

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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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.



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



Automation & Testing
Turin, Italy
6-8 April



WIN Eurasia
Istanbul, Turkey
8-11 June



Analyse Industrielle
Paris, France
19-20 October



IoT World - MtoM & Objets Connectés - Embedded
Paris, France
29-30 June



Global Industrie
Paris, France
17-20 May



Achema
Frankfurt am Main, Germany
22-26 August



OFFICIAL
INTERNATIONAL
MEDIA PARTNER
HANNOVER MESSE

Hannover Messe
Hannover, Germany
30 May-2 June



ITALIA
smart production solutions

SPS Italia
Parma, Italy
24-26 May



Sensor+Test
Nuremberg, Germany
10-12 May



Sensors & Instrumentation Live
Birmingham, UK
27-28 September



Advanced Engineering
Birmingham, UK
2-3 November



Motek
Stuttgart, Germany
4-7 October



SPS Smart Production Solutions
Nuremberg, Germany
8-10 November



BIMU
Milan, Italy
12-15 October

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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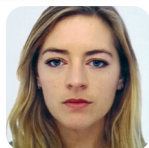
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Editorial Submissions Guidelines

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.iem.eu/about/editorial-guidelines/>



IEEN 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









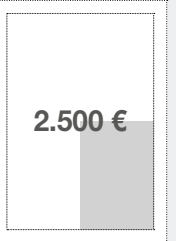

71.396
Total
subscribers

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

 <p>8.000 €</p> <p>1/1 page □ 210 x 285 mm +5 mm bleed □ *180 x 259 mm</p>	 <p>6.500 €</p> <p>2/3 page vertical □ *119 x 259 mm</p>	 <p>6.500 €</p> <p>2/3 page horizontal □ *180 x 171 mm</p>	 <p>5.000 €</p> <p>1/2 page island □ *119 x 170 mm</p>	 <p>4.500 €</p> <p>1/2 page horizontal □ 210 x 138 mm +5 mm bleed □ *180 x 125 mm</p>
 <p>4.500 €</p> <p>1/2 page vertical □ 103 x 285 mm +5 mm bleed □ *88 x 259 mm</p>	 <p>3.500 €</p> <p>1/3 page horizontal □ 210 x 98 mm +5 mm bleed □ *180 x 80 mm</p>	 <p>3.500 €</p> <p>1/3 page vertical □ 72 x 285 mm +5 mm bleed □ *57 x 259 mm</p>	 <p>2.500 €</p> <p>1/4 page □ *88 x 125 mm</p>	 <p>1.300 €</p> <p>1/8 page □ *88 x 57 mm</p>

***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		
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	Maintenance, Antwerp all about automation, Friedrichshafen	23-24.03 05-06.04
4 April Closing Date 18.03 Mailing Date 13.04	Special: Advanced Automation Medical Industry Motion Control Technology Logistics and Intralogistics 4.0 ● SPECIAL: Energy Efficiency Business & Industry Supplement - Water-energy Nexus	JEC World, Paris Control, Stuttgart Sensor+Test, Nuremberg PCIM Europe, Nuremberg Intersolar Europe, ees Europe, Munich	03-05.05 03-06.05 10-12.05 10-12.05 11-13.05
5 May Closing Date 15.04 Mailing Date 15.05	Focus: Hannover Messe Special: Sensor+Test Smart Control & Automation Cybersecurity Industrial Safety AI in Automation IEN Catalogues	Global Industrie, Lyon SPS Italia, Parma Hannover Messe, Hannover LogiMAT, Stuttgart Mecspe, Bologna 0 WIN Eurasia, Istanbul	17-20.05 24-26.05 30.05-02.06 31.05-02.06 9-11.06 08-11.06
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 embedded world, Nuremberg Solids, Dortmund Emo, Hannover	20-25.06 21-23.06 21-24.06 21.06-23.06 22-23.06 18-23.09
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	Sensors & Instrumentation Live, Birmingham FachPack, Nuremberg Motek, Stuttgart automation & electronics, Zurich	27-28.09 27-29.09 04-07.10 05-06.10
10 October Closing Date 23.09 Mailing Date 19.10	Focus: SPS Smart Production Solutions Special: Sensors & Instrumentation Smart Factory - IIoT - Industry 4.0 Power Supplies and Electronics IEN Catalogue	AI Convention Europe, Brussels SPS Smart Production Solutions, Nuremberg	TBC 08-10.11
11 November Closing Date 14.10 Mailing Date 09.11	Special: Mechatronics & Digital Automation Collaborative Robots Mechatronics & Digital Automation Virtual and Augmented Reality	Enlit Europe	29.11-01.12
WEBMag			
5 May Closing Date 09.05 Mailing Date 19.05	Focus: Hannover Messe Motors & Drives Electronics & Electricity Industrial Equipment and Machinery		
10 October Closing Date 18.10 Mailing Date 28.10	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

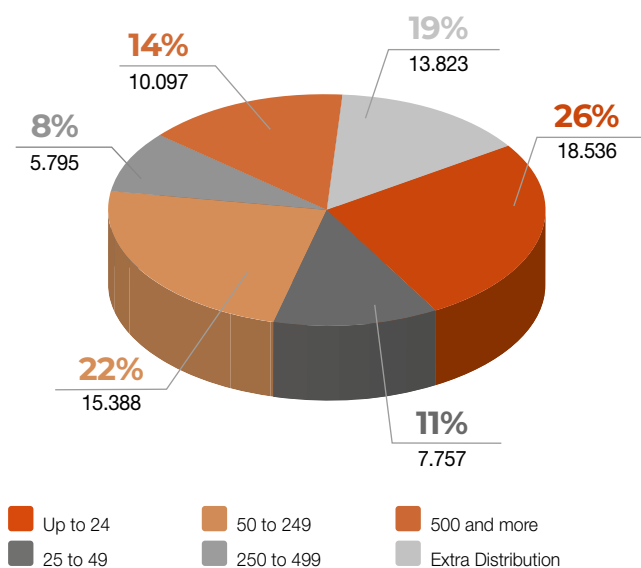
Print + Digital: Circulation 2022

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!**





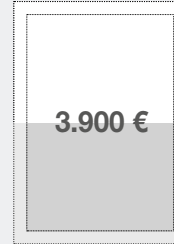


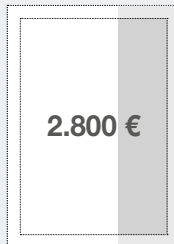
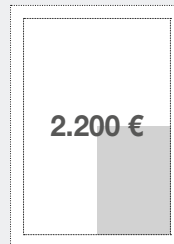

51.420

**Total
subscribers**

20.000

**Website visitors
per month**

Advertisement Rates and Specifications

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

***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	Measurement & Automation Explosion Protection & Safety	Pumps & Valves, Antwerp Sensor+Test, Nuremberg Interpharm SPS Italia, Parma Hannover Messe, Hannover IFAT, Munich Logimat, Stuttgart Analytica, Munich Solids, Dortmund	23-24.03 10-12.05 March 24-26.05 30.05-02.06 30.05-03.06 31.05-02.06 21-24.06 22-23.06
5/6 May/June Closing Date 03.06 Mailing Date 29.06	Special: AICHEMA Digitalization in Process Industries Processing Machinery & Packaging	Achema, Frankfurt	22-26.08
9 September Closing Date 26.08 Mailing Date 21.09	Special: Bulks & Solids IT/OT: Communication, Integration, Safety and more Mechanical Processing	WindEnergy, Hamburg POWTECH, Nuremberg ILMAC, Lausanne ADIPEC, Abu Dhabi	27-30.09 27-29.09 28-29.09 31.10-03.11
11 November Closing Date 07.10 Mailing Date 03.11	Special: Food & Beverage Pumps, Valves and Compressors Process Modularization	SPS Smart Production Solutions, Nuremberg electronica, Munich Valve World Expo, Düsseldorf	08-10.11 15-18.11 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
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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




