Welcome to ASSEMBLY Magazine

During the past three years ASSEMBLY has developed a multi-platform of online products providing content to our readers enabling them to access it whenever and wherever they choose, in print and online. All of this is matched with our regular services that have earned your trust and loyalty for over 52 years including industry sales leads, response boosters, editorial excellence and more.

It’s my privilege to give you this overview of the very lucrative assembly market, and share with you ASSEMBLY Magazine’s position as one of the leading journals covering it. Once again our 2009 Integrated Media Planner details a variety of integrated media marketing tools designed to help you deliver a strong message directly to manufacturing engineers, design engineers and manufacturing and corporate managers. This is what we have been delivering for years, but the products are now packaged together to help provide a greater value to you. In combination with our targeted circulation numbers and editorial calendar, ASSEMBLY provides one well-rounded medium to deliver your ad campaign.

In regards to editorial, our world-class editorial team remains committed to providing our readers with information to help them design, build, and manage their assembly operations faster, better, and at less cost. And of course, a critical part of that is having the right products and services— that’s where you come in! ASSEMBLY’s 60,000 plus circulation and 21,000 unique visitors to our web site represent the greatest concentration of buying power in this market. If you have a product or service they need, you’ve come to the right place.

We will continue to work with you to construct an integrated media program that fits your marketing and budget needs, providing a maximum return on your investment. You can increase your call to action by 40% with the use of one of our integrated media packages. Our NEW integrated media packages, with a mixture of print, online, and digital products reaching over 349,000 users combined, are aligned with your marketing objectives. Don’t hesitate to contact us with questions on how we can help you build your advertising campaign and reach your goals!

Cordially,

Tom Esposito
Publisher

*June 2008 BPA Statement. †Publisher’s Own Data, June 2007. ‡Forrester Research Study, B2B Digital Marketing Shift, 2005. ¶60,208 print from December 2007 BPA Circulation Statement, 23,493 digital from Publisher’s Own Data, 265,442 annual web site visits from June 2007 Net Tracker data (BPA does not audit ASSEMBLY online/digital data).
ASSEMBLY Magazine is your a cost-effective way to reach key buyers of:

- Adhesives, Tapes, Sealants and Dispensing Equipment
- Assembly Workstations Benches, Seating and Lighting
- Automated Assembly Machines and Systems
- Barcode Systems, Printers and Readers
- Contract Assembly Services
- Conveyors and Materials/Parts/Handling Equipment
- Data Acquisition Equipment and Instrumentation
- Fasteners and Precision Formed Parts
- Machine Vision System and Non-Contact Sensors
- Motion Control, Positioning and Indexing Equipment
- Packaging Equipment
- PC Board Assembly Equipment
- Power and Hand Tools Production
- Production Equipment, Presses, Forming and Threading Machines
- Robots, End Effectors and Pick-and-Place Machines
- Test and Inspection Equipment
- Welding/Brazing/Soldering Equipment and Supplies
- Wire Processing and Terminating Machine

The $10 Billion ASSEMBLY Market:

✓ 37,594 companies with assembly operations
✓ Facilities that buy assembly equipment and tools
✓ Facilities that design and build their own assembly systems
✓ Integrators who design and build assembly systems and services
✓ 29,904 companies that build in-house assembly systems/machines

*Publisher’s Own Data, June 2007.*
QUALIFIED CIRCULATION*

97.7% of the 60,200 qualified subscribers receive ASSEMBLY by personal request!

Five Market Coverage**
ASSEMBLY offers coverage in all of these markets.

Automotive..........................23,340
Aerospace............................13,683
Appliance............................12,826
Electronics..........................17,144
Medical...............................13,274

Subscriber Titles/Functions*
Over half of ASSEMBLY subscribers hold managerial titles.

