

INDUSTRIAL DISTRIBUTION[®]

www.inddist.com

DELIVERING THE INFORMATION DISTRIBUTORS NEED TO SUCCEED SINCE 1911

2024 MEDIA KIT

About Us/Reach

Providing News and Information to the Industrial Distribution Market

Industrial Distribution serves as your vital connection to US industrial distributors. As the oldest brand, Industrial Distribution has been a trusted resource since 1911. We connect daily with our loyal audience providing comprehensive information through our newsletters, online products, magazine and special reports. From our esteemed Big 50 List to the insightful Survey of Distribution Operations and annual Salary Report, Industrial Distribution equips distributors with the knowledge they need to excel.

Industrial Distribution's 30,000-plus subscribers comprise management titles: CEO, owner, chairman, president, vice president, treasurer, general manager, operations manager, branch manager, purchasing manager/buyer and key sales personnel, located at more than 20,000 distributor companies of all sizes. Industrial Distribution's circulation is strictly controlled, providing a superior audience with authority and buying power.

Reach Distributor Personnel with Decision-making Authority

Management	66%	Sales/Sales Management	34%
------------	-----	------------------------	-----

Product Lines Stocked (% of Respondents)

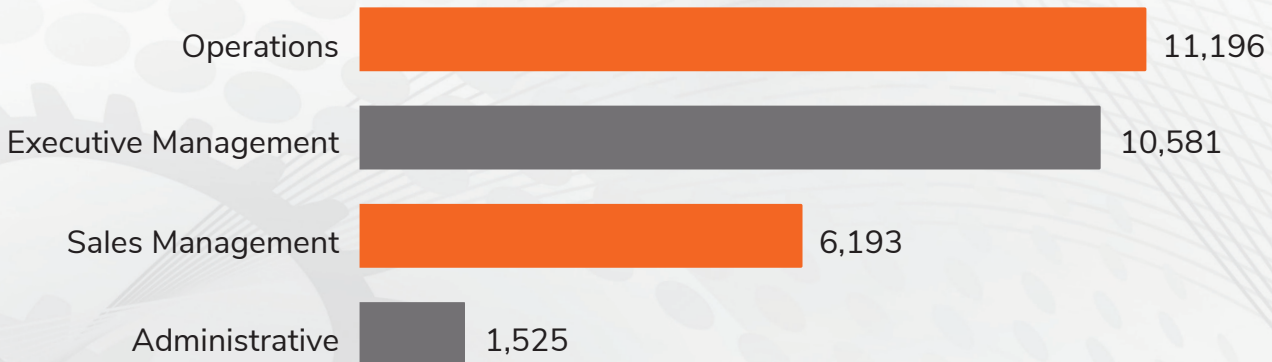
Adhesives & Sealants	42.2%	Hydraulics	35.0%	Plant Operations	19.8%
Automation & Instrumentation	27.3%	Lighting	23.5%	Pneumatics	36.4%
Chemicals	34.5%	Lubricants	42.0%	Power Tools	43.0%
Cutting Tools	37.4%	Material Handling	38.8%	Preventive Maintenance	34.0%
Electrical	37.2%	Mobile Devices	6.7%	Pumps	33.2%
Grinding & Finishing	32.6%	Motors, Controls & Drives	39.3%	Safety	47.6%
Hand Tools	47.1%	MRO supplies	48.9%	Sanitation	18.7%
Hoses, Reels & Cords	39.0%	Personal Equipment	29.4%	Sprockets & Gears	
HVAC	17.4%	Pipes & Tubing	28.6%		

Sectors in Which Industrial Distributors Sell (% of Respondents)

