Zurich	TBD 04-07.10 TBC 05-06.10
11 November Closing Date 14.10 Mailing Date 09.11	Focus: SPS Smart Production Solutions Special: Mechatronics & Digital Automation Collaborative Robots Mechatronics & Digital Automation Virtual and Augmented Reality	SPS Smart Production Solutions, Nuremberg Power-Gen Europe, Paris Fakuma, Friedrichshafen	22-24.11 TBD 04-06.11
WEBMag			
4 April Closing Date 05.04 Mailing Date 15.04	Focus: Hannover Messe Motors & Drives Electronics & Electricity Industrial Equipment and Machinery		
11 November Closing Date 04.11 Mailing Date 15.11	SPS Smart Production Solutions WEBMags Sensor Technology Big Data		
12 December Closing Date 02.12 Mailing Date 12.12	Special: Automotive IoT & e-Mobility Identification and Vision Systems Cables and Energy Chains		

For WEBMag rates see page 42

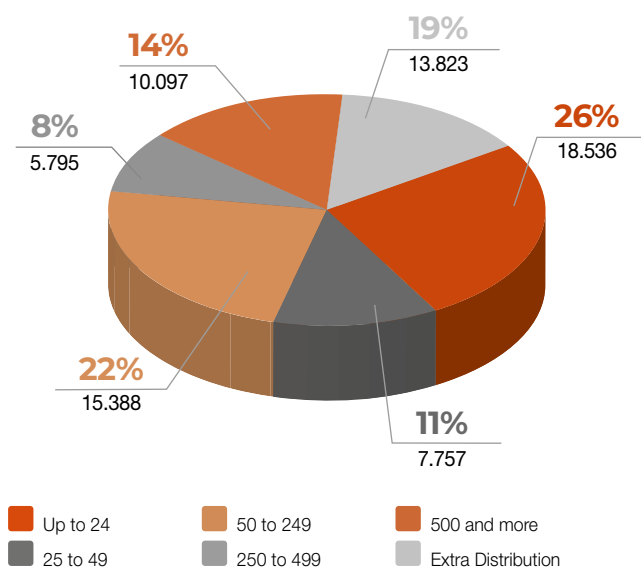
Print + Digital: Circulation 2022

By industry	Print	Digital	Subscribers	%
Manufacturing Industries	18.341	18.596	36.937	51,74%
Fabricated metal products	1.247	1.576	2.823	3,95%
Machinery (excluding electrical)	4.036	3.221	7.257	10,16%
Electric, electronic, computing & communication	5.874	7.221	13.095	18,34%
Scientific, measuring & control equipment	2.066	2.247	4.313	6,04%
Automotive, aircraft & transportation	2.003	2.033	4.036	5,65%
Other manufacturing industries	3.115	2.298	5.413	7,58%
Processing Industries	2.669	7.204	9.873	13,83%
Primary metals	448	224	672	0,94%
Chemicals and allied products	661	1.038	1.699	2,38%
Plastics, rubber, petroleum & coal	332	554	886	1,24%
Crude petroleum, natural gas, mining and quarrying	103	403	506	0,71%
Food, beverage, tobacco	173	542	715	1,00%
Paper, textile, leather	284	319	603	0,84%
Other processing industries	668	4.124	4.792	6,71%
Services and others	4.780	19.806	24.586	34,44%
Energy & water supply	884	995	1.879	2,63%
Engineering firms, consultants, contractors	1.002	3.884	4.886	6,84%
Public administration, government & military	554	703	1.257	1,76%
Education	663	1.554	2.217	3,11%
Importer, dealers, distributors, of industrial products	603	1.540	2.143	3,00%
Others related to the field	1.074	11.130	12.204	17,09%
TOTAL	25.790	45.606	71.396	100%

Source: Publisher's Projection 2022

By geographical area	Print	Digital	Subscribers	%
Austria	442	333	775	1,09%
Baltic States	183	226	409	0,57%
Belgium	1.039	1.249	2.288	3,20%
Bulgaria	109	203	312	0,44%
Croatia	137	112	249	0,35%
Czech Republic	389	306	695	0,97%
Denmark	441	402	843	1,18%
Finland	227	312	539	0,75%
France	3.501	4.483	7.984	11,18%
Germany	5.743	6.214	11.957	16,75%
Greece	302	503	805	1,13%
Hungary	137	241	378	0,53%
Ireland	60	278	338	0,47%
Israel	223	433	656	0,92%
Italy	2.447	3.014	5.461	7,65%
Netherlands (The)	1.438	1.662	3.100	4,34%
Norway	174	212	386	0,54%
Poland	210	430	640	0,90%
Portugal	209	661	870	1,22%
Romania	403	501	904	1,27%
Russian Federation	187	204	391	0,55%
Serbia and Montenegro	88	143	231	0,32%
Slovenia	146	162	308	0,43%
Slovakia	238	103	341	0,48%
Spain	882	1.443	2.325	3,26%
Sweden	502	420	922	1,29%
Switzerland	773	664	1.437	2,01%
Turkey	683	998	1.681	2,35%
UK	4.145	5.789	9.934	13,91%
Other	332	13.905	14.237	19,94%
TOTAL	25.790	45.606	71.396	100%

By number of employees



By job function	Subscribers	%
General or Corporate Management	20.847	29%
Product Design Engineering	9.718	14%
System Design Engineering	4.820	7%
Production Engineering	4.649	7%
Test/Quality/Standard Engineering	2.407	3%
Operations/Maintenance Engineering	3.124	4%
Other Engineering	5.028	7%
Purchasing or Procurement	5.569	8%
Other Functions	15.234	21%
TOTAL	71.396	100%



Kay Petermann
Editor
k.petermann@tim-europe.com

CONTENTS AND SPECIFICATIONS

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



**Add a VIDEO in
PCNE Europe Digital Edition
FREE of Charge!**

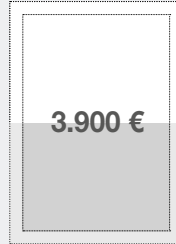
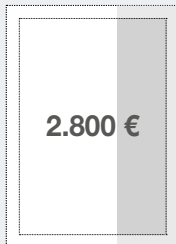
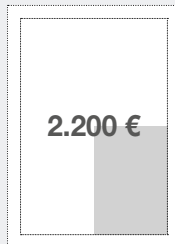
51.420