Corporate Management..................13471
Design Management....................3,112
Design Engineering....................8,493
Manufacturing Management............14,123
Manufacturing Engineering............19,058
Purchasing................................1,943

U.S. OEM Manufacturing Sectors*
ASSEMBLY covers product assembly in all sectors of manufacturing.
(NAICS Codes)

Wood Product Mfg. (321)..............................322
Plastics & Rubber Products Mfg. (326)..............2,378
Primary Metal Mfg. (331)..............................406
Fabricated Metal Product (332).......................9,870
Machinery Mfg. (333).................................17,658
Computer & Electronic Product Mfg. (334)........10,082
Electrical Equipment, Appliance & Component Mfg. (335)..............5,411
Transportation Equipment Mfg. (336)..............8,418
Furniture & Related Product Mfg. (337)............1,060
Misc Mfg. (339)........................................2,889
Professional, Scientific, & Technical Services (541).........................502
Other NAICS..............................................1,204

ASSEMBLY helps you put the pieces together for a solid return on investment.

Major Manufacturing Companies**
The companies you need to reach in the assembly market.

Becton Dickinson  General Motors  Motorola
Boeing  Harley Davidson  Northrop Grumman
Boston Scientific  Honda  Raytheon
Carrier  Honeywell  Square D
Caterpillar  IBM  Toyota
Eaton  Intel  3M
Ford  John Deere  Whirlpool
Freightliner  Lockheed Martin  Xerox
General Electric  Medtronic

And Thousands More!

*June 2008 BPA Statement.
**Publisher’s Own Data, June 2007. The total number of responses exceeds the number of qualified subscribers because respondents may select multiple responses to the industry question.
ASSEMBLY delivers your ad to manufacturing engineers, design engineers and manufacturing and corporate managers who recommend, specify and/or buy the products you sell:

- Adhesives, Tapes, Sealants and Dispensing Equipment: 27,927
- Assembly Workstations Benches, Seating and Lighting: 30,567
- Automated Assembly Machines and Systems: 27,341
- Barcode Systems, Printers and Readers: 21,134
- Contract Assembly Services: 18,932
- Conveyors and Materials/Parts/Handling Equipment: 18,576
- Data Acquisition Equipment and Instrumentation: 22,399
- Fasteners and Precision Formed Parts: 27,904
- Machine Vision System and Non-Contact Sensors: 21,388
- Motion Control, Positioning and Indexing Equipment: 19,461
- Packaging Equipment: 21,826
- PC Board Assembly Equipment: 14,157
- Power and Hand Tools Production: 30,648
- Production Equipment, Presses, Forming and Threading Machines: 28,612
- Robots, End Effectors and Pick-and-Place Machines: 19,304
- Test and Inspection Equipment: 30,071
- Welding/Brazing/Soldering Equipment and Supplies: 25,414
- Wire Processing and Terminating Machine: 14,447

ASSEMBLY’s 60,200* industry professionals are the voice of the Assembly market.

*June 2008 BPA Statement. This is an analysis of 50,303 or 83.6% of respondents who recommend, specify, and/or buy the products indicated. Since any one respondent may have checked more than one response, the totals may exceed the total circulation. **Publisher’s Own Data, June 2007.

ASSEMBLY Editors

DON HEGLAND
Don Hegland, Editorial Director, has been with ASSEMBLY since 1985, with 35 years of experience in trade magazine publishing. He holds a M.S. degree in physics from Iowa State University with prior work in solid-state physics research with NASA. heglandd@bnpmedia.com

JOHN SPROVIERI
John Sprovieri, Editor, has been with ASSEMBLY magazine since February, 1997. John was formerly with a national medical news magazine, and has written for Pathology Today and the Green Bay Press-Gazette. John holds a B.A. in journalism from Northwestern University, Medill School of Journalism. sprovierij@bnpmedia.com

AUSTIN WEBER
Austin Weber has been Senior Editor for ASSEMBLY Magazine since September 1999. He has more than 20 years of b-to-b publishing experience and has written about a wide variety of manufacturing and engineering topics. Austin is a graduate of the University of Michigan. webera@bnpmedia.com

ADAM CORT
Adam Cort has been an editor and journalist for more than 14 years, working for newspapers, magazines and in book publishing. He taught general science and human biology during two years with the U.S. Peace Corps in Western Samoa. Adam is a graduate of the University of Michigan. corta@bnpmedia.com
## 2009 Editorial Calendar