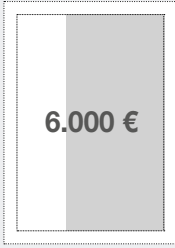

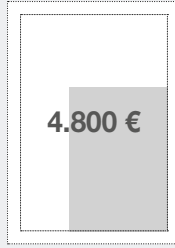




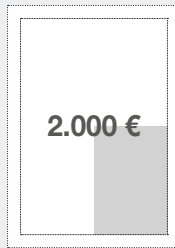
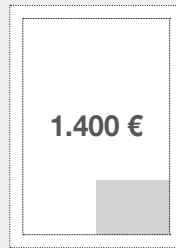
53.584

Total subscribers

65.000

Website visitors per month

Advertisement Rates and Specifications

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

***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	CFIA, Rennes	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	SEPEM Industries, Rouen JEC World, Paris	26-28.04 03-05.05
5 May Closing Date 08.04 Mailing Date 04.05	Automation & Industry 4.0 Industrial Displays and Human Machine Interfaces Measurement	Global Industrie, Paris Hannover Messe, Hannover	17-20.05 30.05-02.06
6 June Closing Date 13.05 Mailing Date 08.06	Food Processing Equipements Packaging and Handling New Industrial Catalogs	SEPEM Industries, Colmar Eurosatory, Paris IOT World+MtoM Embedded, Paris	15-17.06 13-17.06 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	SEPEM Industries, Grenoble	22-24.11
12 December - WEBMag Closing Date 02.12 Mailing Date 13.12	Connectors and Electrical Equipments Robotic and Automation New Industrial Catalogs		

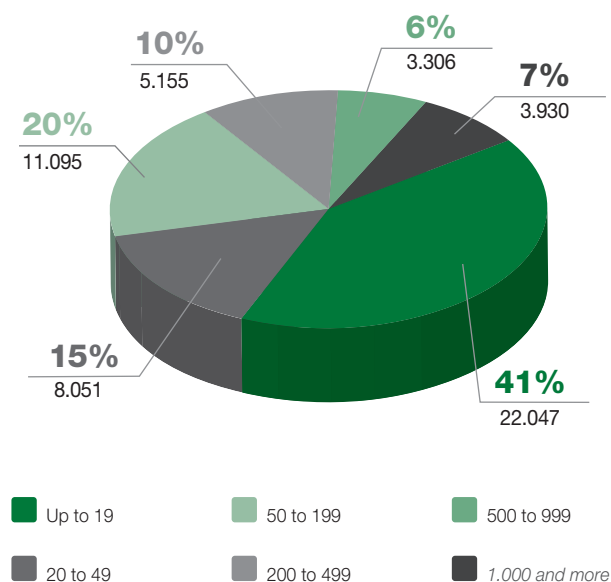
Print + Digital: Circulation 2022

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





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

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	25-27.01 08-10.02 28.02-03.03
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 Embedded World, Nuremberg IoT World + MtoM, Paris	10-12.05 10-12.05 15-17.06 21-23.06 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



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Website visitors
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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
□ *90 x 60 mm



48.962
Total
subscribers

25.000
Website visitors
per month

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

Advertisement Rates and Specifications

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

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

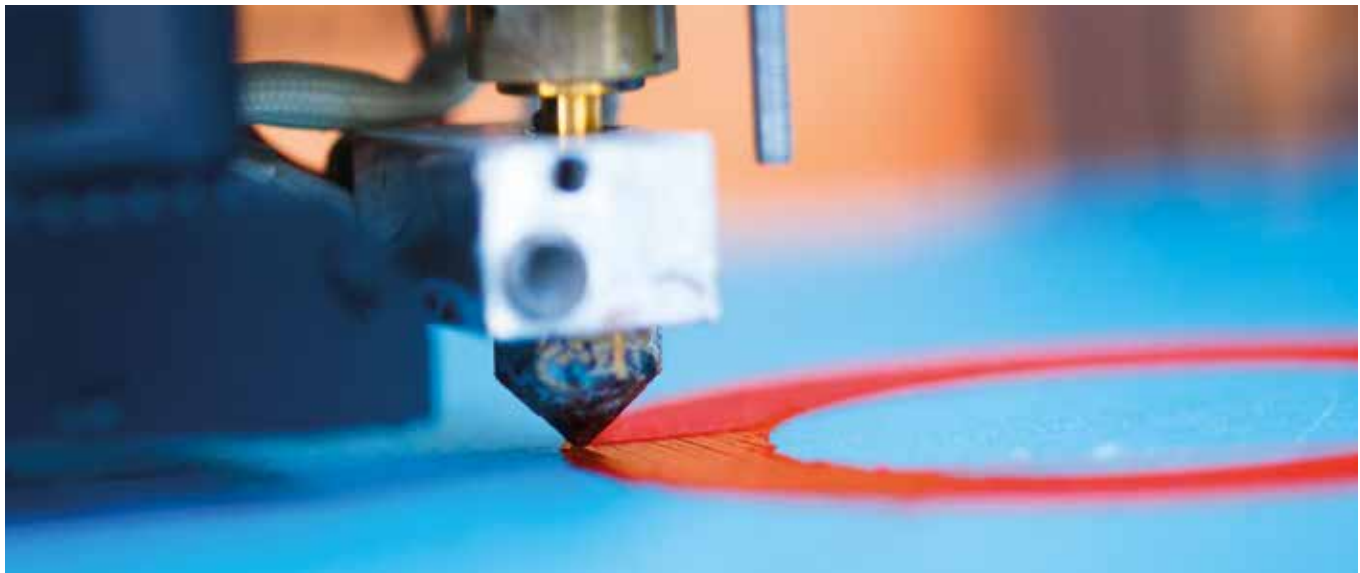
Special positioning
Inside front, inside back,
outside back: +15%
Cover story, Cover presence
incl. three inner pages, inserts:
pricing and further information
on request

Issue	Focus	Shows/Events	Dates
2/3 February/March Closing Date 11.02 Mailing Date 09.03	Special: IPCs, HMIs and Displays Hannover Messe Preview Industrial Safety	Light + Building, Frankfurt Embedded World, Nürnberg	13.-17.04. 15.-17.03.
4 April Closing Date 18.03 Mailing Date 12.04	Focus: Ease-of-use Robotics Special: Sensors, Test & Measurement Motion & Drives	Laser World of Photonics, München Control, Stuttgart Sensor+Test, Nürnberg PCIM, Nürnberg	26.-29.04. 03.-06.05. 10.-12.05. 10.-12.05.
5 May Closing Date 22.04 Mailing Date 18.05	Focus: Hannover Messe Special: Automation and Industry 4.0 Condition Monitoring & Maintenance Katalog Distributor	SPS Italia, Parma Hannover Messe, Hannover Automotive Testing Expo, Stuttgart Automatica, München	24.-26.05. 30.05.-02.06. 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	Achema, Frankfurt WindEnergy, Hamburg	22.-26.08. 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: SPS Power Supplies + Battery Solutions Industry 4.0 Katalog Distributor	bauma, München SPS Smart Production Solutions, Nürnberg	24.-30.10. 08.-10.11.
11 November Closing Date 14.10 Mailing Date 09.11	Special: 3-D Printing and Additive Manufacturing Focus: Industrial Communication: Ethernet, Fieldbus and Wireless Automation: Components and Systems	electronica, München Formnext, Frankfurt	15.-18.11. 15.-18.11.