**Total
subscribers**

20.000

**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 2022

Issue	Focus	Shows/Events	Dates
3 March Closing Date 25.02 Mailing Date 23.03	Special: AICHEMA Measurement & Automation Explosion Protection & Safety	Solids, Dortmund StocExpo Europe, Rotterdam Logimat, Stuttgart Pumps & Valves, Antwerp Interpharm Achema, Frankfurt Hannover Messe, Hannover	16-17.02 08-10.03 08-10.03 23-24.03 March 04-08.04 25-29.04
5 May Closing Date 08.04 Mailing Date 04.05	Special: Chemical & Pharmaceutical Industry Digitalization in Process Industries Processing Machinery & Packaging	Sensor+Test, Nuremberg SPS Italia, Parma IFAT, Munich Analytica, Munich POWTECH, Nuremberg	10-12.05 24-26.05 30.05-03.06 21-24.06 30.08-01.09
9 September Closing Date 26.08 Mailing Date 21.09	Special: Bulks & Solids IT/OT: Communication, Integration, Safety and more Mechanical Processing	WindEnergy, Hamburg ILMAC, Lausanne	27-30.09 October
11 November Closing Date 07.10 Mailing Date 03.11	Special: Food & Beverage Pumps, Valves and Compressors Process Modularization	ADIPEC, Abu Dhabi electronica, Munich SPS Smart Production Solutions, Nuremberg Valve World Expo, Düsseldorf	November 15-18.11 22-24.11 29.11-01.12

READERSHIP PROFILE 2022

Print + Digital: Circulation 2022

By industry	Print	Digital	Subscribers	%
Agricultural Chemicals	66	94	160	0,31%
Cosmetics, Toilet Preparations	20	37	57	0,11%
Energy, Water Supply, Waste Water Treatment	2.144	1.542	3.686	7,17%
Engineering, Consulting, Subcontract Services	4.175	5.584	9.759	18,98%
Food, Drinks, Tobacco	3.028	1.622	4.650	9,04%
Industrial Chemicals	5.578	3.841	9.419	18,32%
Lumber, Wood, Furniture & Fixtures	660	503	1.163	2,26%
Oil, Gas, Petroleum Refining & Related Products	530	1.235	1.765	3,43%
Paints, Varnishes, Lacquers & Allied Products	68	84	152	0,30%
Paper, Printing & Allied Products	1.126	1.154	2.280	4,43%
Pharmaceuticals	112	284	396	0,77%
Plastic Materials and Synthetics	552	884	1.436	2,79%
Primary Metals Industries	984	995	1.979	3,85%
Rubber & Plastic Products	620	543	1.163	2,26%
Sealants, Explosives, Ink, Carbon, Chemical Products	82	89	171	0,33%
Soap, Detergents, Cleaning Products, Perfumes	55	85	140	0,27%
Stone, Clay, Glass & Concrete Products	540	321	861	1,67%
Textile, Apparel, Leather	1.324	884	2.208	4,29%
Others related to the field	2.220	7.755	9.975	19,40%
TOTAL	23.884	27.536	51.420	100%

Source: Publisher's Projection 2022

By geographical area	Print	Digital	Subscribers	%
Austria	188	221	409	0,80%
Belgium	1.028	1.886	2.914	5,67%
Czech Republic	65	73	138	0,27%
Denmark	134	121	255	0,50%
Finland	93	86	179	0,35%
France	6.624	6.147	12.771	24,84%
Germany	2.730	4.074	6.804	13,23%
Greece	277	336	613	1,19%
Hungary	66	66	132	0,26%
Ireland	184	284	468	0,91%
Italy	2.886	3.519	6.405	12,46%
Netherlands	814	1.000	1.814	3,53%
Norway	134	108	242	0,47%
Poland	91	112	203	0,39%
Portugal	352	303	655	1,27%
Spain	1.433	1.788	3.221	6,26%
Sweden	206	182	388	0,75%
Switzerland	384	331	715	1,39%
Turkey	393	274	667	1,30%
Uk	3.918	2.874	6.792	13,21%
Extra-Europe Distribution	1.884	3.751	5.635	10,96%
TOTAL	23.884	27.536	51.420	100%

By job function	Subscribers	%
Engineering	15.491	30,13%
General & Corporate Management	12.053	23,44%
Others	6.911	13,44%
Plant Operations, Maintenance, Quality Control	6.019	11,71%
Purchasing	7.155	13,91%
Research & Development	3.791	7,37%
TOTAL	51.420	100%



Jacques Marouani
Editor
j.marouani@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



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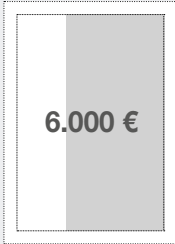
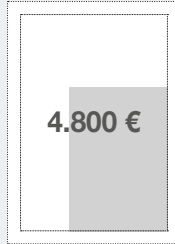
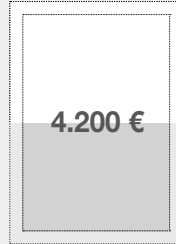
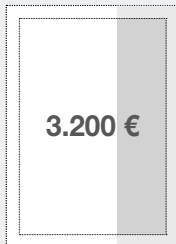
53.584

Total
subscribers

65.000

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

***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 2022

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 28.01 Mailing Date 23.02	Industry 4.0 Sensors & Transducers	SEPEM Industries, Rouen SEPEM Industries, Grenoble JEC World, Paris CFIA, Rennes	25-27.01 8-10.02 08-10.03 08-10.03
3 March Closing Date 11.02 Mailing Date 09.03	Automotive Equipements Cameras & Vision Systems	3D Print, Lyon FIP, Lyon	05-07.04 05-08.04
4 April Closing Date 11.03 Mailing Date 07.04	Motors, Variators and Drives Hydraulic, Pneumatic, Pumps and Valves		
5 May Closing Date 08.04 Mailing Date 04.05	Automation & Industry 4.0 Industrial Displays and Human Machine Interfaces	Global Industrie, Paris	17-20.05
6 June Closing Date 13.05 Mailing Date 08.06	Food Processing Equipements Packaging and Handling New Industrial Catalogs	SEPEM Industries, Colmar IOT World+MtoM Embedded, Paris	15-17.06 29-30.06
9 September Closing Date 22.07 Mailing Date 05.09	Industrial Security Instrumentation and Data Acquisition	SEPEM Industries, Toulouse Mesures Solutions, Lyon	20-22.09 05-06.10
10 October Closing Date 09.09 Mailing Date 05.10	Green Automation and Sustainable Manufacturing Industrial Computing & Embedded Systems	Expoprotection, Paris Analyse Industrielle, Paris	15-17.11 19-20.10
11 November Closing Date 21.10 Mailing Date 16.11	Energy Efficiency Remote Diagnostics and Telemaintenance		
12 December - WEBMag Closing Date 02.12 Mailing Date 13.12	Connectors and Electrical Equipments Robotic and Automation New Industrial Catalogs		