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<td><strong>Special Issues, Marketing Opportunities and Extra Values</strong></td>
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<td><strong>ASSEMBLY</strong> China Edition <strong>BONUS : FREE Aerospace Case History</strong></td>
<td><strong>How-to Guide</strong></td>
<td><strong>Lead ADvantage</strong></td>
<td><strong>ASSEMBLY</strong> China Edition</td>
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<td>MD&amp;M/ATX West</td>
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<td>February 10 – 12,</td>
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<td>Anaheim, CA</td>
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Advertise in BOTH the Buyers Guide and Company Profile in
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<th>BUYERS GUIDE</th>
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<td>JULY 6/4/2009</td>
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<td>ASSEMBLY Buyers Guide</td>
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<td>Armor Device Assembly</td>
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<td>Electronics Assembly</td>
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<td>ASSEMBLY TECHNOLOGY EXPO Pre-Show Issue</td>
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<td>State of the Profession Report</td>
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<td>Bar Coding</td>
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<td>E-Newsletters Product Review</td>
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<td>Assembly Technology Expo China August Shenzhen, China</td>
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| AUGUST 7/7/2009 |
| ASSEMBLY Buyers Guide |
| Automotive Assembly |
| ASSEMBLY TECHNOLOGY EXPO Show Issue |
| Triple-Play Show Package (ATEXpo Exhibitors Only) |
| The Top 50 Report and FREE Direct Mailer |
| Lead AdVantage |
| BONUS: FREE Automotive Case History |
| Lean |
| Inspection Conveyors Power Tools |
| Sensors Soldering Adhesives |
| E-Newsletters E-Inserts |
| Assembly Technology Expo Show Directory (ATEXpo Exhibitors Only) |
| Soldering Assembly Machines |

| SEPTEMBER 8/5/2009 |
| ASSEMBLY Buyers Guide |
| Assembly Plant of the Year Report |
| AEROSPACE Assembly |
| ASSEMBLY TECHNOLOGY EXPO Post-Show Issue |
| BONUS: FREE Medical Device Case History |
| Lean |
| Machine Vision Wire Processing Dispensing |
| Robots Conveyors Pneumatics |
| Power Tools Ultrasonics Sensors |
| E-Newsletters E-Inserts |
| SAE Commercial Vehicle Engineering Conference & Exhibition October 6 – 8 Rosemont, IL |

| OCTOBER 9/4/2009 |
| ASSEMBLY Buyers Guide |
| Aerospace Assembly |
| Lean |
| PCB Assembly Dispensing Presses |
| Power Tools Ultrasonics Sensors |
| E-Newsletters E-Inserts |
| FABTECH International & AWS Welding Show November 15 – 18 Chicago, IL |

| NOVEMBER 10/7/2009 |
| ASSEMBLY Buyers Guide |
| Capital Equipment Spending Report |
| Lean |
| Fastening Adhesives Leak Testing |
| Riveting Packaging Motion Control |
| E-Newsletters E-Inserts |
| Soldering Dispensing Assembly Machines |

| DECEMBER 11/4/2009 |
| ASSEMBLY Buyers Guide |
| Lean |
| Leak Testing Workstations Material Handling |
| E-Newsletters E-Inserts |
| Soldering Dispensing Assembly Machines |

Note: To ensure timely editorial coverage that meets industry and reader needs, ASSEMBLY reserves the right to change issue and/or article topics.

www.assemblymag.com www.assemblymag.com
INTEGRATE YOUR MEDIA

ASSEMBLY continues to provide you with comprehensive Integrated Media Packages. We have a full assortment of Internet opportunities available to help you meet your marketing goals.

ONLINE PRODUCTS

With over 265,000\(^1\) visits annually, www.assemblymag.com is a great tool to drive traffic to your web site.