WEBMag

5 May Closing Date 10.05 Mailing Date 20.05	Focus: Hannover Messe Robotics Automation and Industry 4.0		
11 October Closing Date 17.10 Mailing Date 27.10	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

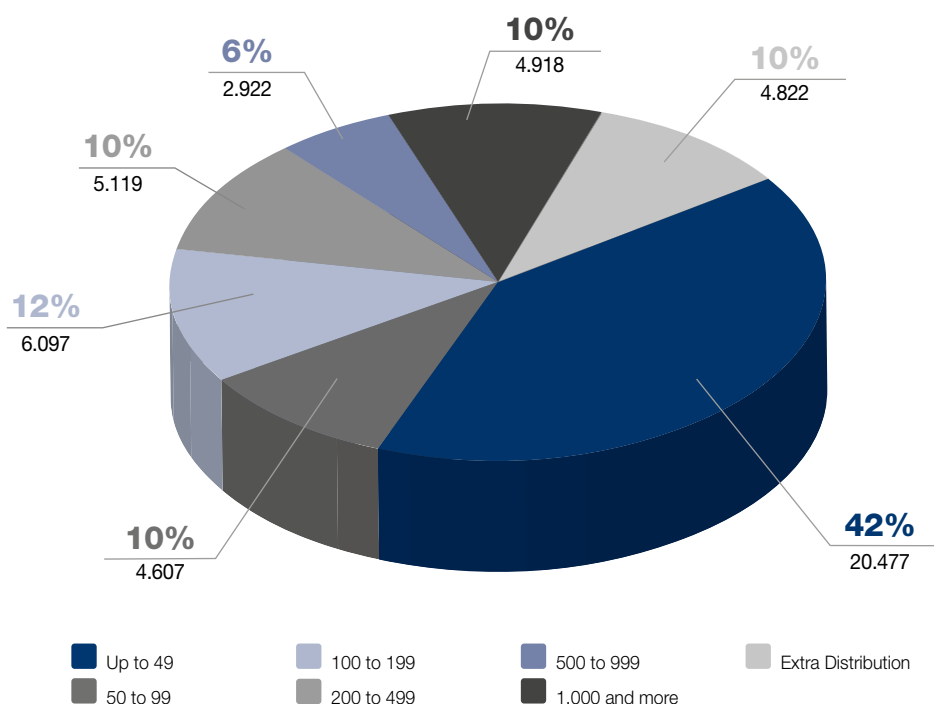
By industry	Print	Digital	Subscribers	%
Mechanical & plant engineering	12.954	4.112	17.066	34,86%
Automotive industry / vehicle construction	995	1.244	2.239	4,57%
Metal industry	912	936	1.848	3,77%
Precision mechanics / optics	884	740	1.624	3,32%
Electrotechnics / electronics	8.104	5.133	13.237	27,04%
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





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Paola Capitanio

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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

<p>4.000 €</p> <p>1/1 page</p> <ul style="list-style-type: none"> □ 210 x 285 mm +5 mm bleed ■ *180 x 259 mm 	<p>3.100 €</p> <p>2/3 page vertical</p> <ul style="list-style-type: none"> □ *119 x 259 mm 	<p>3.100 €</p> <p>2/3 page horizontal</p> <ul style="list-style-type: none"> □ *180 x 171 mm 	<p>3.000 €</p> <p>1/2 page island</p> <ul style="list-style-type: none"> □ *119 x 170 mm 	<p>2.800 €</p> <p>1/2 page horizontal</p> <ul style="list-style-type: none"> □ 210 x 138 mm +5 mm bleed □ *180 x 125 mm
<p>2.800 €</p> <p>1/2 page vertical</p> <ul style="list-style-type: none"> □ 103 x 285 mm +5 mm bleed □ *88 x 259 mm 	<p>1.900 €</p> <p>1/3 page horizontal</p> <ul style="list-style-type: none"> □ 210 x 98 mm +5 mm bleed □ *180 x 80 mm 	<p>1.900 €</p> <p>1/3 page vertical</p> <ul style="list-style-type: none"> □ 72 x 285 mm +5 mm bleed □ *57 x 259 mm 	<p>1.500 €</p> <p>1/4 page</p> <ul style="list-style-type: none"> □ *88 x 125 mm 	<p>800 €</p> <p>1/8 page</p> <ul style="list-style-type: none"> □ *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	Special: Packaging Electrical Components Hydraulics & Pneumatics	MECFOR, Parma	24-26.02
	Closing Date Mailing Date	14.01 09.02		
3	March	Special: 3D Printing - Additive Manufacturing Industrial Software	A&T Automation & Testing, Turin	06-08.04
	Closing Date Mailing Date	18.02 16.03		
4	April	Preview: Hannover Messe Special: Cobotics Automation 4.0		
	Closing Date Mailing Date	11.03 06.04		
5	May	Focus: SPS Italia Special: Energy Efficiency in Industrial Plant Cybersecurity	Global Industrie, Lyon SPS Italia, Parma IVS, Bergamo Hannover Messe, Hannover IFAT, Munich WIN Eurasia, Istanbul MECSPE, Bologna embedded word, Nuremberg MCE Expocomfort, Milan	17-20.05 24-26.05 25-26.05 30.05-02.06 30.05-03.06 08-11.06 09-11.06 21-23.06 28.06-01-07
	Closing Date Mailing Date	15.04 11.05		
6/7	June/July	Special: Aerospace Motors & Drives Maintenance 4.0	ACHEMA, Frankfurt	22-26.08
	Closing Date Mailing Date	10.06 06.07		
9	September	Special: Automotive Mechatronics & Robotics Test & Measurement	Motek, Stuttgart MIAC, Lucca BI-MU, Milan	04-07.10 12-14.10 12-15.10
	Closing Date Mailing Date	26.08 21.09		
10	October	Focus: SPS Smart Production Solutions Special: Food and Beverage Industrial Vision Sensors & Transmitters	SPS Smart Production Solutions, Nuremberg	08-10.11
	Closing Date Mailing Date	16.09 12.10		
11	November	Special: Solutions for the Medical Industry Solutions for Digitization	ADIPEC, Abu Dhabi Ecomondo, Rimini Valve World Expo, Düsseldorf	07-10.11 08-11.11 29.11-01.12
	Closing Date Mailing Date	07.10 03.11		
12	December - WEBMag	Special: Chemical-Pharmaceutical Industry Tools & Equipments		
	Closing Date Mailing Date	05.12 12.12		



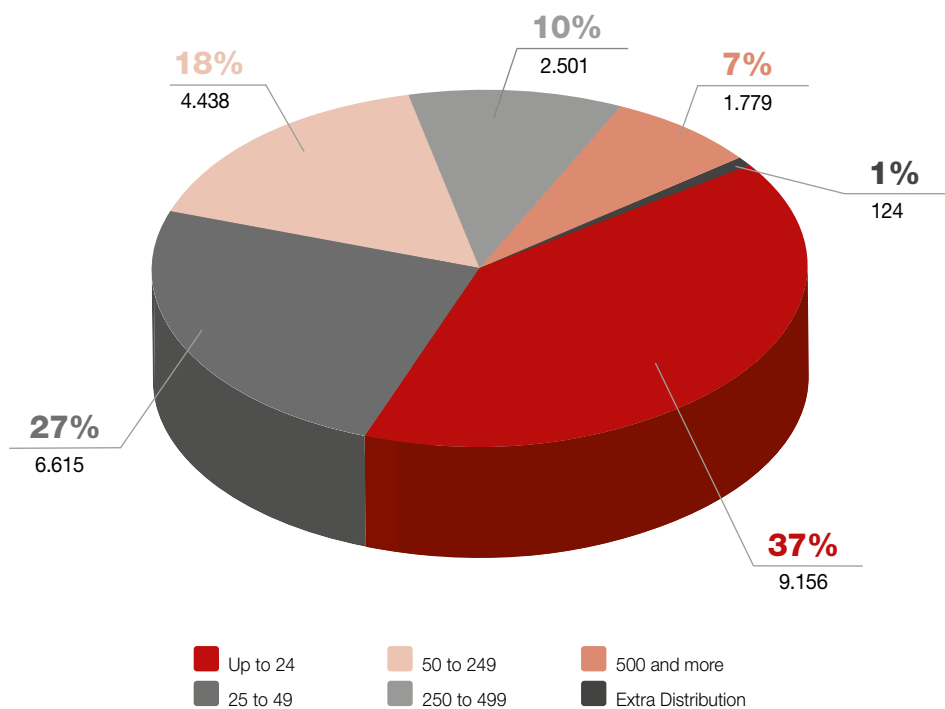
Print + Digital: Circulation 2022

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





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Il Distributore Industriale Digital
Edition FREE of Charge!