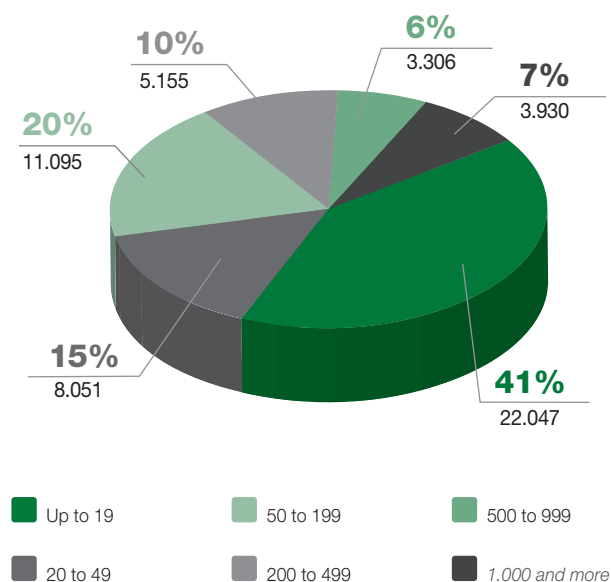
Print + Digital: Circulation 2022

By industry	Print	Digital	Subscribers	%
Other industries	4.622	9.545	14.167	26,44%
Construction, public works	267	394	661	1,23%
Chemicals, pharmaceuticals	662	882	1.544	2,88%
Inter-industrial trade	610	941	1.551	2,89%
Mechanical assemblies	3.710	2.234	5.944	11,09%
Electrical assemblies	1.985	1.771	3.756	7,01%
Energy distribution	332	310	642	1,20%
Professional electronics	2.411	1.843	4.254	7,94%
Consumer electronics	284	341	625	1,17%
Materials, minerals, glass	559	384	943	1,76%
Technical education & training	236	309	545	1,02%
Automotive industry	894	994	1.888	3,52%
Food processing & beverage industries	473	471	944	1,76%
Lumber, wood, furnishings	184	223	407	0,76%
Engineering services, consultancy	996	1.214	2.210	4,12%
Precision, measuring & control instruments	1.080	1.033	2.113	3,94%
Metallurgy, fabricated metal products	1.945	1.441	3.386	6,32%
Paper, cardboard & print services	503	487	990	1,85%
Plastics, rubber	760	958	1.718	3,21%
Power production	618	391	1.009	1,88%
Health sector	238	237	475	0,89%
Public service, research, national defence	1.124	993	2.117	3,95%
Sub-contracting	210	449	659	1,23%
Textile, clothing, leather, shoes	189	284	473	0,88%
Transportation	244	319	563	1,05%
TOTAL	25.136	28.448	53.584	100%

Source: Publisher's Projection 2022

By job function	Subscribers	%
Purchase Manager	2.761	5,15%
Others	15.126	28,23%
Department Head, Project Manager, Engineer	15.217	28,40%
CEO, Managing Director, General Manager	14.360	26,80%
Technician, Technical Agent	6.120	11,42%
TOTAL	53.584	100%

Number of employees





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Editor - PEI
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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.ecinews.fr : web site
- daily newsletters : news & products

These 4 media are complementary and cater for the readers' needs at different times while designing a new system or product. 19.665 readers across France

Language: French - Launched: 2010

PUBLISHING SCHEDULE 2022

Issue	Focus	Shows/Events	Dates
1/2 Jan/Feb Closing Date 27.01 Mailing Date 14.02	Wireless Communications Microcontrollers & FPGAs	Forum de l'électronique, Rouen Forum de l'électronique, Grenoble Mobile World Congress, Barcelona Embedded World, Nuremberg	25-27.01 08-10.02 28.02-03.03 15-17.03
3/4 Mars/April Closing Date 03.03 Mailing Date 21.03	OS & Real Time Processing Power Supplies, DC/DC Converters	Global Industrie, Paris 3D Print, Lyon	17-20.05 05-07.04
5/6 May/June Closing Date 05.05 Mailing Date 23.05	Power Components Sensors	PCIM, Nuremberg Sensor+Test, Nuremberg Forum de l'électronique, Colmar Iot World + MtoM, Paris	10-12.05 10-12.05 15-17.06 29-30.06
9 September Closing Date 18.08 Mailing Date 05.09	Test & Measurement Equipments Special Automotive Electronics	Forum de l'électronique, Toulouse	20-22.09
10 October Closing Date 15.09 Mailing Date 03.10	Circuits and Components for IoT Connectors	Analyse industrielle, Paris	19-20.10
11/12 Nov/Dec Closing Date 20.11 Mailing Date 07.11	New Products at Electronica 2022 Identification Technologies	electronica, Munich Semicon Europa, Munich	15-18.11 16-19.11



19.665

Total
subscribers

10.000

Website visitors
per month

Advertisement Rates and Specifications

13.000 €

Double Page
420 x 297 mm
+5 mm bleed
*400 x 265 mm

8.000 €

1/1 page
210 x 297 mm
+5 mm bleed
*190 x 265 mm

5.200 €

Page Junior
*123 x 176 mm

4.000 €

1/2 page vertical
*90 x 265 mm

4.000 €

1/2 page horizontal
*190 x 133 mm

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

Preferred material format:
High Resolution PDF

2.900 €

1/3 page vertical
*63 x 265 mm

2.900 €

1/3 page horizontal
*190 x 86 mm

2.100 €

1/4 Vertical
*90 x 133 mm

2.100 €

1/4 Horizontal
*190 x 67 mm

1.200 €

1/8 Vertical
*57 x 133 mm

1.200 €

1/8 Horizontal
*90 x 60 mm



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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