**PREMIUM SPONSORSHIPS**

**$10,995 gross/$9,350 net**

**Best Value! Most Exposure! One Great Price!**

- Banners on home page and all pages within the site
- Sponsor link buttons with logo on home page and all pages within site
- Full year active showroom sponsorship
- Industry web site review link
- Product Review on site all year
- White Paper posting online for one year

**SHOWROOM SPONSORSHIPS**

**$1,695 gross/$1,450 net**

Increase your online exposure with your own Showroom page. Your Showroom includes a 100-word company profile, product description, special ad message, logo and link to your web site.

**E-NEWSLETTERS**

**Latest in Assembly News**

Delivered to More Than 17,000 Opt-in Subscribers\(^2\)

The ASSEMBLY E-Newsletter delivers important and useful news twice each month to engineers and managers responsible for productive and profitable assembly operations. It is the ideal place to promote a specific product, prompt readers to connect to your web site, offer your most recent white paper, and invite prospects to workshops or seminars.

Exclusive Sponsorship........................................ $2,135 gross / $1,815 net
Premier Product Feature...................................... $1,345 gross / $1,143 net
Product Spotlights.............................................. $1,019 gross / $866 net
Banner ad......................................................... $1,412 gross / $1,200 net
Tile Ad...................................................................... $940 gross / $799 net

**WHITE PAPER**

$460 gross/$399 net each for 12 months

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\(^1\)Net Tracker Data, June 2007. \(^2\)Publisher’s Own Data, June 2007.

**Also Available:**

Premium Sponsorships, Showroom Sponsorships and E-Newsletter Sponsorships. Check with your regional marketing manager for details.

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**PLATINUM PACKAGE**

- 13x Print
- White Paper/Case Studies
- Digital Edition
- Webinars
- Blog
- Video – ASSEMBLY TV
- Premium Buyers Guide Listing
- E-Insert
- Custom Media

**GOLD PACKAGE**

- 12x Print
- White Paper/Case Studies
- Digital Edition
- Webinars
- Blog
- Premium Buyers Guide Listing
- Custom Media

**SILVER PACKAGE**

- 8 – 11x Print
- White Paper/Case Studies
- Webinars
- Blog
- Premium Buyers Guide Listing

**BRONZE PACKAGE**

- 4 – 7x Print
- White Paper/Case Studies
- Blog
- Premium Buyers Guide Listing

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www.assemblymag.com
Digital Edition Sponsorship
$1,250 gross/$1,062 net per issue
Published every month, the ASSEMBLY Digital Edition is an exact replica of the print issue, but with added interactivity through live links to increase ROI for advertisers. It is e-mailed to more than 16,000 opt-in subscribers and posted online to provide advertisers with additional reach to prospects.

Sponsorship Benefits:
• Receive a pop-up ad on top of the issue’s front cover – get immediate & exclusive brand exposure
• Your logo appears at the top of every page of the digital edition – for continuous visibility
• All links in sponsorship page and from logo are live to drive traffic to your web site
• Electronic tracking – so you can find out how many people viewed your sponsorship page and clicked on your links.

Custom Webinars
Exclusive Sponsorships $8,200 gross/$6,970 net
Work with our ASSEMBLY editors to create your exclusive webinar on a topic of your choice. We will create it, promote it, host it, and brand it as your event! Your access to complete registrant information is an added bonus when you sponsor an ASSEMBLY Custom Webinar.

Blog
$575 gross/$490 net each
The ASSEMBLY editorial staff and subscribers both have an opportunity to comment on the latest in assembly and manufacturing. We welcome feedback from engineers, designers, operators, managers or anybody else with something valuable to say about the business of assembly. Anyone can read the postings on our blog site. But, to post a comment of your own, you will need to register – it’s FREE! Sponsorships include a tile ad for a full year. Special rates for trade show blogs. Contact your sales manager for details.

Video – ASSEMBLY TV
$1,210 gross/$1,049 net for a full year
Short video clips are displayed within the ASSEMBLY web site, demonstrating a new product or service, providing educational information and more.

Product Reviews
You have a product or service that you want to highlight! Showcase it in a 1/6 page ad that includes your company name, a 50-word description, 4-color photo and your web site URL.

Extra Bonus: Your Product Review will be placed on ASSEMBLY’s web site, including a hyperlink to your web site, at no additional charge.