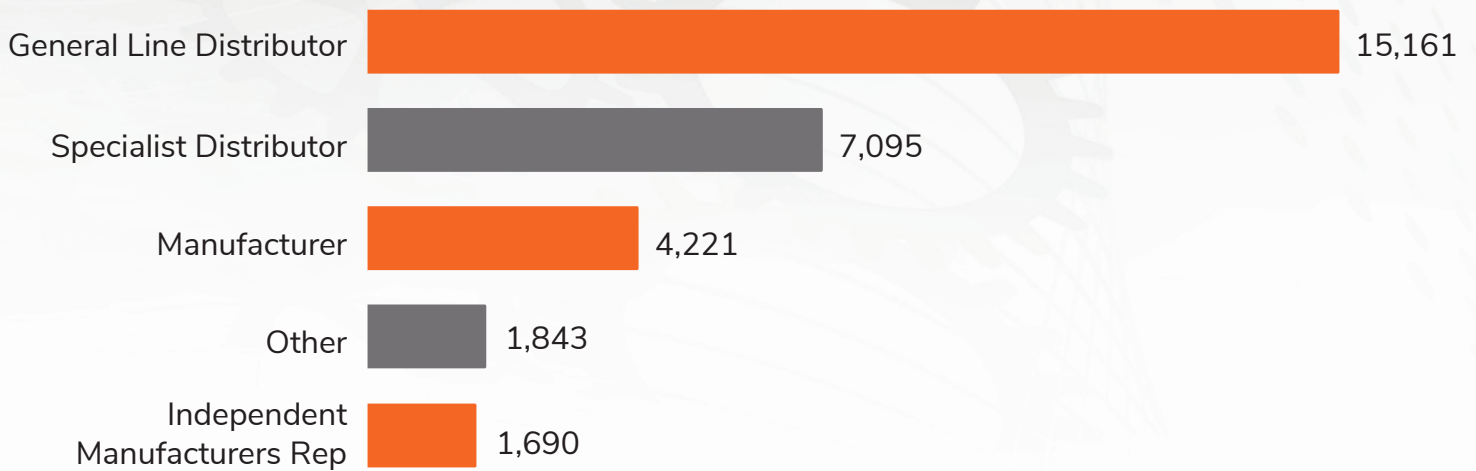
Aerospace	43.6%	Hospitality	27.8%	Mining	42.0%
Automotive	49.6%	Institutional	41.5%	OEM	62.5%
Construction	62.7%	Machine Shops	58.0%	Other	6.3%
Energy	49.6%	Manufacturing/Processing	83.5%	Utilities	53.3%
Government	55.6%	Military	37.5%		

Digital & Print Audience

Digital Audience

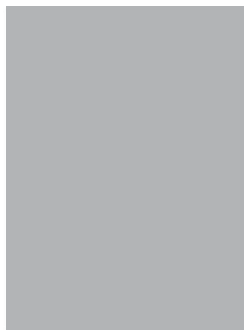


Print Audience



Print Rates & Sizes

DISPLAY AD	RATE	LIVE	TRIM	BLEED
Full Page Spread	\$14,415	14 3/4 x 10 1/4	15 3/4 x 10 3/4	16 1/4 x 11
Full Page	\$8,498	7 3/8 x 10 1/4	7 7/8 x 10 3/4	8 1/8 x 11
2/3 Page Vertical	\$5,608	4 9/16 x 10	N/A	N/A
1/2 Page Vertical	\$4,249	3 3/8 x 10	N/A	N/A
1/2 Page STD	\$4,249	4 9/16 x 7 3/8	N/A	N/A
1/2 Page Horizontal	\$4,249	7 x 4 7/8	N/A	N/A
1/3 Page Vertical	\$2,833	2 3/16 x 10	N/A	N/A
1/3 Page STD	\$2,833	4 9/16 x 4 7/8	N/A	N/A
1/4 Page	\$2,261	3 3/8 x 4 7/8	N/A	N/A
Classified Advertising	\$350	Column size: 2 1/2" wide	N/A	N/A



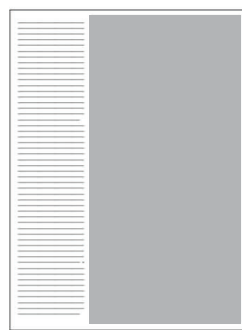
Full Page

Live: 7 3/8" x 10 1/4"
Trim: 7 7/8" x 10 3/4"
Bleed: 8 1/8" x 11"



Two-Page Spread

Live: 14 3/4" x 10 1/4"
Trim: 15 3/4" x 10 3/4"
Bleed: 16 1/4" x 11"



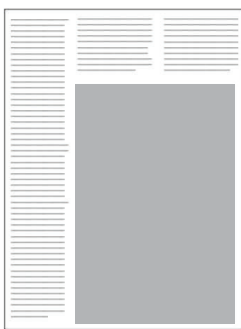
Two-thirds Page Vertical

4 9/16" x 10"



One-half Page Vertical

3 3/8" x 10"



One-half Page Standard

4 9/16" x 7 3/8"