48.962

Total
subscribers

25.000

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

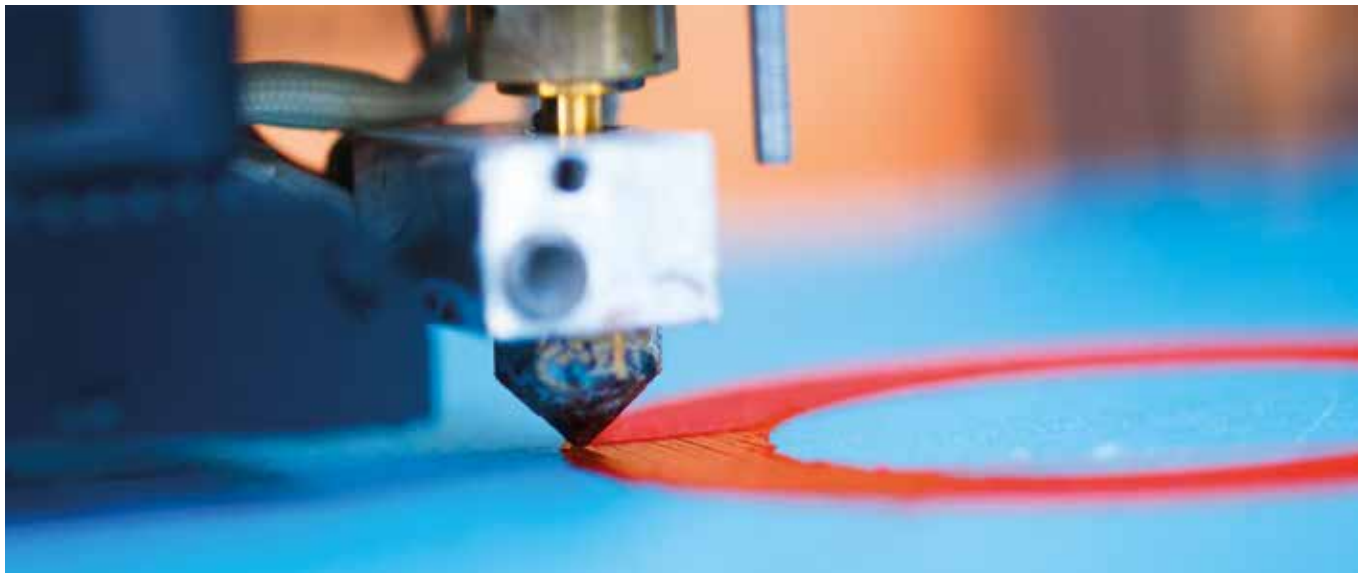
Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

Issue	Focus	Shows/Events	Dates
2/3 February/March Closing Date 11.02 Mailing Date 09.03	Special: IPCs, HMI and Displays Hannover Messe Preview Industrial Safety	Light + Building, Frankfurt Embedded World, Nürnberg Achema, Frankfurt	13.-17.04. 15.-17.03. 04.-08.04.
4 April Closing Date 18.03 Mailing Date 12.04	Focus: Hannover Messe Special: Sensors, Test & Measurement Motion & Drives	Hannover Messe, Hannover Laser World of Photonics, München Control, Stuttgart Sensor+Test, Nürnberg PCIM, Nürnberg Smart Automation Austria, Wien	25.-29.04. 26.-29.04. 03.-06.05. 10.-12.05. 10.-12.05. 10.-13.05.
5 May Closing Date 22.04 Mailing Date 18.05	Focus: Ease-of-use Robotics Special: Automation and Industry 4.0 Condition Monitoring & Maintenance Katalog Distributor	SPS Italia, Parma Automotive Testing Expo, Stuttgart Automatica, München	24.-26.05. 21.-23.06. 21.-24.06.
6/7 June/July Closing Date 27.05 Mailing Date 22.06	Focus: Cables, Connectivity & Energy Chains Special Heavy Duty: Drives, Sensors and more for special environments Mobile Automation	WindEnergy, Hamburg	27.-30.09.
9 September Closing Date 02.09 Mailing Date 23.09	Focus: Motek Assembly and Handling Technology Energy-efficient Motion & Drives	MOTEK, Stuttgart automation & electronics, Zürich	04.-07.10. 05.-06.10.
10 October Closing Date 23.09 Mailing Date 19.10	Special: 3D-Printing and Additive Manufacturing Power Supplies & Battery Solutions SPS Preview Katalog Distributor	bauma, München	24.-30.10.
11 November Closing Date 14.10 Mailing Date 09.11	Focus: Industrial Communication: Ethernet, Fieldbus and Wireless Special: SPS Industry 4.0	electronica, München Formnext, Frankfurt SPS Smart Production Solutions, Nürnberg	15.-18.11. 15.-18.11. 22.-24.11.

WEBMag

4 April Closing Date 04.04 Mailing Date 14.04	Focus: Hannover Messe Robotics Automation and Industry 4.0		
11 November Closing Date 05.11 Mailing Date 16.11	Industrial Communication: Ethernet, Fieldbus and Wireless Special: SPS Artificial Intelligence Sensors		
12 December Closing Date 05.12 Mailing Date 12.12	Highlights Products & Solutions 2022 Highlights SPS		

For WEBMag rates see page 42



Print + Digital: Circulation 2022

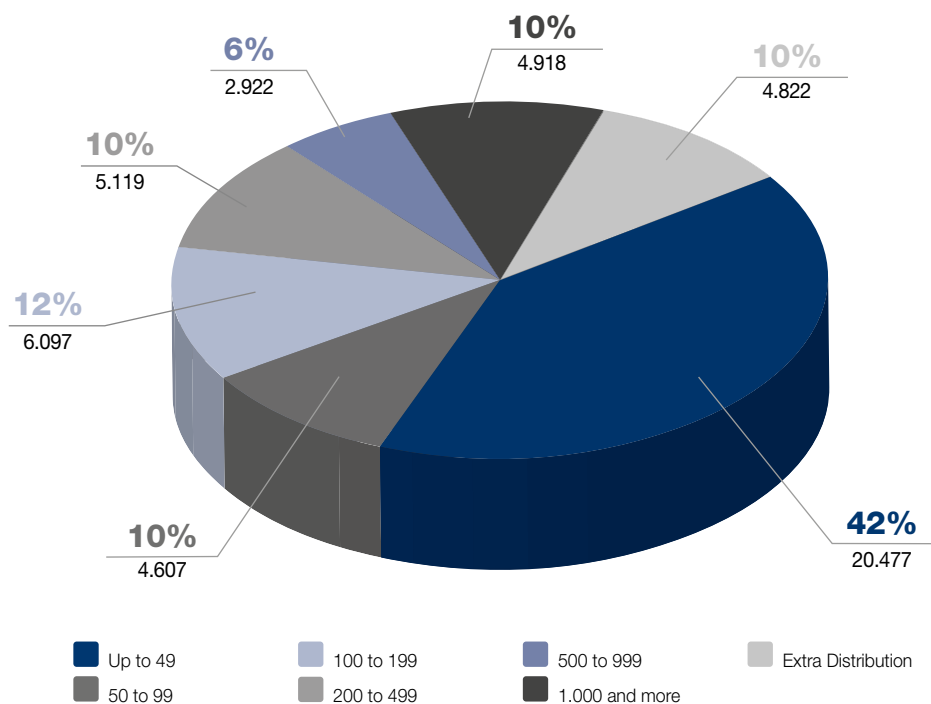
By industry	Print	Digital	Subscribers	%
Mechanical & plant engineering	12.954	4.112	17.066	34,86%
Automotive industry / vehicle construction	995	1.244	2.239	4,57%
Metal industry	912	936	1.848	3,77%
Precision mechanics / optics	884	740	1.624	3,32%
Electrotechnics / electronics	8.104	5.133	13.237	27,04%
Communication equipment / IT	621	552	1.173	2,40%
Chemistry / plastics / rubber	887	703	1.590	3,25%
Cellulose / paper / cardboard / printing	85	214	299	0,61%
Wood / glass / ceramics/ mining / quarrying	109	203	312	0,64%
Food / beverage /tobacco	84	144	228	0,47%
Energy / water treatment	224	274	498	1,02%
Engineering firms / System integrators	207	773	980	2,00%
Technical institutes / universities	315	886	1.201	2,45%
Other industries	448	1.765	2.213	4,52%
Extra distribution	799	3.655	4.454	9,10%
TOTAL	27.628	21.334	48.962	100%