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	SPS Italia, Parma Hannover Messe, Hannover	24-26.05 30.05-02.06
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

 1.840 € 1/1 page □ 210 x 285 mm +5 mm bleed □ *180 x 237 mm	 2.680 € 2.150 € 2.890 € IIª Cop. - Inside front IIIª Cop. - Inside back IVª Cop. - Outside back □ 210 x 285 mm +5 mm bleed □ *180 x 237 mm	 1.510 € 2/3 page vertical □ 121 x 285 mm +5 mm bleed □ *106 x 237 mm	 1.420 € 1/2 page island □ *118 x 160 mm	 1.250 € 1/2 page horizontal □ 210 x 141,5 mm +5 mm bleed □ *180 x 118,5 mm
 1.250 € 1/2 page vertical □ 103 x 285 mm +5 mm bleed □ *88 x 237 mm	 920 € 1/3 page horizontal □ 210 x 99 mm +5 mm bleed □ *180 x 76 mm	 920 € 1/3 page vertical □ 72 x 285 mm +5 mm bleed □ *57 x 237 mm	 700 € 1/4 page □ *88 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



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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

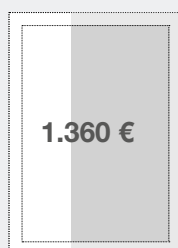
Double page

- 420 x 285 mm +5 mm bleed



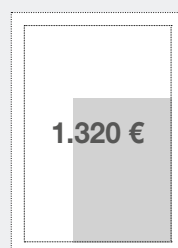
II^a Cop. - Inside front
III^a Cop. - Inside back
IV^a Cop. - Outside back
1/1 page

- 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



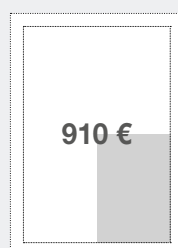
1/3 page horizontal

- 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
on request

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	MECFOR, Parma	24-26.02
3 March Closing Date 11.02 Mailing Date 09.03	Reliability & Maintenance Engineering Hydraulics & Pneumatics Special: Oil & Gas	A&T Automation & Testing, Turin	06-08.04
4 April Closing Date 11.03 Mailing Date 08.04	Maintenance & Asset Management Test & Measurement		
5 May Closing Date 15.04 Mailing Date 11.05	Transportation Pumps & Valves Special: Automotive	SPS Italia, Parma IVS, Bergamo Hannover Messe, Hannover IFAT, Munich	24-26.05 25-26.05 30-05-02.06 30.05-03.06
6 June Closing Date 06.05 Mailing Date 01.06	Risk Based Maintenance DPI - Individual Protection Devices Special: Food & Beverage	MECSPE, Bologna embedded world, Nuremberg MCE Expocomfort, Milan ACHEMA, Frankfurt	09-11.06 21-23.06 28.06-01.07 22-26.08
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	MIAC, Lucca BI-MU, Milan	12-14.10 12-15.10
10 October Closing Date 23.09 Mailing Date 21.10	Maintenance & ICT Software & Digital Devices Special: Maintenance 4.0	ADIPEC, Abu Dhabi SPS Smart Production Solutions, Nuremberg Ecomondo, Rimini	31.10-03.11 08-10.11 08-11.11
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	29.11-01.12
12 December Closing Date 09.11 Mailing Date 02.12	Building Asset Management Tools & Equipment Manutenzione Buyers Guide 2022		



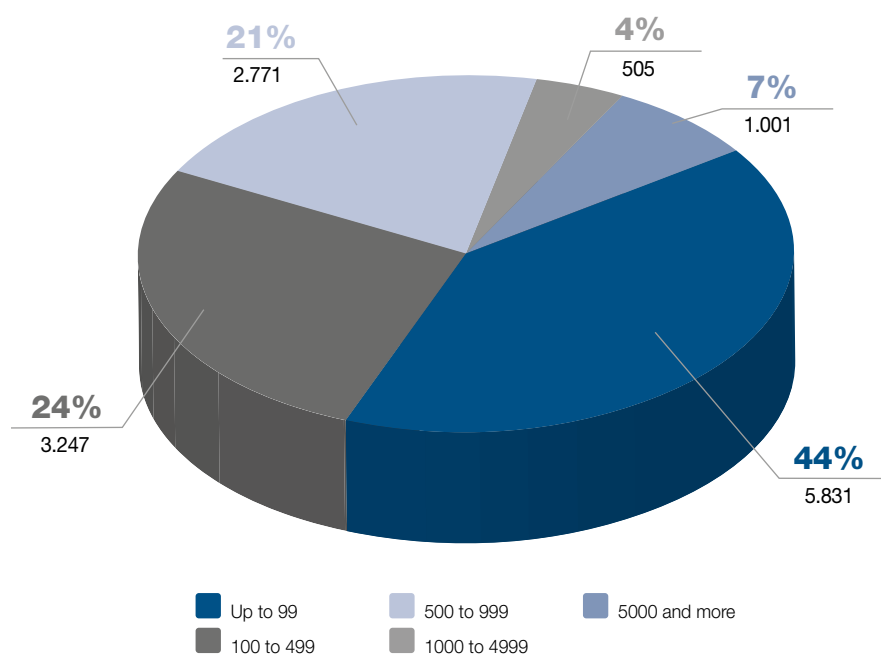
Print + Digital: Circulation 2022

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%

Source: Publisher's Projection 2022

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%

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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Confindustria's Associations:
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9.964
Total
subscribers

6.000
Website visitors
per month

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

250 €
600 €
1.600 €

Cover - manchette
53 x 47 mm
Cover - news
Cover - 1/3 horizontal
228 x 110 mm

400 €

Back Cover - manchette
135 x 90 mm

1.600 €

1/1 page Tabloid
245 x 337 + 5 mm bleed

1.460 €

1/1 page + news
182 x 256 mm

1.000 €

1/2 page horizontal
245 x 168,5 mm +5 mm bleed

1.150 €

2/3 page horizontal
228 x 230 mm

900 €

1/3 page horizontal
228 x 110 mm

1.150 €

2/3 page vertical
134 x 312 mm

1.000 €

1/2 page vertical
120 x 337 mm +5 mm bleed

850 €

Island
134 x 186 mm

550 €
950 €

1/6 pagina
134 x 105 mm
1/2 Pagina + news
182 x 130

1.100 €

Island - Vendor List + Company Profile
150 x 210 mm
Island - Italian Vendors List + Company Profile
150 x 210 mm

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

30

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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	MECFOR, Parma	24-26.02
3 March Closing Date 01.03 Mailing Date 18.03	Machines & Digital Factory 4.0	Automation & Testing, Turin	06-08.04
4 April Closing Date 25.03 Mailing Date 12.04	Instrumentation & Monitoring Special: Pumps & Valves		
5 May Closing Date 22.04 Mailing Date 10.05	Automation & Instrumentation Focus Oil & Gas Fluid Handling	SPS Italia, Parma IVS, Bergamo IFAT, Munich Hannover Messe, Hannover MECSPE, Bologna	24-26.05 25-26.05 30.05-03.06 30.05-02.06 09-11.06
6 June Closing Date 20.05 Mailing Date 10.06	Industry & Environment Special: Pumps & Energy Efficiency	MCE Expocomfort, Milan	28.06-01.07
7/8 July/August Closing Date 01.07 Mailing Date 25.07	Industrial Consumer Products Special: ACHEMA	ACHEMA, Frankfurt	22-26.08
9 September Closing Date 23.08 Mailing Date 09.09	Food & Beverage Services & Digital Solutions	MIAC, Lucca BI-MU, Milan	12-14.10 12-15.10
10 October Closing Date 16.09 Mailing Date 07.10	Water Treatment Fluid Handling	ADIPEC, Abu Dhabi Ecomondo, Rimini SPS Smart Production Solutions, Nuremberg	31.10-03.11 08-11.11 08-10.11
11 November Closing Date 18.10 Mailing Date 10.11	Chemical & Farmaceutical Industry Energy Efficiency	Valve World Expo, Düsseldorf	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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Customer's Purchasing Manager Interview (print + digital)
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€ 1.600