Issue Closing Dates Rates Gross/Net Per Ad
February .................. January 7 1X.........................$817/$695
May ..........................April 6 4X.........................$705/$599
July ..........................June 4
November ..............October 7

E-Inserts
Increase sales and brand awareness by promoting your product or service in multiple media formats. Your E-Insert is a postcard that will be:
• Bound into the print edition
• E-mailed to our full file opt-in e-mail list
• Posted on assemblymag.com for 3 months

Issue Closing Dates Rate (includes color)
January ...............December 3 $1,764 Gross/$1,500 Net per E-Insert
April ............................March 5
August ........................... July 7
October ............September 4

Classified Advertising
Use ASSEMBLY’s classified section to advertise business and career opportunities, consulting services, equipment for rent, used equipment, equipment wanted, equipment repair, and financing available.

Frequency 1X 3X 6X 9X 12X 18X 24X
Rates (per column inch)$175 $170 $165 $160 $140 $130 $120

Color: Add $85 Blind Box Number: Add $30
Frequency calculated on the total number of insertions run within a 12-month period.

Specifications:
Trim Size of Page: 7.875” x 10.5”
One Column: 2.125” wide
Two Columns: 4.5” wide
Three Columns: 7” wide

Preferred File Formats:
High resolution PDF’s are preferred, with all fonts embedded. InDesign, Quark, Photoshop and Illustrator accepted. Macintosh preferred. IBM-compatible accepted, fonts will be replaced by Mac versions.

ORDER YOUR RESPONSE BOOSTER PACKAGE!
Vito Laudati at: (630) 694-4018 or laudativ@bnpmmedia.com

Publisher’s Own Data, June 2007.
2009 Buyers Guide

Your premier resource for reaching decision makers in the $10 billion assembly market.

Published in mid-June, the ASSEMBLY Buyers Guide places your product front and center with crucial buying influences in the assembly market. PLUS—the Buyers Guide is maintained online, so buyers can find you in print and on the web!

• Reach over 60,000 Assembly Professionals.*
• Proven Buying Influence – ASSEMBLY audits buying influence so you know you are reaching buyers/specifiers in the industry.*
• Year-Long Shelf Life – Buyers keep and use the ASSEMBLY Buyers Guide for reference to find suppliers all year long.**
• The Buyers Guide Serves the $10 Billion Assembly Market.**

Place an ad in BOTH the June issue and the Buyers Guide to get a FREE 1/2 page Company Profile in the Buyers Guide.

China Edition
February, May, August, November
ASSEMBLY magazine publishes a quarterly Chinese language edition, which includes China-specific editorial, that mails to 3,500 high-level decision makers at companies based in China.** All advertisers in the English editions have the opportunity to be included in the corresponding Chinese editions for only $530 gross/$450 net.

Bonus Case History
February, July, November
Your company has case histories to share with ASSEMBLY readers. Here is your opportunity to present those success stories in your own words. Your case history will be a 1/2 page consisting of your 250 words and one image plus your company contact information. The Case History is FREE if you place a 1/3 page ad or larger.

Special Supplement
March
Write a How-To-Guide article and establish your reputation as an industry expert. March advertisers can purchase this 2-page 4c spread for $3530 gross/$3,000 net.

Custom Media – Single Source Solutions
BNP Custom Media, combining the power of ASSEMBLY’s readership with its expert editorial and design, can create and deliver custom solutions using rich content and innovative media to engage your target market and produce results. Each project is turnkey, measurable, and mapped to your marketing goals and budget. Let us partner with you to produce a powerful media package that showcases your message in the marketplace. Contact Steve Beyer for more information at (630) 699-7625 or beyers@bnpmedia.com

Clear Seas Research
Providing market research services to clients in over 60 industries, Clear Seas Research’s custom research options, syndicated reports and online panel capabilities provide valuable insights for a competitive advantage, growth and success.

www.clearseasresearch.com

ASSEMBLY TECHNOLOGY EXPO
September 22 – 24, 2009
Rosemont, IL

Drive Traffic to Your ATExpo Booth with an Ad in ASSEMBLY
Get on attendees “must-see” list and pre-sell your products to prospects by advertising in the September Show issue. The issue goes out to subscribers before the show, and is distributed to attendees on-site at the show.