One-half Page Horizontal

7" x 4 7/8"



One-third Page Standard

4 9/16" x 4 7/8"



One-third Page Vertical

2 3/16" x 10"



One-fourth Page

3 3/8" x 4 7/8"

2024 Editorial Calendar

EDITION	CLOSE DATES	SPECIAL FEATURE	PRODUCT FOCUS	TECH TALK
February	Ad Close: 12/28/23 Materials: 1/5/24	The 2024 Watch List	Tooling	Business Software
April	Ad Close: 2/20/24 Materials: 2/27/24	The Guide to Modern Sales Organization	Hand & Power Tools	Mobility
June	Ad Close: 4/23/24 Materials: 4/30/24	The 2024 Survey of Distributor Operations	PPE	Intelligent Pricing
August	Ad Close: 6/28/24 Materials: 7/5/24	The Salary Report	Adhesives & Chemicals	e-Commerce
October	Ad Close: 8/29/24 Materials: 9/5/24	The Big 50 Lis	Motors & PT	Digital Transformation
December	Ad Close: 10/25/24 Materials: 11/1/24	The ID 2025 Industry E-Commerce Forecast	Hoses, Valves & Fittings	Marketplaces

Contact Your Rep to Inquire About Topic Sponsorship!

Departments:

ID In-Depth: Distributor Profile- The cover story for each issue, this exclusive feature is based on interviews with executives at leading-edge distribution companies. We talk about their business model, market pressures and what makes them stand out.

ID Today- This segment covers the latest updates in the industry, including news, awards and mergers & acquisitions.

Sales Pitch- Paul Reilly is the President of Tom Reilly Training and has been selling since the age of 16. He has an MBA from Webster University, and uses his regular column to provide insights into how distributors can improve value-added selling techniques.

Manufacturer's View- This column allows manufacturer-suppliers to weigh in on channel issues. It has a rotating author. Topics might include ways manufacturers and distributors can improve the joint sales process, or major updates on a specific product segment.

Legal Watch- In this regular column, Fred Mendelsohn, partner with law firm Burke, Warren, MacKay & Serritella, PC, takes a look at the operational issues that often land small businesses in hot water, offering tips for readers to avoid legal problems.

A Closer Look, with Jack Keough- Jack Keough spent 32 years with Industrial Distribution, serving as editor and, later, publisher. He currently works as a distribution industry consultant and writes a regular print column where he takes a deeper dive into the latest industry trends, market updates, and mergers & acquisitions.

February: The Watch List

In this segment, we highlight the companies to watch in the coming year — specifically those smaller companies that might not receive the kind of recognition provided by the Big 50 List. These short profiles will highlight business improvement strategies, as well as the ways in which these companies embody progressive values and proper growth trajectory to improve their market position in the coming years.

April: The Guide to the Modern Sales Organization

Our readership comprised of sales managers and salespeople are always looking for any edge they can find in this industry of razor-thin margins while competing against fellow distributors selling many of the same products. Our annual 'Guide to the Modern Sales Organization,' consists of a series of sales thought leadership articles aimed at giving your sales team(s) something to think about.

June: The Survey of Distributor Operations

Embarking on its 76th year, the annual Survey of Distributor Operations will focus on the results and analysis of our reader surveys in the following areas: Reader Profile/Demographics; Issues, Challenges & Trends; The Balance Sheet; Tech Usage & Investment; Best Practices; The Value of the Distributor; and Employment.

August: The Salary Report

The Industrial Distribution Salary Report will showcase the results and analysis of our readership survey on average industry salaries, broken out by job category. Follow-up data will discuss whether industrial distribution professionals feel well compensated for the work they perform, how much said workload has increased over the years, and whether they expect raises or cuts.

October: The Big 50 List Video Countdown

Industrial Distribution's Big 50 Countdown of the biggest industrial suppliers by revenue is brought to you in a unique video format. The editorial team puts a microscope on the industry, including discussion and expert commentary as they run down the year's list of the industrial market's 50 largest MRO distributors.

October: The Big 50 List

The Industrial Distribution Big 50 List has been a cornerstone of the magazine's editorial for decades. Based on total yearly revenues, the list highlights the 50 largest businesses in our segment who continue to serve as market leaders in the area of industrial supply.