18.820
Total
subscribers

28.000
Website visitors
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

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

***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 Istanbul (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 Istanbul (Pipe, Profile, Wire, Steel Manufacturing and Technology Specialized Fair) TESTISTANBUL 2022 CONFERENCE	06-09.04 07-09.04 14-17.04 TBC
5 May Closing Date 10.05 Mailing Date 17.05	Robotics & Automation Hannover Messe Report	Automechanika Istanbul (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) Hannover Messe, Hannover ICSG Istanbul (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 30.05-02.06 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	Eski ehir 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 Istanbul (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 Istanbul (Eurasia Packaging Istanbul 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 (Istanbul 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%
Scientic, 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

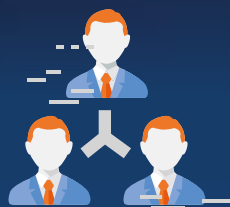
By job function	Subscribers	%
Design Engineering	585	3,1%
General or Corporate Management	3.494	18,6%
Logistic Management	246	1,3%
Operations/Maintenance Engineering	746	4,0%
Other Engineering	761	4,0%
Other Functions	9.816	52,2%
Plant Mangement	282	1,5%
Production Engineering	798	4,2%
Project Management	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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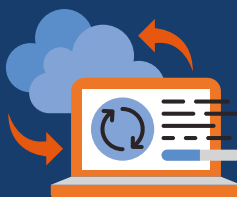
over 3,6 million
website visitors annually



over 2,5 million
unique visitors annually



2:30 minutes
visit duration



4 pages
per visits



over 100.000
newsletter subscribers

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1.

TOP LEADERBOARD

728 x 90 pixels

In rotation with max. **3** other advertisers. Presence on all pages

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800 x 600 or
1000 x 800 pixels

Displayed upon entering the website, max. Once per day per visitor, **only 1** items

2/3.

RECTANGLE/VIDEO

300 x 250 pixels

In rotation with max. **4** other advertisers. Presence on all pages

4.

HALF-RECTANGLE

300 x 90 pixels

In rotation with max. **3** other advertisers. Presence on all pages

8.

SKIN (*)

1920 x 800 pixels

Appears behind the content of the website, only one item (*) with 1178 px width **TRANSPARENT** area in the middle (website width)

7.

IN-PAGE LEADERBOARD

728 x 90 pixels

In rotation with max. **3** other advertisers. Presence on all pages

6.

VERTICAL BANNER

300 x 600 pixels

In rotation with max. **3** other advertisers. Presence on all pages

5.

BUTTON

120 x 120 pixels

In rotation with max. **3** other advertisers. Presence on all pages

Specification

Online adverts must be provided with destination URL

• Banner specification

Format: Jpg, Png, Gif.
File size: max size 500 KB

• Skin specification

Format: Jpg, Png, Gif.
File size: max size 2 MB

• Video specification

Format: MOV, MPEG4, MP4, AVI,
WMV, MPEGPS, FLV, 3GPP, WebM
File size: max 30 sec.

Minimum resolution required: 72 dpi

Monthly Rates

	Euro, excl. VAT	IEN EU	PCNE	AI IEN	IEN D-A-CH	PEI	IEN ITA	EDT	Manutenzione	CMI
1	Top Leaderboard	2 500	1 800	1 000	1 800	1 800	1 300	800	1 300	1 300
2 3	Rectangle/Video	2 150	1 500	900	1 500	1 500	1 150	650	1 150	1 150
4	Half Rectangle	950	700	450	700	700	550	300	550	550
5	Button	750	500	250	500	500	350	250	350	350
6	Vertical Banner	3 250	2 250	1 250	2 250	2 250	1 700	1 000	1 700	1 700
7	In-page Leaderboards	2 000	1 350	800	1 350	1 350	1 050	600	1 050	1 050

Weekly Rates

8	Skin	3 800	3 000	1 650	3 000	3 000	2 150	1 350	2 150	2 150
9	Splash	4 500	3 250	1 900	3 250	3 250	2 500	1 500	2 500	2 500

2022 rates (Euro, excl. VAT)



Mobile Advertising Opportunities

Complete your online presence or buy the mobile ad version at the following rates:

1.



MOBILE BANNER LARGE

dimensions: 320 x 160 px

Leaderboard

dimensions: 728 x 90 px

2.



MOBILE SPLASH

dimensions: 320 x 640 px

Splash

dimensions: 800 x 600 px

3.



MOBILE HIGH IMPACT AD

dimensions: 320 x 320 px

Rectangle

dimensions: 300 x 250 px

4.



MOBILE CONTENT VIDEO AD

dimensions: all formats available

Video

dimensions: 300 x 250 px



Specifications

	Ad format	Mobile Ad Format	Mobile Ad Dimensions (pixels)	File type	Destination URL
1	Leaderboard	Mobile Banner Large	320 x 160	Jpg, Png, Gif - Max 250 Kb	yes
2	Splash	Mobile Splash	320 x 640	Jpg, Png, Gif - Max 250 Kb	yes
3	Rectangle	Mobile High Impact Ad	320 x 320	Jpg, Png, Gif - Max 250 Kb	yes
4	Video	Mobile Content Video Ad	all formats available	MOV, MPEG4, MP4, AVI, WMV, MPEGPS, FLV, 3GPP, WebM - max 30 sec.	no

All advertisements may be in rotation with other advertisers.

Monthly Rates

	Ad format	Mobile Ad Format	IEN EU	PCNE	IEN D-A-CH	PEI	IEN ITA	EDT	Manutenzione	CMI
1	Leaderboard	Mobile Banner Large	1 150	900	750	900	600	400	600	600
2	Splash	Mobile Splash	2 250	2 000	1 650	2 000	1 400	900	1 400	1 400
3	Rectangle	Mobile High Impact Ad	700	500	450	500	350	250	350	350
4	Video	Mobile Content Video Ad	1 250	1 000	900	1 000	700	500	700	700