ATExpo Official Show Directory
Double your exposure with an ad in the ATExpo Show Directory, same size as your ad in September, for only 20% of your September ad gross cost!

ASSEMBLY’s ATExpo Triple-Play Show Package
Qualify for the Triple-Play Show Package by advertising in:
• August (Pre-Show Issue)
• September (Show Issue)
• December (Post-Show Issue)

And receive:
• FREE Ad in the ATExpo Show Directory
• FREE ASSEMBLY TV web site video for 2 months
• FREE 1/6 page ad in the October issue
• FREE product release in the September issue Showcase (ATExpo exhibitors ONLY)

NOTE: Advertising in the ATExpo Official Show Directory is ONLY available to exhibitors in ATExpo.

*June 2008 BPA Statement. **Publisher’s own data
## DISPLAY ADVERTISING RATES

### Black & White Display Rates

<table>
<thead>
<tr>
<th>Size</th>
<th>1x</th>
<th>BRONZE (4 – 7x)</th>
<th>SILVER (8 – 11x)</th>
<th>GOLD (12x)</th>
<th>PLATINUM (13x)</th>
<th>DIAMOND (20x)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Page</td>
<td>$8,380</td>
<td>$7,090</td>
<td>$5,980</td>
<td>$4,970</td>
<td>$4,750</td>
<td>$4,650</td>
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<tr>
<td>2/3 Page</td>
<td>$6,730</td>
<td>$5,620</td>
<td>$4,780</td>
<td>$3,950</td>
<td>$3,775</td>
<td>$3,715</td>
</tr>
<tr>
<td>1/2 Page Island</td>
<td>$6,280</td>
<td>$5,250</td>
<td>$4,420</td>
<td>$3,670</td>
<td>$3,505</td>
<td>$3,445</td>
</tr>
<tr>
<td>1/2 Page</td>
<td>$4,640</td>
<td>$4,100</td>
<td>$3,280</td>
<td>$2,690</td>
<td>$2,570</td>
<td>$2,525</td>
</tr>
<tr>
<td>1/3 Page</td>
<td>$3,575</td>
<td>$2,975</td>
<td>$2,525</td>
<td>$2,090</td>
<td>$2,000</td>
<td>$1,950</td>
</tr>
<tr>
<td>1/4 Page</td>
<td>$2,600</td>
<td>$2,150</td>
<td>$1,830</td>
<td>$1,500</td>
<td>$1,435</td>
<td>$1,405</td>
</tr>
</tbody>
</table>

**COVER RATES** – Non-cancelable. All covers at earned black and white rate plus premium and color charge.
- 2nd Cover......................... 15% premium
- 3rd Cover......................... 10% premium
- 4th Cover......................... 20% premium

**SPECIAL POSITION RATES** – Positions specified by advertiser or agency are 10% above black-and-white earned rate.

**COMBINATION RATES** – Advertisers in ASSEMBLY may combine space in other BNP Media publications to earn frequency discounts.

**AGENCY COMMISSION** – 15% of gross billing is allowed to recognized agencies on space, color, and position. Back-up charges, printing of inserts, and binding charges are non-commissionable.

**Bleed and Insert Sizes:**
- Full page bleed size........... 8.125" x 10.75"
- Spread bleed...................... 16.25" x 10.75"
- Full page insert.................. 8.125" x 10.75"
- Spread insert size.......... 16.25" x 10.75"

**Printing Specifications**
- Binding: Perfect bound
- Printing: Heat-set web-fed offset
- Paper: 80 lb. cover, 45 lb. text
- Screen: 150 line screen recommended for all color negatives