December: The E-Commerce Report

E-commerce trends saw a boost when the pandemic forced selling to go digital. But has this truly become the new normal? Find out in this year's report, where we'll reveal the results of our survey on e-commerce behaviors and trends we expect in the industrial market.

THE BIG 50 SPONSORSHIP OPPORTUNITY

Industrial Distribution's September/October print issue will feature our annual Big 50 list. The Big 50 List recognizes North America's 50 largest distributors of industrial products and ranks them in order of revenue. Honorees are recognized for their commitment to excellence year after year.

In addition to the print coverage, we are also producing a special three-part video presentation where our editorial staff - Anna Wells and Andy Szal will count down the Big 50 List and offer their own insights. Videos will run in our Today In Distribution daily newsletter on 9/24, 9/25, 9/26 and all three will run in our weekly ID Video Showcase on 9/27.

PLATINUM SPONSOR

- Recognized as Platinum Sponsor with Logo on all Big 50 video marketing
- 3 Big 50 Video Countdown eBlasts
- 3 Part Video Presentation with recap in Today In Distribution Newsletter (6 deployments total)
- 1 Big 50 Video Showcase Recap
- 1 Big 50 Website Tower ad to run on ID's website
- Recognized as sponsor on ID's Big 50 home page (12 months)
- Full page print ad in ID's Sept/Oct
- Full page corp profile in ID's Sept/Oct
- Full page print ad in ID's Nov/Dec
- Two weeks in Today In Industrial Distribution Daily Newsletter (TOC or Inline Ad)
- Reach: 550,000+ total ad impressions

Rate: \$27,995 net

GOLD SPONSOR

- Recognized as Gold Sponsor with Logo on all Big 50 video marketing
- 3 Big 50 Video Countdown eBlasts
- 3 Part Video Presentation with recap in Today In Distribution Newsletter (6 deployments total)
- 1 Big 50 Video Showcase Recap
- 1 Big 50 Website Tower ad to run on ID's website
- Recognized as sponsor on ID's Big 50 home page (12 months)
- Full page print ad in ID's Sept/Oct
- Full page corp profile in ID's Sept/Oct
- Reach: 390,000+ total ad impressions

Rate: \$15,995 net

Video Commercial (Only 1 spot available, Includes Video Production)

- 10 second commercial plays at beginning of three-part video series

Rate: \$9995

**DEADLINE TO
LOCK IN YOUR
SPONSORSHIP IS
SEPT 4TH.**
Contact your sales rep
for more details.

Website Advertising Options and Rates

Monthly Page Views - 91,000
 Monthly Unique Visitors - 46,000

The desktop layout features the 'INDUSTRIAL DISTRIBUTION' logo at the top. Below the logo are three orange boxes labeled 'E1', 'E2', and 'E1'. The main content area includes a 'Top Story' section with a large image of two people looking at tablets, surrounded by question marks. To the right of the top story is a 'Popular Videos' section with three video thumbnails. Below these are several article teasers with images and text, such as '5G Private Network to Power Live Industrial Applications at IMTS 2022' and 'Portable Rigging Kit Moves 34,000-lb Machinery'. At the bottom of the page, there are three large orange boxes labeled 'E3', 'C', and 'A'.

Desktop

The mobile layout shows the 'INDUSTRIAL DISTRIBUTION' logo at the top. Below it is a 'Top Story' section with a video thumbnail. To the right is a 'Popular Videos' section with three video thumbnails. Below these are several article teasers with images and text, such as '5G Private Network to Power Live Industrial Applications at IMTS 2022' and 'Portable Rigging Kit Moves 34,000-lb Machinery'. At the bottom of the page, there are three orange boxes labeled 'B', 'C', and 'A'.

Mobile

A

Leaderboard:

\$85 CPM
 970x90 Desktop
 728x90 Tablet
 300x50 Mobile

B

Boombbox:

\$85 CPM
 300x250

C

Billboard:

\$85 CPM
 970x250 Desktop
 300x250 Mobile

E

Reveal Ad:

\$225 CPM
 Requires three independent creatives

E1

2500x1450 background image

E2

300x250 transparent PNG
 (messaging/call-to-action should go here)

E3

300x250

Native Ads \$90 CPM - Use high quality content coupled with relevant placement to drive engagement with your brand. Native campaigns provide a seamless environment with editorial to increase meaningful engagement.