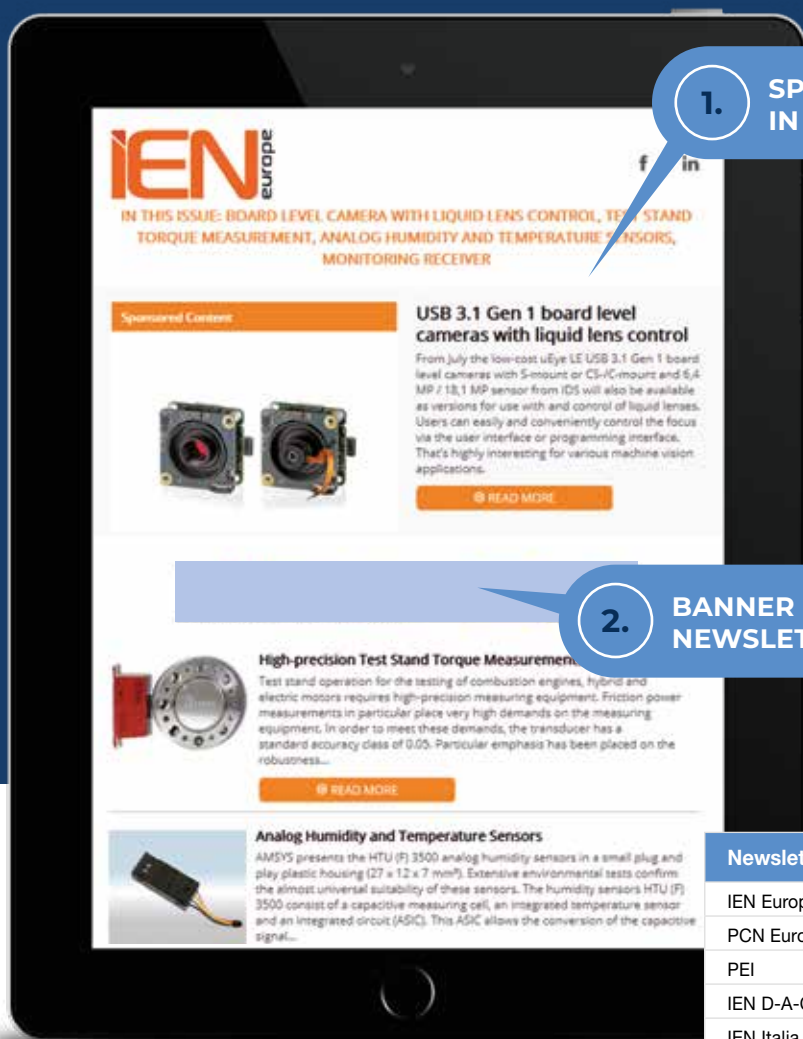
2022 rates (Euro, excl. VAT)

Newsletters

The best way to keep you informed about the latest industry news, technology articles and the most recent products from every industrial sector/area.

The newsletter consists of products, industry news, flash products, white papers, interviews and application. Each product and each news displayed in the newsletter has been previously published on our websites.

Thanks to this condition, each product is linked to the related article online. This guarantees two different audiences: firstly our digital database, and secondly our websites users. The newsletter is sent twice a month.



1. SPONSORED CONTENT IN NEWSLETTER

• Material specifications:

Title: 50 characters max.; Subtitle: 50 characters max.
Description: 500 to 1000 characters incl. spaces; keywords.
Square image: 500 x 500 px, PNG, JPG (72 dpi).
Product Category (Topic).
Recommended on website: datasheet (PDF) and/or video (MPG, AVI, MOV, Youtube).

2. BANNER IN NEWSLETTER

• Material specifications:

Banner: 468 x 60 px (JPG, PNG, GIF, no Flash - GIF format only for Web e-mail clients), 72 dpi, max 80 Kb.
Link to your homepage or product page.

Newsletters	Subscribers	Open rate
IEN Europe	40.333	14%
PCN Europe	16.291	13%
PEI	18.478	16%
IEN D-A-CH	14.343	13%
IEN Italia	5.877	13%
Manutenzione & Asset Management	2.945	16%
CMI Costruzione E Manutenzione Impianti	4.175	14%
Endüstri Dünyası	7.578	14%

Rates

	Euro, excl. VAT	IEN EU	PCNE	IEN D-A-CH	PEI	IEN ITA	EDT	Manutenzione	CMI
1	Sponsored Content in Newsletter	1 800	1 500	1 200	1 800	1 000	1 000	1 000	1 000
2	Banner in Newsletter	1 200	1 000	880	1 200	880	500	880	880

2022 rates (Euro, excl. VAT)

Topical E-Mailings

The strongest way to promote your products and the most effective tool to generate qualified leads through targeting opt-in subscribers

The Topical E-Mailing consists of 6-12 products. A short text including illustration describes the main features of each product. Additional multi-media elements (data sheet download or video) are optional. Interested recipients can directly request further information. Each Topical e-Alert (at least

one shot per month) corresponds to a specific and qualified database with thousands of subscribers.

One month's presence in the "Product in Spotlight" section on the homepage, in rotation with other advertisers, and 12 months' presence in the "Products" listing.

SPONSORED CONTENT IN TOPICAL E-MAILINGS

• Material specifications:

Title: 50 characters max.;

Subtitle: 50 characters max.

Description: 500 to 1000 characters incl. spaces; keywords.

Square image: 500 x 500 px, PNG, JPG (72 dpi).

Product Category (Topic).


Recommended on website: data-sheet (PDF) and/or video (MPG, AVI, MOV, Youtube).




Rates


Euro, excl. VAT	 IEN EU	 PCNE	 IEN D-A-CH	 PEI	 IEN ITA	 EDT	 Manutenzione	 CMI
Sponsored Content in Topical E-Mailings	2 200	1 900	1 700	1 800	1 300	1 000	1 200	1 200









2022 rates (Euro, excl. VAT)


 Subscribers for Topic	IEN EU
Hydraulics & Pneumatics	23.973
Automation	26.996
Electronics - Electricity	27.431
Industrial Supply	27.212
Motors & Drives	33.116
Sensor Technology	27.572
Test & Measurement	27.696
Industry 4.0	38.464
Energy	38.353
Vision	38.604
Artificial Intelligence	20.447


 Subscribers for Topic	PCNE
Automation & Communication	2.886
Equipment & Services	2.691
Measurement & Instrumentation	2.789
Processing Machinery	2.941
Pumps, Valves & Compressors	2.536
Explosion Protection & Safety	2.998
Industry 4.0	2.971
Maintenance	2.563


 Subscribers for Topic	IEN D-A-CH
Motoren - Antriebstechnik / Motors and Drives	3.516
Automatisierungstechnik / Factory Automation	4.017
Elektronik - Elektrik / Electronics - Electrical Components	3.749
Industrie Equipment / Industrial Equipment	3.104
Messtechnik / Measurement and Testing	3.870
Sensorik / Sensors	3.676
Hydraulik - Pneumatik / Hydraulics & Pneumatics	5.284
Sicherheit - Industrieversorgung / Safety - Industrial supply	5.331
Industrie 4.0 / Industry 4.0	5.316

 Subscribers for Topic	Manutenzione
Fluid Engineering / Fluid Engineering	2.558
Manutenzione Meccanica / Mechanical Maintenance	1.563
Manutenzione Elettrica / Electrical Maintenance	1.423
Strumentazione & Controllo / Control & Instrumentation	2.247
Manutenzione & ICT / Maintenance & ICT	2.369
Utensili & Attrezzature / Tools and Equipment	2.440
Manutenzione 4.0 / Maintenance 4.0	2.680

 Topics	CMI
Accessori e Materiali di Consumo / Accessories and Industrial Consumer Products	
Automazione / Automation	
Circolazione Fluidi / Fluid Handling	
Componenti / Components	
Industria 4.0 / Industry 4.0	
Servizi / Services	
Strumentazione & Controllo / Instrumentation & Monitoring	

 Subscribers for Topic	PEI
Automatisation / Automation	7.004
Capteurs & Transmetteurs / Sensors & Transducers	7.006
Composants Hydrauliques & Pneumatiques / Hydraulic & Pneumatic	5.900
Composants Mécaniques / Mechanical	9.282
Electricité & Electronique / Electricity & Industrial Electronics	7.332
Informatique Industrielle / Industrial Computers	6.308
Logistique & Fournitures Industrielles / Logistics and Industrial Supplies	5.467
Moteurs & Entraînements / Motors and Drives	6.025
Production & Fabrication / Production Equipment	5.657
Protection et Sécurité / Safety	9.079
Mesures & Contrôles / Test and Measurement	6.712
Catalogues / Catalogs	9.296
Equipements de Vision, Caméras / Vision	9.274
Industrie 4.0 / Industry 4.0	9.342

 Subscribers for Topic	IEN ITA
Automazione / Automation	1.988
Elettronica & Componenti Elettrici / Electronics - Electrical Components	1.943
Motori & Azionamenti / Motors & Drives	1.697
Idraulica & Pneumatica / Hydraulics and Pneumatics	1.477
Test & Measurement / Test and Measurement	1.768
Accessori e Materiali di Consumo / Accessories and Consumables	1.648
Industria 4.0 / Industry 4.0	2.377
Energia / Energy	2.338
Sistemi di Visione / Vision	2.306
Stampa 3D / 3D Printing	2.295

 Subscribers for Topic	EDT
Endüstriyel Malzemeler - Ekipmanlar / Industrial Equipment	3.630
Elektronik - Elektrik / Electronics - Electrical Components	2.594
Otomasyon - Robotik / Automation - Robotics	2.939
Hareket ve güç İletimi / Motion Control	2.337
Hidrolik - Pnömatik / Hydraulics & Pneumatics	2.286
Sensör Teknolojisi / Sensors & Transducers	2.809
Test - Ölçüm / Test and Measurement	2.731
Makineler ve Aletler / Machines & Tools	2.189
Endüstri 4.0 / Industry 4.0	5.227
3b Baskı / Additive Manufacturing	2.388

WEBMag

A totally digital version available on our website

The WEBMag was born as a special edition dedicated to such important exhibitions as Hannover Messe and SPS Nuremberg.