Source: Publisher's Projection 2022

By geographical area	Print	Digital	Subscribers	%
Germany	25.607	17.036	42.643	87,09%
Austria	403	684	1.087	2,22%
Switzerland	889	908	1.797	3,67%
Poland	121	276	397	0,81%
Hungary	140	186	326	0,67%
Czech Republic	39	190	229	0,47%
Slovakia	17	64	81	0,17%
Slovenia	58	105	163	0,33%
Baltic states	12	38	50	0,10%
Extra distribution	342	1.847	2.189	4,47%
TOTAL	27.628	21.334	48.962	100%

By job function	Subscribers	%
Design management / design	7.005	14,31%
Development management / development	8.594	17,55%
Research management / research	1.495	3,05%
Project management	801	1,64%
Technical purchasing / purchasing	5.429	11,09%
Manufacturing management / manufacturing	3.759	7,68%
Planning / rationalisation	447	0,91%
Quality control	561	1,15%
Maintenance	665	1,36%
Company management / technical management	13.430	27,43%
Other function	1.999	4,08%
Extra distribution	4.777	9,76%
TOTAL	48.962	100%

By number of employees





Editorial Team

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Paola Capitanio
Editorial Support
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CONTENTS
AND SPECIFICATIONS

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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24.613

Total
subscribers

45.000

Website visitors
per month

Advertisement Rates and Specifications

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2.800 € 1/2 page vertical □ 103 x 285 mm +5 mm bleed □ *88 x 259 mm	1.900 € 1/3 page horizontal □ 210 x 98 mm +5 mm bleed □ *180 x 80 mm	1.900 € 1/3 page vertical □ 72 x 285 mm +5 mm bleed □ *57 x 259 mm	1.500 € 1/4 page □ *88 x 125 mm	800 € 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 2022

Issue		Focus	Shows/Events	Dates
1/2 January/February		Special: Packaging	A&T Automation & Testing, Turin	23-25.02
	Closing Date	Electrical Components	MECFOR, Parma	24-26.02
	Mailing Date	Hydraulics & Pneumatics		
3 March		Special: 3D Printing - Additive Manufacturing	MCE Expocomfort, Milan	08-11.03
	Closing Date	Industrial Software	COSMOPACK, Bologna	10-13.03
	Mailing Date		embedded world, Nuremberg	15-17.03
			WIN Eurasia, Istanbul	TBC
			Global Industrie, Lyon	TBC
4 April		Focus: Hannover Messe	ACHEMA, Frankfurt	04-08.04
	Closing Date	Special: Robotics	Hannover Messe, Hannover	25-29.04
	Mailing Date	Automation 4.0		
5 May		Focus: SPS Italia	SPS Italia, Parma	24-26.05
	Closing Date	Special: Energy Efficiency in Industrial Plant	IVS, Bergamo	25-26.05
	Mailing Date	Cybersecurity	IFAT, Munich	30.05-03.06
			MECSPE, Bologna	TBC
6/7 June/July		Special: Aerospace		
	Closing Date	Motors & Drives		
	Mailing Date	Maintenance 4.0		
9 September		Special: Automotive		
	Closing Date	Mechatronics & Robotics		
	Mailing Date	Test & Measurement		
10 October		Special: Food and Beverage	Motek, Stuttgart	04-07.10
	Closing Date	Industrial Vision	BI-MU, Milan	12-15.10
	Mailing Date	Sensors & Transmitters	MIAC, Lucca	TBC
11 November		Focus: SPS Smart Production Solutions	Ecomondo, Rimini	TBC
	Closing Date	Special: Solutions for the Medical Industry	SPS Smart Production Solutions, Nuremberg	TBC
	Mailing Date	Solutions for Digitization	ADIPEC, Abu Dhabi	TBC
			Valve World Expo	29.11-01.12
12 December - WEBMag		Special: Chemical-Pharmaceutical Industry		
	Closing Date	Tools & Equipments		
	Mailing Date			