**Digital Ad Requirements**
- Platforms: Macintosh preferred. (IBM-compatible accepted, fonts will be replaced by Mac versions)
- Preferred File formats: InDesign CS3 or earlier, Quark 6.5 or earlier, Photoshop and Illustrator CS2 or earlier, files accepted, PDFs are accepted, but must contain high resolution images and be font embedded. Please visit www.bnpmedia.com/digitalspecs for correct distiller settings.
- Photos: 300 dpi saved as TIFF or EPS. Color images must be CMYK. Do not compress graphics using JPEG or LZW.
- Colors: All colors used should be CMYK, unless a spot color has been purchased.
- Electronic Submission: CDs are accepted. Upload files to ASSEMBLY’s FTP site at http://upload.bnpmedia.com. All artwork (photography, logos, clipart, etc.) and all fonts (both printer and screen fonts, Postscript Type 1 fonts recommended) must be included. A screened contract quality proof created from the final electronic file must be submitted with each color ad. Kodak Approval proofs preferred. Iris or other SWOP Standard proofs accepted. Color cannot be guaranteed unless an acceptable proof is provided. Please supply B&W laser printout for B&W ads.

**Ad size:** Crop marks for full page ads should be a trim size [7 7/8" x 10 1/2"]. Bleed ads should extend beyond trim crop marks by 1/8" on each side. Vital matter must be kept at least 1/4" away from trim edges. Fractional ads should match sizes published in media kit.

**Payment Terms**
Invoices are payable in U.S. Funds only, net 30 days. 1-1/2% per month service charge thereafter (1/2% in Texas). Advertisements originating outside of the U.S. must be prepaid. Extension of credit is subject to the approval of the Credit Department. First time advertisers will be required to provide credit information or prepayment at the start of their advertising program. Publisher reserves the right to hold advertiser and/or agency jointly responsible and severally liable for money due and payable to the Publisher. Should it become necessary to refer any outstanding balance to an outside agency or attorney for collection, customer understands and agrees to pay all collection costs, including finance charges, court costs and attorney fees.

**SEND YOUR AD MATERIALS TO:**
Lisa Webb at 57283 Silver Maple Dr., Washington, MI 48094  
webbl@bnpmedia.com • (586) 677-9805
Regional Marketing Managers

Bill DeYoe
Associate Publisher
109 Willow Springs Trail
Mt. Holly, NC 28120
(704) 822-6434
Fax: (704) 822-6834
deyoeb@bnpmedia.com

AL, DC, DE, FL, GA, KY, MD, Eastern MI, MS, NC, Western NY, OH, Western PA, SC, TN, VA, WV, Canada, Europe

Chris Wilson
2401 W. Big Beaver Rd.
Suite 700
Troy, MI 48084
(248) 244-8264
Fax: (248) 283-6528
wilsonc@bnpmedia.com
AK, AZ, CA, CO, ID, HI, MT, NM, NV, OR, UT, WA, WY

Barbara Grim
1288 Centerton Rd.
Pittsgrove, NJ 08318
(856) 358-4800
Fax: (856) 358-0900
grimb@bnpmedia.com

CT, MA, ME, NH, NJ, Eastern NY, Eastern PA, RI, VT, Quebec

Vito Laudati
Inside Sales
1050 IL Route 83, Suite 200
Bensenville, IL 60106
(630) 694-4018
Fax: 248-283-6618
laudativ@bnpmedia.com

Tina Vulgaris
1050 IL Route 83, Ste. 200
Bensenville, IL 60106
(630) 694-4392
Fax: (248) 786-1443
vulgarist@bnpmedia.com

AR, IA, IL, IN, KS, LA, Western MI, MN, MO, ND, NE, OK, SD, TX, WI

Send insertion orders and advertising materials to:

Lisa Webb
Production Manager
57283 Silver Maple Dr.
Washington, MI 48094
(586) 677-9805
Fax: (248) 244-2299
webbl@bnpmedia.com

List Rental Contacts

For postal information contact:

Rob Liska
(800) 223-2194 ext. 726
robert.liska@edithroman.com

For email information contact:

Shawn Kingston
(800) 409-4443 ext. 828
shawn.kingston@epostdirect.com

You can see all our list rental datacards by visiting:

www.bnpmedia.com/listrental