This is a specific tool created in order to give more visibility to our partners who participate to these significant events.

In fact, thanks to the conciseness of this edition, to interactive videos and to the high visibility given to advertisements, the WEBMag is an essential showcase for industry players.

The WEBMag has now a new graphic design, for easier access to information and contents: exclusive interviews, datasheets, articles, news and events.

- The IEN Europe WEBMag will be released in May, October and December (see page 13).
- The IEN D-A-CH WEBMag will be released in May, October and December (see page 21).











- The Endüstri Dünyası WEBMag will be released in July/August and December (see page 33). Additionally, the AI IEN (Artificial Intelligence for Industry), first released September 2019, will be published every other month as of 2022.

AI IEN WEBMAG - PUBLISHING SCHEDULE 2022

Issue	Focus	Shows/Events	Dates
1 January/February	AI in Automation & Robotics	The RE•WORK Deep Learning Summit, San Francisco	17-18.02
2 March/April	AI & Cybersecurity	Big Data & AI World, London CCEAI 2022, Virtual Conference ICISAI 2022, London International Conference and Expo on Robotics & Artificial Intelligence, Roma RAAI, Singapore IoT Mobility Europe, Brussels	02-03.03 11-13.03 11-12.03 24-25.03 14-16.04 27-28.04
3 May/June	AI & Blockchain Technology	World Summit AI Americas, Montreal AI World Congress, London The AI Summit, London ECAI 2022: 24th European Conference on Artificial Intelligence, Austria ICAIR 2022, Xi'an Hannover Messe, Hannover JETZT Artificial Intelligence, Vienna	04-05.05 16-17.06 15-16.06 23-26.07 14-16.07 30.05-02.06 Summer 2022
4 Sept/Oct	AI & Machine Learning	AI Convention Europe, Brussels Intelligent Health AI, (London) Basel Big-Data.AI Summit, Berlin AI & Big Data Expo Europe 2021, Amsterdam World Summit AI, Amsterdam 6th Intelligent Automation World Summit, Germany	TBD 07-08.09 14-15.09 20-21.09 12-13.10 TBD
5 Nov/Dec	AIoT	SPS Smart Production Solutions, Nuremberg AI & Big Data Expo, London	08-10.11 01-02.12

Rates

Ad format	 IEN EU	 AI IEN	 IEN D-A-CH	 EDT
Specifications as the related print issues				
1/1 page	5 000	5 000	3 500	950
2/3 page vertical	4 200	4 200	2 400	700
2/3 page horizontal	4 200	4 200	2 400	700
1/2 page island	3 800	3 800	2 100	650
1/2 page horizontal	3 600	3 600	1 900	600

Ad format	 IEN EU	 AI IEN	 IEN D-A-CH	 EDT
Specifications as the related print issues				
1/2 page vertical	3 600	3 600	1 900	600
1/3 page horizontal	2 100	2 100	1 200	500
1/3 page vertical	2 100	2 100	1 200	500
1/4 page	1 400	1 400	950	350
1/8 page	750	750	550	

2022 rates (Euro, excl. VAT)

White Papers

Our websites offer an effective platform that gives the opportunity to promote white papers and generate leads

Downloadable solely by registered users, the white papers receive extensive promotion with presence on the homepage, prime positioning within search results and on directory pages as well as presence in the white papers section, newsletters and topical e-Alerts.

Main Benefits

- Helps building brand awareness
- Helps educate potential buyers
- Assists with purchasing decisions

Annual Rates

White Paper	Rates in Euro/Year
Euro, excl. VAT	2 850

WHITE PAPERS

• Material specifications:

White paper in MS Word or PDF format. A descriptive text presenting your white paper, up to 1.000 characters. Up to 10 keywords. Title: 50 characters max., 3 words min. Subtitle: 50 characters max. Square image: 500 x 500 px, PNG, JPG (72 dpi).



Catalogues

Catalogues are published twice a year in a dedicated section within magazines.

Your catalogue, brochure or website is promoted through an advert in ¼-page format.

IEN D-A-CH Katalog Distributor: May and October

IEN Europe Catalogue: May and October

NCI (Nouveaux Catalogues Industriels): June and December

Katalog Tanitim: April and October

Online showcase

All catalogues will also be displayed in a dedicated section of the following websites:

- www.iem.eu/catalogues
- www.iem-dach.de/katalogdistributor
- www.pei-france.com/catalogues
- www.endustri-dunyasi.com/katalogtanitim

This online advert can be enhanced with a deep link to your company webpage where e.g. the catalogue can be found.



Rates

Euro, excl. VAT	Katalog Distributor 	NCI 	Katalog Tanitim 	IEN EU Catalogue 
Print + Web + e-Alert	1 100	1 000	1 100	1 100

2022 rates (Euro, excl. VAT)

E-mail presentation

All catalogues are promoted via two direct e-mailings: a general e-alert inviting readers to view the last issue and an e-alert

presenting all catalogues and websites from the latest issue. Readers can request a copy of catalogues directly from the e-mail.

ProPacks

(on-line sponsored contents)

Sponsored content on websites enables suppliers to present their new products and solutions to industrial professionals across Europe. Company can choose 1, 5 or 10 products (ProPack1, ProPack5, ProPack10).

The ProPack includes a Company profile in directory with

full address, company logo, telephone/fax number and the website's URL.

One month's presence in homepage, in rotation with other advertisers, 12 months' presence in the "Premium Position" and prime positioning within search results.

• Material specifications for each product

Title: 50 characters max., 3 words min. Subtitle: 50 characters max., 5 words min. that examine the product more.

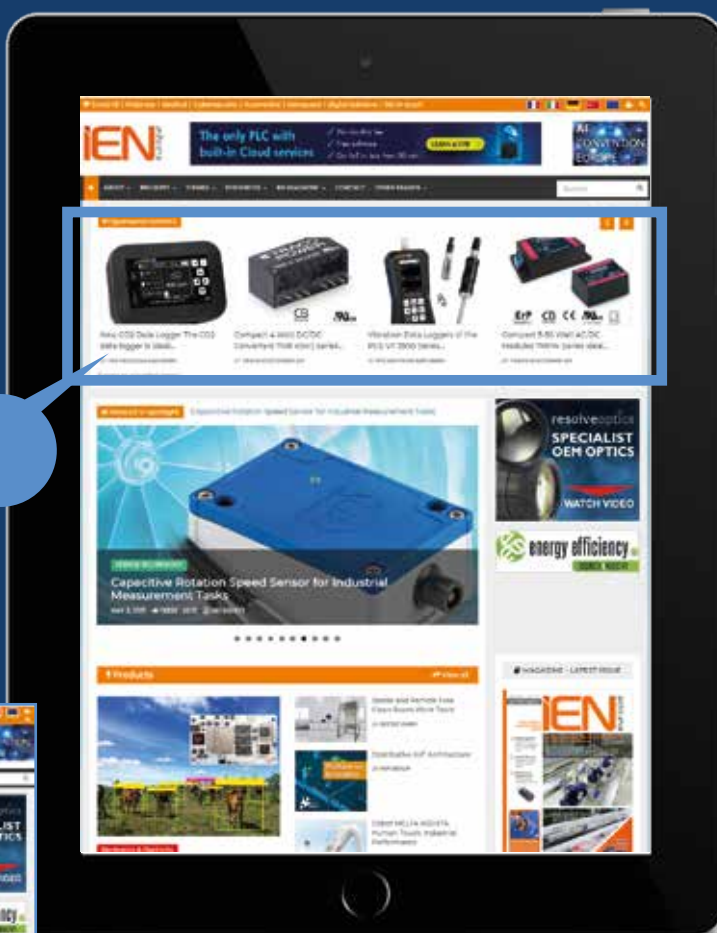
Description: up to 1000 characters incl. spaces; keywords (20 max.). Product Category.