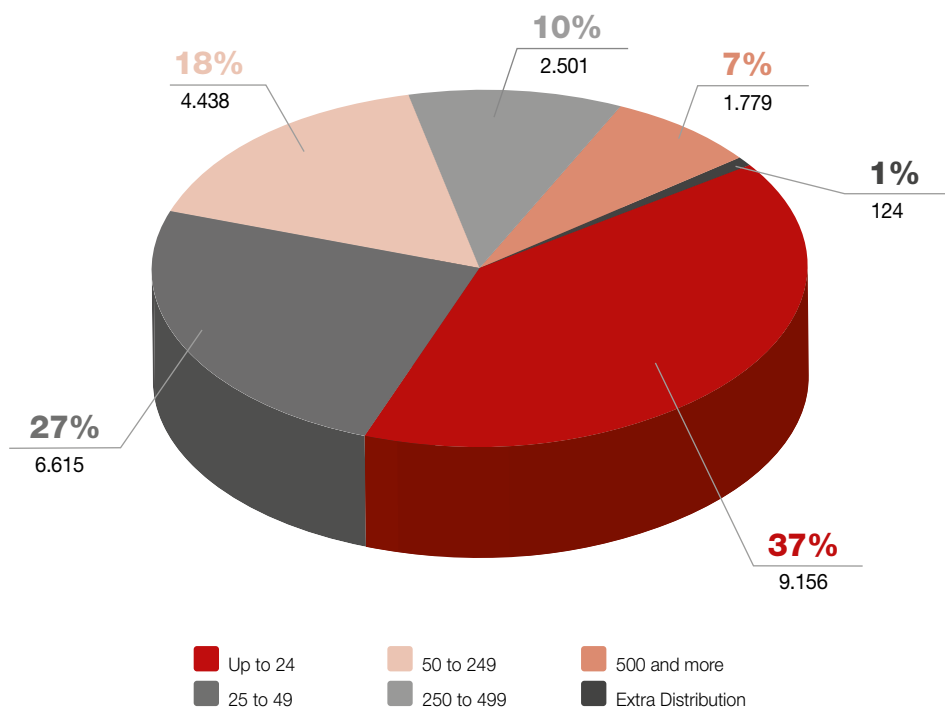
Print + Digital: Circulation 2022

By industry	Print	Digital	Subscribers	%
Government, Military, Public Administration	103	668	771	3,13%
Food, Beverage & Tobacco	948	612	1.560	6,34%
Other Processing Industries	312	592	904	3,67%
Other Manufacturing Industries	174	731	905	3,68%
Others	66	347	413	1,68%
Electric, Electronic, Computing	824	1.415	2.239	9,10%
Automotive	533	903	1.436	5,83%
Scientific, Measuring & Control Equipment	741	1.332	2.073	8,42%
Paper, Textile, Leather	406	575	981	3,99%
Chemical, Pharmaceuticals	1.035	882	1.917	7,79%
Culture	127	835	962	3,91%
Crude Petroleum, Gas, Mining, Quarrying	103	641	744	3,02%
Plastics, Rubber, Oil, Coal	738	703	1.441	5,85%
Energy & Water Treatment	184	683	867	3,52%
Import, Dealers & Distributors	153	739	892	3,62%
Machinery (Excluding Electrical)	650	893	1.543	6,27%
Metallurgical	531	725	1.256	5,10%
Fabricated Metal Products	1.352	1.211	2.563	10,41%
Engineering Firms, Consultants & Contractors	186	960	1.146	4,66%
TOTAL	9.166	15.447	24.613	100%

Source: Publisher's Projection 2022

By job function	Subscribers	%
Purchasing or Procurement	3.527	14,33%
Other Engineering/Project Management	1.608	6,53%
Other	892	3,62%
General or Corporate Management	4.629	18,81%
Production Engineering	3.797	15,43%
Test, Standards and Quality Control	1.555	6,32%
Planning / Rationalisation	1.161	4,72%
System Design Engineering	1.668	6,78%
Product Design Engineering	5.776	23,47%
TOTAL	24.613	100%

By number of employees





7.158
Total
subscribers

5.500
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 2022

Issue	Focus	Shows/Events	Dates
4 April Closing Date 11.03 Mailing Date 06.04	Supply Chain & Logistics	Hannover Messe, Hannover SPS Italia, Parma	25-29.04 24-26.05
7/8 June/July Closing Date 10.06 Mailing Date 06.07	Tools		
10 October Closing Date 16.09 Mailing Date 12.10	Hydraulics & Pneumatics		
12 December Closing Date 11.11 Mailing Date 06.12	Bearings & Power Transmissions		

Advertisement Rates and Specifications



1/1 page
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+5 mm bleed
■ *180 x 237 mm



IIª Cop. - Inside front
IIIª Cop. - Inside back
IVª Cop. - Outside back
□ 210 x 285 mm +5 mm bleed
■ *180 x 237 mm



2/3 page vertical
□ 121 x 285 mm
+5 mm bleed
■ *106 x 237 mm



1/2 page island
■ *118 x 160 mm



1/2 page horizontal
□ 210 x 141,5 mm
+5 mm bleed
■ *180 x 118,5 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



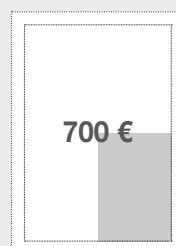
1/2 page vertical
□ 103 x 285 mm
+5 mm bleed
■ *88 x 237 mm



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



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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

13.355

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

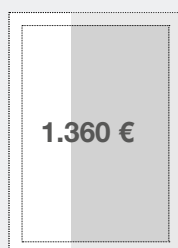
Double page

- 420 x 285 mm +5 mm bleed



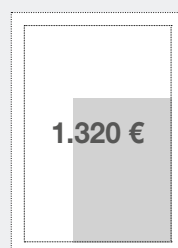
II^a Cop. - Inside front
III^a Cop. - Inside back
IV^a Cop. - Outside back
1/1 page

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



2/3 page vertical

- 121 x 285 mm +5 mm bleed
- *106 x 237 mm



1/2 page island

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



1/2 page horizontal

- 210 x 141,5 mm +5 mm bleed
- *180 x 118,5 mm

BUYERS GUIDE:

Box Company
name + Logo

- *60 x 20 mm

200 €



1/2 page vertical

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



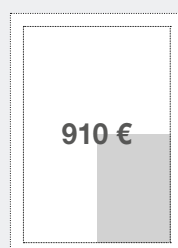
1/3 page horizontal

- 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
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PUBLISHING SCHEDULE 2022

Issue	Focus	Shows/Events	Dates
1 January Closing Date 17.12 Mailing Date 19.01	Management & Maintenance Processes Electrical Systems & Components		
2 February Closing Date 14.01 Mailing Date 09.02	Operations & Maintenance Services Diagnostics	A&T Automation & Testing, Turin MECFOR, Parma MCE Expocomfort, Milan COSMOPACK, Bologna	23-25.02 24-26.02 08-11.03 10-13.03
3 March Closing Date 11.02 Mailing Date 09.03	Reliability & Maintenance Engineering Hydraulics & Pneumatics Special: Oil & Gas	embedded world, Nuremberg	15-17.03
4 April Closing Date 11.03 Mailing Date 08.04	Maintenance & Asset Management Test & Measurement	ACHEMA, Frankfurt Hannover Messe, Hannover	04-08.04 25-29.04
5 May Closing Date 15.04 Mailing Date 11.05	Transportation Pumps & Valves Special: Automotive	SPS Italia, Parma IVS, Bergamo IFAT, Munich MECSPE, Bologna	24-26.05 25-26.05 30.05-03.06 TBC
6 June Closing Date 06.05 Mailing Date 01.06	Risk Based Maintenance DPI - Individual Protection Devices Special: Food & Beverage		
7/8 July/August Closing Date 08.07 Mailing Date 26.08	Facility Management Seals & Gaskets		
9 September Closing Date 26.08 Mailing Date 16.09	Asset Integrity Energy Saving Special: Manutenzione & Energy Efficiency	BI-MU, Milan MIAC, Lucca	12-14.10 TBC
10 October Closing Date 23.09 Mailing Date 21.10	Maintenance & ICT Software & Digital Devices Special: Maintenance 4.0	Ecomondo, Rimini SPS Smart Production Solutions, Nuremberg ADIPEC, Abu Dhabi	TBC TBC TBC
11 November Closing Date 14.10 Mailing Date 10.11	Maintenance Job & Skills Mechanical Systems & Components Special: Maintenance in Process Industry	Valve World Expo, Düsseldorf	TBC
12 December Closing Date 09.11 Mailing Date 02.12	Building Asset Management Tools & Equipment Manutenzione Buyers Guide 2022		