Native Advertising Assets: Articles, infographics, videos, case studies, whitepapers, podcasts and ebooks are some of the assets used in native ad campaigns.
Integration: Seamless self managing campaigns using our Native Advertising Dashboards

AD SPECS

- * Maximum file size: 90KB
- * Rich Media: looping animation and Flash included
- * Flash, include .fla file (for lead tracking), .swf, and alternate .gif or .jpg
- * .gif, .jpg, .swf, or redirect tags (.gif can be animated)
- * include linking URL for ad units

Our e-newsletters offer a unique combination of industry news, original editorial, and new technology updates. Each deployment features fresh content, giving subscribers a compelling reason to open and engage with them.

Circulation: 15,000 daily average

Frequency: Daily

Focus:

Daily News Focused on Distribution, Supply Chain, Technology, New Products, and Trends

Titles:

Executive Management	32%	Sales	16%
General Management	32%	Other	2%
Sales Management	18%		

Industrial Media leads the market with the highest open rate and CTR in the industry.*

Open Rate Average 35.64% vs. Industry Average of 22.42%
13.22% Higher than industry average

CTR Average 20.82% vs. Industry Average of 8.72%
12.10% Higher than industry average

*Omeda Benchmark Study

Pricing:

Today in Industrial Distribution Daily: Monday - Friday

Industrial Distribution M&A Monthly - 5 consecutive months

A- Leaderboard	\$2,995
B- TOC	\$2,995
C- Inline	\$2,495

AD SPECS

- **Leaderboard:** 600x100 pixels and link
- **TOC Text & Image Ad:** -50 character headline, 250 character of text, 150x125 pixel image & link
- **Inline Text & Image Ad:** -50 character headline, 250 characters text, 150x125 pixel image & link
- **Maximum file size:** 1MP
- **File Type:** .jpg

The screenshot shows a newsletter layout with the following elements:

- Header:** "INDUSTRIAL DISTRIBUTION" in a large, bold, black font on a white background.
- Sub-Header:** "AUGUST 26, 2021" in a smaller font.
- Top Story:** A large image of a modern industrial facility with the "Wolfspeed" logo in the bottom right corner. Below the image is the text: "World's Largest Silicon Carbide Materials Facility Planned for U.S. The facility will primarily produce 200mm Silicon Carbide wafers."
- Section 1:** A small image of a Mercedes-Benz logo with the text: "Mercedes-Benz, Rivian Partner on Electric Van Production. The companies intend to establish a new joint venture manufacturing company." To the right of this section is a large orange rectangular area labeled "B".
- Section 2:** A small image of a robotic machine with the text: "OnRobot Previews D:PLOY for Machine Tending at IMTS. It speeds deployment of robotic machine cells." To the right of this section is another large orange rectangular area labeled "B".
- Section 3:** A small image of an explosion with the text: "3 Killed in Russian Ammunition Plant Explosion. It is one of the country's largest makers of explosives and ammunition."
- Section 4:** A small image of a drone with the text: "Drone Co. Execs to be Charged with Fraud. Reports allege one of the Israeli company's drones was laden with explosives when it landed near a military zone."
- Footer:** A large orange rectangular area at the bottom of the newsletter labeled "C".

Lead Generation

High Level MQL Lead Generation Program

Effortlessly extend your reach across Industrial Media's 7 brands while generating high-quality registration leads through our Market Qualified Lead program. We utilize your valuable content to precisely target your chosen audience, delivering guaranteed leads.

What we need from you:

Simply provide us with three or more of the following:

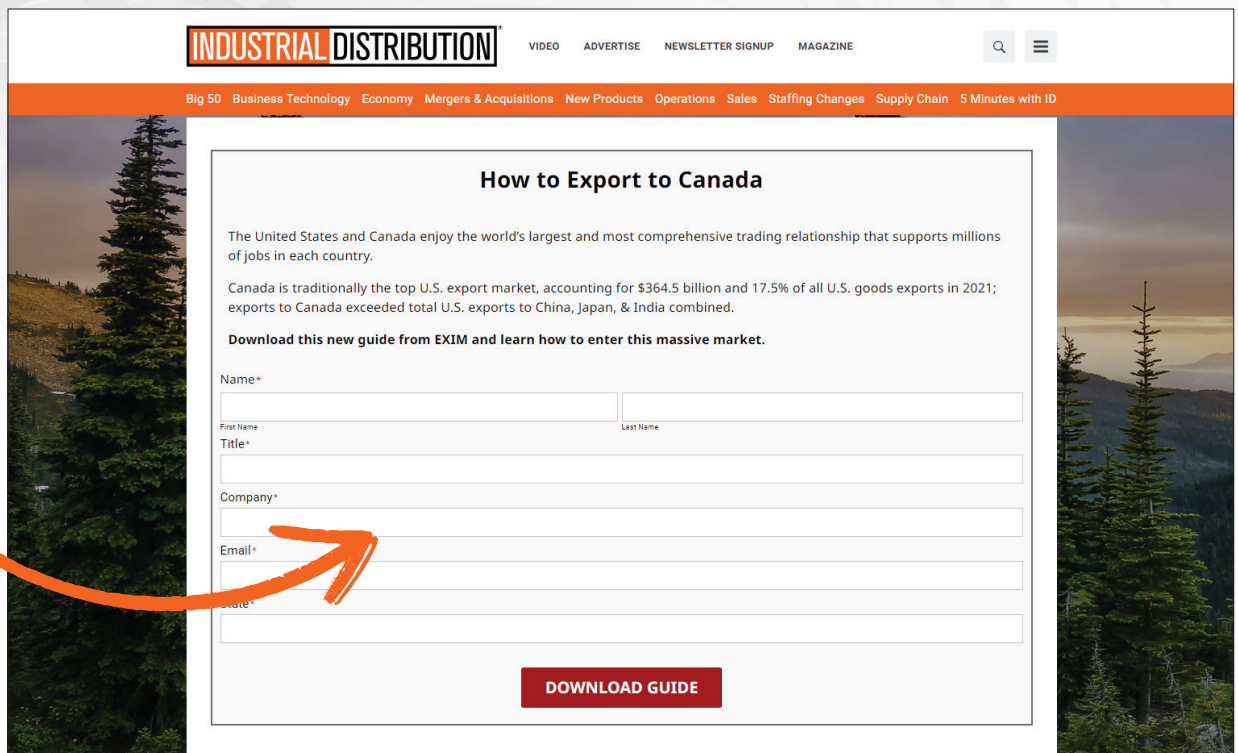
- Whitepapers
- E-books
- Videos
- Infographics
- Research studies
- Webinars

[Be sure to include a high resolution logo, and that is it.]

What happens next:

Our production team will create a custom landing page and all promotional materials. We employ various channels, such as e-newsletters, custom deployments, and social media to optimize your campaign in delivering the best return on your marketing investment.

LANDING
PAGE
EXAMPLE



The screenshot shows a landing page for 'INDUSTRIAL DISTRIBUTION'. The page title is 'How to Export to Canada'. The content includes a paragraph about the U.S. and Canada trading relationship, a statistic about Canada being the top U.S. export market, and a call to action to download a guide from EXIM. Below the text is a registration form with fields for Name (First Name and Last Name), Title, Company, Email, and State. A red 'DOWNLOAD GUIDE' button is at the bottom of the form. An orange arrow points from the 'LANDING PAGE EXAMPLE' text to the 'Email' field.

INDUSTRIAL DISTRIBUTION VIDEO ADVERTISE NEWSLETTER SIGNUP MAGAZINE

Big 50 Business Technology Economy Mergers & Acquisitions New Products Operations Sales Staffing Changes Supply Chain 5 Minutes with ID

How to Export to Canada

The United States and Canada enjoy the world's largest and most comprehensive trading relationship that supports millions of jobs in each country.

Canada is traditionally the top U.S. export market, accounting for \$364.5 billion and 17.5% of all U.S. goods exports in 2021; exports to Canada exceeded total U.S. exports to China, Japan, & India combined.

Download this new guide from EXIM and learn how to enter this massive market.

Name*
First Name Last Name
Title*
Company*
Email*
State*

DOWNLOAD GUIDE

Video Promotion and Video Creation

Video is a powerful medium for connecting with customers and prospects. B2B video marketing is highly effective, with 92% of B2B prospects consuming online videos.

Video supplied by you:

Pre-Roll Sponsorship on Manufacturing Now

- As a sponsor, your video ad gains prime placement at the start of our top editorial video, Manufacturing Now. A non-skippable, five-second button guarantees maximum message visibility and ensures 100% share of voice.
- Manufacturing Now is featured on all 8 Industrial Media websites and reaches an average of 150,000 manufacturing professionals via our 13 daily newsletters.
- Detailed metrics will be provided post-campaign for comprehensive impact tracking.