Square image: 500 x 500 px, PNG, JPG (72 dpi).

Recommended on website: datasheet (PDF)

and/or video (MPG, AVI, MOV, Youtube)

ON-LINE SPONSORED CONTENTS










• Material specifications for Company Profile

Logo 310 x 200 px, PNG, JPG (72 dpi).

Company description 200 char. max, no formatting.

PRIME POSITIONING WITHIN SEARCH RESULTS

Annual Rates

Euro, excl. VAT	 IEN EU	 PCNE	 IEN D-A-CH	 PEI	 IEN ITA	 EDT	 Manutenzione	 CMI
1 product	2 000	1 700	1 500	1 700	1 200	800	1 200	1 200
2 to 5 products	3 800	3 200	2 700	3 200	2 200	1 100	2 200	2 200
6 to 10 products	5 500	4 700	4 100	4 700	3 200	1 500	3 200	3 200

2022 rates (Euro, excl. VAT)

Webinars

TIMGlobal Media helps you get in touch with your potential customer even remotely!

With our modular webinar service we provide:

- Qualified **databases** (including international ones) to promote your virtual event
- Webinar **platform** with multiple features (such as screensharing, virtual whiteboard, chat with participants ect.)
- **Visibility** on our channels before, during and after the live date.

The entire webinar production process is completely turnkey. We prepare all marketing materials and generate leads from our pool of influential contacts including industrial designers, manufacturing executives as well as processing professionals. Our audience watch webinars to get the latest information on new technologies, applications and products across topics for the processing and industrial world. By enlisting your subject matter experts, we can build exclusive content that attendees can't get anywhere else.

Present in a 45-minute interactive format that includes a 15-minute Q&A session. You can track engagement metrics

through resource downloads and surveys. Our sophisticated reporting dashboards allow you to analyze and nurture your top sales targets and get the 2022 sales cycle rolling

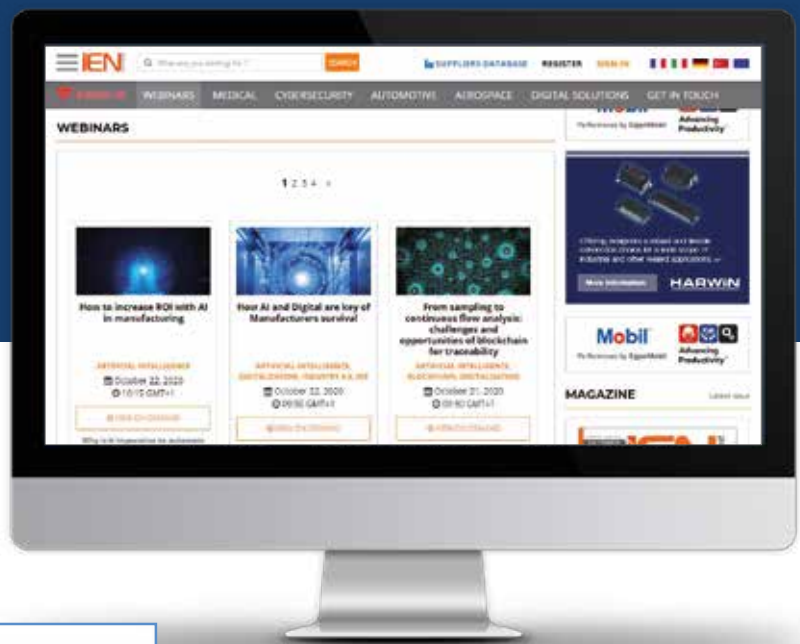
Technical specifications

The webinar is promoted via mailings campaign (3-4 shots before the event) to the full database or to specific targets (i.e. selected by job function, by company size etc.)

The webinar remains online 1 year, during which it is promoted via customized banners, industry news and social media, in order to generate leads.

The video recording, available on demand, is shared with the customer after the live date: it is an important added value, permitting the customer to promote it in further campaigns.

Contact our Sales Office (See page 48) for pricing and specs or to make your reservations on the open available dates, no matter your location or time zone!



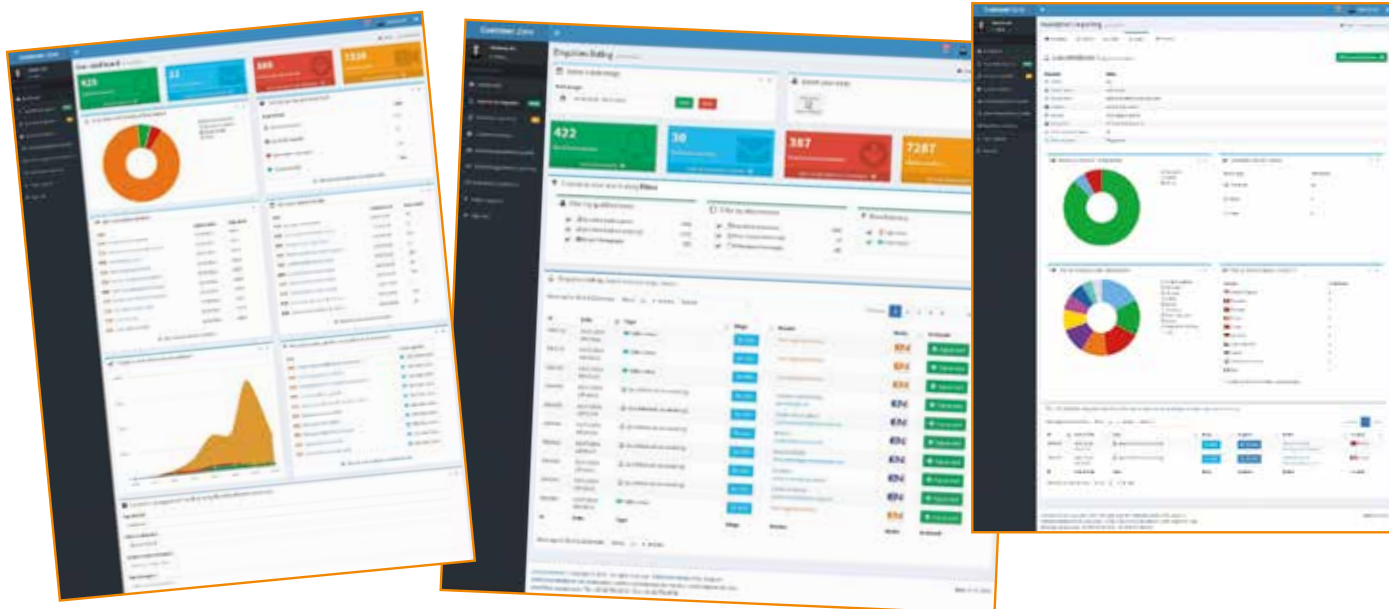
Direct access to your marketing results

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.



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