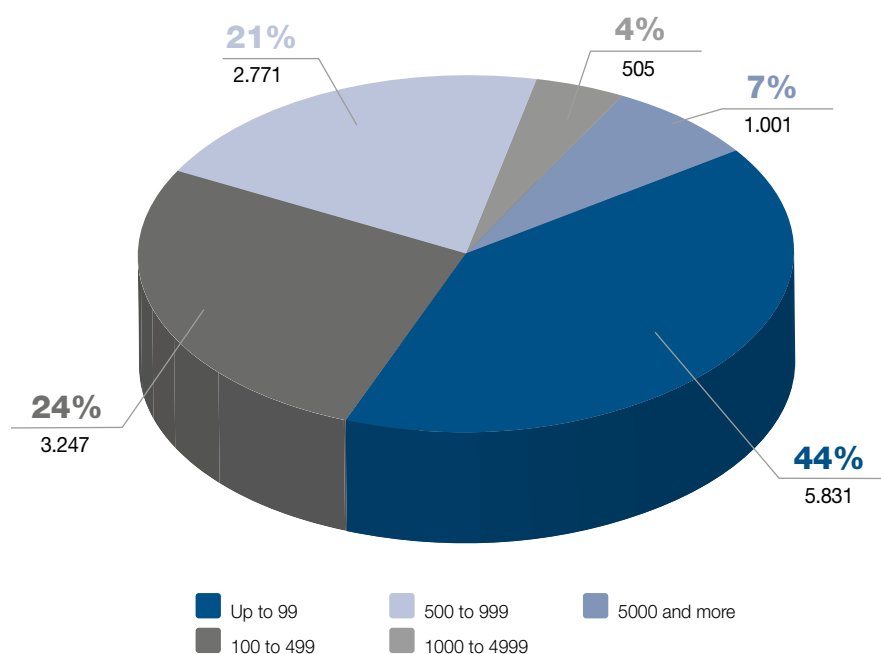
Print + Digital: Circulation 2022

By industry	Subscribers	%
Food & Beverage	1.335	10%
Textile & Synthetics Fibres	543	4%
Paper, Cellulose & Wood	741	6%
Metallurgy & Iron Industry	1.066	8%
Mechanical & Electromechanical	2.013	15%
Ceramic & Stoneware	743	6%
Chemicals & Petrochemicals	2.214	17%
Energy productions	668	5%
Maintenance Services	1.887	14%
Others	2.145	16%
TOTAL	13.355	100%

By job function	Subscribers	%
General Manager	1.883	14%
Plant Engineering Manager	2.147	16%
Maintenance Manager	3.342	25%
Maintenance Staff	2.132	16%
Sales & Procurement	1.557	12%
Maintenance Service Manager	1.211	9%
Others	1.083	7%
TOTAL	13.355	100%

Source: Publisher's Projection 2022

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 2022

- 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 2022



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 2022

Advertisement Rates and Specifications

Cover - manchette □ 53 x 47 mm Cover - news □ 228 x 110 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 Special positioning <table><tr><td>Front cover (1/3 page)</td><td>€ 1.600</td></tr><tr><td>Inside front cover (1/3 page)</td><td>€ 1.500</td></tr><tr><td>Manchette inside back cover</td><td>€ 400</td></tr><tr><td>Back cover Tabloid</td><td>€ 2.200</td></tr><tr><td>Section "L'azienda informa"</td><td>€ 1.000</td></tr></table> For quantity discount, inserts and special positioning: pricing and further information on request		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
Front cover (1/3 page)	€ 1.600															
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Manchette inside back cover	€ 400															
Back cover Tabloid	€ 2.200															
Section "L'azienda informa"	€ 1.000															
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												

In each issue:

Fluid Handling, Automation, Instrumentation, Components, Industrial Consumer Products

Issue	Focus	Shows/Events	Dates
1/2 January/February Closing Date 21.01 Mailing Date 11.02	Automation & Robotics	Automation & Testing, Torino MECFOR, Parma	23-25.02 24-26.02
3 March Closing Date 01.03 Mailing Date 18.03	Machines & Digital Factory 4.0 Special: ACHEMA	MCE Expocomfort, Milan COSMOPACK, Bologna	08-11.03 10-13.03
4 April Closing Date 25.03 Mailing Date 12.04	Instrumentation & Monitoring Special: Pumps & Valves	ACHEMA, Frankfurt Hannover Messe, Hannover	04-08.04 25-29.04
5 May Closing Date 22.04 Mailing Date 10.05	Automation & Instrumentation Focus Oil & Gas Fluid Handling	SPS Italia, Parma IVS, Bergamo IFAT, Munich MECSPE, Bologna	24-26.05 25-26.05 30.05-03.06 TBC
6 June Closing Date 20.05 Mailing Date 10.06	Industry & Environment Special: Pumps & Energy Efficiency		
7/8 July/August Closing Date 01.07 Mailing Date 25.07	Industrial Consumer Products		
9 September Closing Date 23.08 Mailing Date 09.09	Food & Beverage Services & Digital Solutions		
10 October Closing Date 16.09 Mailing Date 07.10	Water Treatment Fluid Handling	BI-MU, Milan MIAC, Lucca	12-15.10 TBC
11 November Closing Date 18.10 Mailing Date 10.11	Chemical & Farmaceutical Industry Energy Efficiency	Ecomondo, Rimini SPS Smart Production Solutions, Nuremberg ADIPEC, Abu Dhabi Valve World Expo, Düsseldorf	TBC TBC TBC 29.11-01.12
12 December Closing Date 18.11 Mailing Date 09.12	Engineering Companies		

Print + Digital: Circulation 2022

By industry	Subscribers	%
Oil & Gas	2.033	20%
Food	1.976	20%
Chemical & Petrochemical Industry	1.910	19%
Plants for Water & Aqueducts Treatment	736	7%
Plant Maintenance	784	8%
Chemical & Pharmaceutical Industry	668	7%
Steel & Mechanical Industries	593	6%
Energy Saving Solutions	732	7%
Plasting Processing	140	1%
Textiles	88	1%
Engiennering Companies	169	2%
Industrial Distributors	70	1%
Ceramics & Glass	65	1%
TOTAL	9.964	100%

Source: Publisher's Projection 2022

By job function	Subscribers	%
Installers	314	3%
Production & Factory Managers	2120	21%
Systems Designers	2103	21%
Maintenance Managers	2077	21%
Purchasing Managers	2998	31%
Design Managers	352	4%
TOTAL	9.964	100%