Website Pop Up Video Player:

- Introducing our innovative pop-up video player, designed to enhance user engagement. This dynamic feature appears as a separate window or pop-up, seamlessly immersing site visitors with your video content. The best part? Users can enjoy your content without being redirected or leaving the current page they are browsing.
- With guaranteed impressions and an exclusive 100% share of voice, it presents a unique and effective way to convey your message.

Video created for you by us:

Product Videos

- Standard Product Video (20-30 seconds)
- Extended Product Video (1 to 1.5 mins)
- Whiteboard Videos (up to 3 mins)
- Social Media (up to 20 seconds)
- 360 Videos (up to 2 mins)
- Sales Brochure Video (up to 1 min)
- Unboxing video (up to 3 mins)

Educational Content Videos:

- 5 Mins with Industrial Media (new short educational format)
- Video Webinar (New webinar format)
- Video White Paper Summary
- Marketing Research Videos
- Made In America/Corporate Videos:

Unit 202 Video Productions, a division of Industrial Media, LLC, specializes in providing professional video services dedicated to the U.S. manufacturing sector.



Digital Rate Card

PRODUCT	TYPE/SPECS/LEADS	LEADS	RATE	MINUTES
DAILY NEWSLETTERS				
Leaderboard	Deploys Monday-Friday 600x100 + Link		\$ 2,995	
TOC Inline Text & Image	Deploys Monday-Friday 50 Character headline including spaces, 250 Character Text, 150x125 Pixel + Link		\$ 2,995	
Inline Text & Image	Deploys Monday-Friday 50 Character headline including spaces, 250 Character Text, 150x125 Pixel + Link		\$ 2,495	
Newsletter Sponsorship	One month sponsorship, sponsors log at top of newsletters and inline ad for 4 weeks		\$ 15,995	
Campaign Optimization	Optimized campaign with guaranteed leads 240 CPC		\$ 10,000	
WEEKLY NEWSLETTERS				
Leaderboard	Deploys Monday for 5 consecutive weeks 600x100 + Link		\$ 2,995	
TOC Inline Text & Image	Deploys Monday for 5 consecutive weeks 50 Character headline including spaces, 250 Character Text, 150x125 Pixel + Link		\$ 2,995	
Inline Text & Image	Deploys Monday for 5 consecutive weeks 50 Character headline including spaces, 250 Character Text, 150x125 Pixel + Link		\$ 2,495	
MONTHLY NEWSLETTERS				
Video Showcase	Specs: Image 640x360 pixels, Headline 80 characters max, Body 250 Character, link		\$ 1,050	
EBLASTS				
eBlast Rates	See eBlast Specs Page		\$350/m	
eBlast Rates	Includes a second send to opens		\$450/m	
WEBSITE				
Leaderboard	970x90 Desktop, 728x90 Tablet, 300x50 Mobile		\$85/m	
Billboard	970x250 & 300x250 (Mobile)		\$85/m	
Boombbox	300x250		\$85/m	
Reveal Ad	BIG IMPACT POSITION		\$225/m	
Native Ads	Great for content advertising Targeted Campaigns		\$90/m	
CONTENT				
Content Syndication	100 Registration Leads (client provides minimum 3 pieces of gated content)	MQL	\$ 11,995	
Whitepaper	100 Registration Leads and includes 1500 Word Whitepaper	MQL	\$ 14,845	
eBook	100 Registration Leads and includes 2600 Word eBook	MQL	\$ 16,990	
eBook Multi-Sponsored	100 Registration Leads and includes 2600 Word eBook	MQL	\$ 8,995	
Custom Research	Custom		\$ 29,995	
Content Creation	Custom		\$1.90/Word	
VIDEOS/WEBINARS				
Video Podcast (New Webinar Format)	100 Registration Leads	MQL	\$ 16,990	45
Traditional Webinar (Slide Presentation)	100 Registration Leads	MQL	\$ 22,995	45
Video Whitepaper	100 Registration Leads	MQL	\$ 14,995	15
Market Research Video	100 Registration Leads	MQL	\$ 14,995	5
Video Podcasts Multi-Sponsored	100 Registration Leads	MQL	\$ 9,995	45
PODCASTS				
Today In Manufacturing Weekly Podcast	Monthly Sponsorship	Sponsorship	\$ 9,595	
Security Breach Podcast	Monthly Sponsorship	Sponsorship	\$ 9,595	
CUSTOM PRODUCT VIDEOS				
Social Media Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$ 3,495	30 sec
Video Ads	Includes one week in daily newsletter or 10k pre-roll		\$ 3,495	1
Sales Brochure Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$ 3,495	1
Whiteboard Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$ 4,495	3
360 Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$ 4,495	2
Unboxing Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$ 4,495	3
CORPORATE VIDEOS				
Corporate Video	Custom Pricing \$1,500 + expenses per day			
Made In America Video	Custom Pricing \$1,500 + expenses per day			
EDITORIAL PRE-ROLL VIDEOS				
Pre-Roll	Runs on daily editorial videos	Sponsorship	\$260/m	
Pop-Out Video Player	Video runs on website home page/Select Secondary Pages	Sponsorship	\$190/m	