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per month

In the last 14 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

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	

***Type area, centered**
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 01.02 Mailing Date 08.02	Industrial Communication	Fastener Fair Turkey (International Exhibition for Fastener and Fixing Technology)	TBC
3 March Closing Date 01.03 Mailing Date 08.03	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 2022 (International Trade Fair For Bakery, Patisserie Machinery, Ice Cream, Chocolate and Technologies) Mill Tech (Mill Machinery Technologies and Components Exhibition) REW İstanbul (International Recycling, Environmental Technologies and Waste Management Fair) IFAT EURASIA 2022 (Eurasia 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 17-19.03 24-27.03 25-27.03
4 April Closing Date 29.03 Mailing Date 05.04	Test and Measurement Systems Machinery Industry Katalog Tanıtım	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) Solarex (Solar Energy and Technologies Fair) Tube&Steel İstanbul (Pipe, Profile, Wire, Steel Manufacturing and Technology Specialized Fair) Hannover Messe, Hanover TESTİSTANBUL 2022 CONFERENCE	06-09.04 07-09.04 14-17.04 25-29.04 TBC
5 May Closing Date 10.05 Mailing Date 17.05	Robotics & Automation Hannover Messe Report	Automechanika İstanbul (International Automotive Spare Parts Trade Fair) ICCI 2022 (International Energy & Environmental Fair & Conference) IDEF 2022 (International Defence Industry Fair) PLAST PAK (Plastic and Packaging Technologies Machinery and Equipment Fair) Busworld Turkey (International Bus Expo) ICSG İstanbul (International Istanbul Smart Grids and Cities Congress and Fair) K+ Rubber and Plastics Exhibition	19-22.05 25-27.05 25-28.05 25-28.05 26-29.05 02-03.06 02-05.06
6/7 June/July Closing Date 31.05 Mailing Date 07.06	Digitalization in Industry, Industry 4.0, IoT, Industrial Software, Software Security, Cloud Systems, ERP / MRP Solutions	Eskilehir Industry 2022 (R&D, Industry and Technology Fair) STT Eurasia (Surface Treatment Technologies Fair)	08-11.06 09-11.06
7/8 July-August- WEBMag Closing Date 26.07 Mailing Date 02.08	Factory Automation		
9 September Closing Date 23.08 Mailing Date 31.08	Machine Industry Electronics and Electric Supplement	ENTECH (Recycling Environmental Technologies and Zero Waste Expo) Solar İstanbul (Solar Energy, Storage, E-Mobility and Digitalization Exhibition & Conference) Maktek Eurasia 2022 (Machine Tools, Metal – Sheet Metal Processing Machines, Tool Holders – Cutting Tools, Quality Control – Measurement Systems, CAD/CAM, PLM Software and Manufacturing Technologies Fair) METALEXPO (Iron, Steel, Metal Products & Production Technologies Trade Fair)	01-03.09 21-24.09 27.09-01.10 28.09-01.10
10 October Closing Date 27.09 Mailing Date 04.10	Industrial Equipment Smart Factories Katalog Tanıtım	ANKIROS 2022 ANNOFER 2022 TURKCAST 2022 (Foundry Products Trade Fair) Kalite 2022 (Control, Metrology, Testing Equipment and Industrial Software Exhibition) MINEX 2022 (Mining, Natural Resources And Technologies Fair) EIF 2022 (International Energy Congress and Expo) ISAF Smart Exhibitions IMEX 2022 (Mobile Systems, Consumer Electronics & New Technologies Exhibition) Eurasia Packaging İstanbul (Eurasia Packaging İstanbul Fair) Food-Tech Eurasia (International Food and Beverage Technologies Fair) Powder Tech Expo 2022 Smart Future World Expo SANTEK 2022 (Eastern Marmara Industry And Technology Fair)	06-08.10 06-08.10 06-08.10 12-15.10 12-15.10 12-14.10 13-16.10 13-16.10 19-22.10 19-22.10 19-22.10 01-02.11 02-05.11
11 November Closing Date 01.11 Mailing Date 08.11	Hydraulic&Pneumatic Supplement Industrial Communication	YES Turkey (Software Industry Exhibition) HPKON 2022 (IX. National Hydraulic Pneumatic Congress and Fair) Bumatech (Bursa Machine Technologies Fairs) Eurasian Composites Show Putech Eurasia (International Polyurethane Industry Exhibition) Turkchem ChemShow Eurasia 2022 Paint Expo Eurasia (International Industrial Coating Technologies Exhibition) Surtech Eurasia Plast Eurasia 2022 (International Plastic Industry Fair) Digital Impact (İstanbul Digital Transformation Fair and Summit)	09-12.11 16-19.11 23-26.11 24-26.11 24-26.11 24-26.11 24-26.11 24-26.11 30.11-03.12 TBC
12 December - WEBMag Closing Date 01.12 Mailing Date 08.12	Power Supplies & Energy	Mining Turkey (Mining Turkey International Mining, Tunneling, Machinery Equipments, and Heavy Duty Vehicles Fair)	08-11.12

Print + Digital: Circulation 2022

By industry	Print	Digital	Subscribers	%
Automotive, Aircraft & Transportation	292	2.234	2.526	13,4%
Chemicals and Allied Products	82	321	403	2,1%
Construction	70	156	226	1,2%
Crude Petroleum, Natural Gas, Mining and Quarring	74	139	213	1,1%
Education	52	109	161	0,9%
Electric, Electronic, Computing & Communication	705	1.359	2.064	11,0%
Energy & Water Supplies	47	79	126	0,7%
Engineering Firms	95	330	425	2,3%
Fabricated Metalproducts	105	168	273	1,5%
Food, Beverage, Tobacco	100	152	252	1,3%
Importer, Dealers, Distributors, of Industrial Products	66	165	231	1,2%
Logistics and Transportation	14	21	35	0,2%
Machinery (Excluding Electrical)	370	2.531	2.901	15,4%
Mainenance	99	335	434	2,3%
Other Manufacturing Industries	95	352	447	2,4%
Automation & Robotic	689	2.879	3.568	19,0%
Others Related to the Field	137	3.230	3.367	17,9%
Paper, Textile, Leather	55	149	204	1,1%
Plastics, Rubber, Peroleum & Coal	76	142	218	1,2%
Primary Metals	82	183	265	1,4%
Public Administration, Government & Military	75	82	157	0,8%
Scientific, Measuring & Control Equipment	56	80	136	0,7%
Stone, Clay, Glass	38	42	80	0,4%
Wood, Timber, Furnitue	33	75	108	0,6%
TOTAL	3.507	15.313	18.820	100%

Source: Publisher's Projection 2022

By job function	Subscribers	%
Design Engineering	585	3,1%
General or Corporate Management	3.494	18,6%
Logistic Management	246	1,3%
Operations/Maintenance Engineering	746	4,0%
Other Engineering	761	4,0%
Other Functions	9.816	52,2%
Plant Mangement	282	1,5%
Production Engineering	798	4,2%
Project Management	494	2,6%
Purchasing or Procurement	776	4,1%
Research	511	2,7%
Test/Quality/Standards Engineering	311	1,7%
TOTAL	18.820	100%





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