Industrial Media is a leading B2B publisher serving the US manufacturing professional. Industrial Media manages all content creation, advertising sales, and marketing initiatives for the following brands, including magazines, videos, websites and associated digital media products. Industrial Media also offers a number of vertically-focused digital products, content marketing programs and custom publishing services focused on the industrial space.

IEN
INDUSTRIAL EQUIPMENT NEWS

IEN is the largest marketing platform serving the industrial marketplace. IEN's combined reach in print, daily newsletters, IEN.com and social media is unmatched, and serves a diverse and highly engaged audience.

UNIT 202
PRODUCTIONS

Unit 202 is a creative video production group that produces captivating and unique videos to help manufacturers and distributors share their product, capability and company stories via video.

FINISHINGWORLD

Finishing World provides product news and technical information for plating, paint & powder, coating, spraying and related operations in manufacturing facilities, along with relevant finishing industry news.

**DESIGN AND
DEVELOPMENT TODAY**

Design & Development Today (DDT) is a digital resource serving design engineering professionals in aerospace, automotive, energy, IoT, manufacturing, medical and military.

IMPO

Industrial Maintenance & Plant Operation provides engineers and maintenance techs with the latest in lean processes, automation and MRO products.

**FOOD
Manufacturing®**

Food Manufacturing is the leading source of news and product information for food and beverage processing and manufacturing professionals.

INDUSTRIAL DISTRIBUTION

Industrial Distribution has delivered the information industrial distributors need to succeed since 1911. Concurrently, the publication provides a complete portfolio of integrated marketing solutions with print and online products, digital magazine delivery, single and multi-sponsored e-newsletters, a daily e-newsletter, resource guides and sponsored webcasts that enable you to reach and sell to these key buyers in the industrial distribution market.

**M ANUFACTURING
NET**

Manufacturing.net reaches a global community with news, trends, and opinions shaping the manufacturing landscape. It's part of the daily routine for upper level management, plant engineers, procurement specialists, product developers, and more.

**Manufacturing
Business Technology**

Manufacturing Business Technology is the leading manufacturing and supply chain resource for corporate, IT and operations management seeking the latest automation, operations, and IT news and information.

INDUSTRIAL DISTRIBUTION[®]

www.inddist.com

Contacts & Sales Territories

Thomas Lynch
President/Publisher
tom@ien.com
608-628-8718

Eric Wixom
Sales Director
ericw@ien.com
920-691-6587

Territories: AL, AR, CO, FL, IL, IA, KS, LA, MN,
MS, MO, MT, NE, ND, OK, SD, TX, WI, WY

Chuck Marin
Senior Sales Director
chuck@ien.com
973-800-6191

Territories: Canada, CT, DE, GA, ME, MD, MA,
NH, NJ, NY, NC, PA, RI, SC, TN, VT, VA, WV

Mike Riege
Sales Director
mike@ien.com
608-698-3348
Territories: AK, AZ, CA, HI, ID, NV,
NM, OR, UT, WA

Will Koenen
Sales Manager
will@ien.com
608-740-0190
Territories: IN, KY, MI, OH

David Geltman
Sales Manager
gelt18@optionline.com
516-510-6514

Bob Dumas
Sales Manager
dumabob57@gmail.com
516-978-7230

Mike Peterson
Advertising Service Representative
mikep@ien.com
608-692-2304