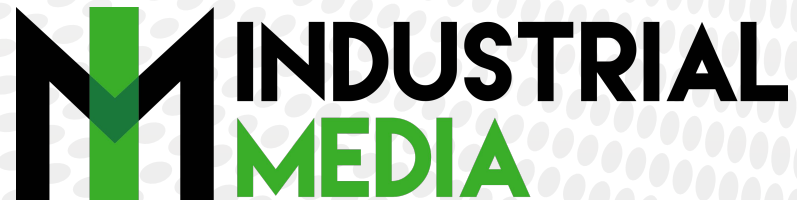

2026 MEDIA KIT

THE LARGEST ENGAGED AUDIENCE SERVING THE U.S. MANUFACTURING PROFESSIONAL



ABOUT US / REACH

LEADER IN TECHNOLOGY & PRODUCT INFORMATION FOR THE INDUSTRIAL SECTOR

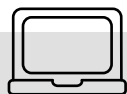
Established in 1933, Industrial Equipment News (IEN) pioneered the product news tabloid format, becoming the leader in technology and product information for the industrial sector.

With a legacy of marketing innovation that dates back to the creation of the reader service card, IEN continues to offer unique campaign opportunities that can generate leads, build brand awareness, and provide thought leadership, enabling clients to effectively measure and maximize their ROI.

Experience the power of IEN's expertise in driving measurable results for your marketing initiatives.

- ✓ Print
- ✓ Content Creation (Whitepapers, eBooks, Infographics, Video)
- ✓ Content Syndication
- ✓ Custom Newsletter
- ✓ Customer Research
- ✓ Daily Newsletter
- ✓ Lead Generation (MQL or CPC)
- ✓ Native Advertising
- ✓ Sponsorships
- ✓ Video (Whiteboard, 360, 5 Minutes With, Sales Brochure, Unboxing)
- ✓ Video Ads
- ✓ Video Podcasts (New Webinar Format)
- ✓ Website Display

REACHING OVER 1.3 MILLION MONTHLY



DESKTOP

259K



EMAIL OPENS

590K



MOBILE

120K



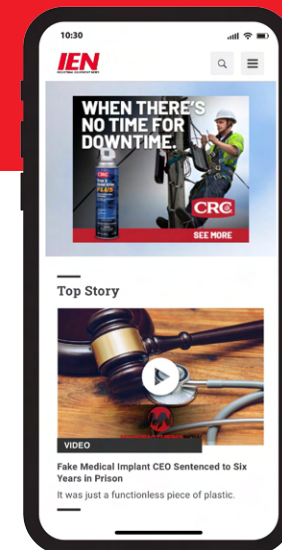
PRINT CIRCULATION

185K



VIDEO

195K



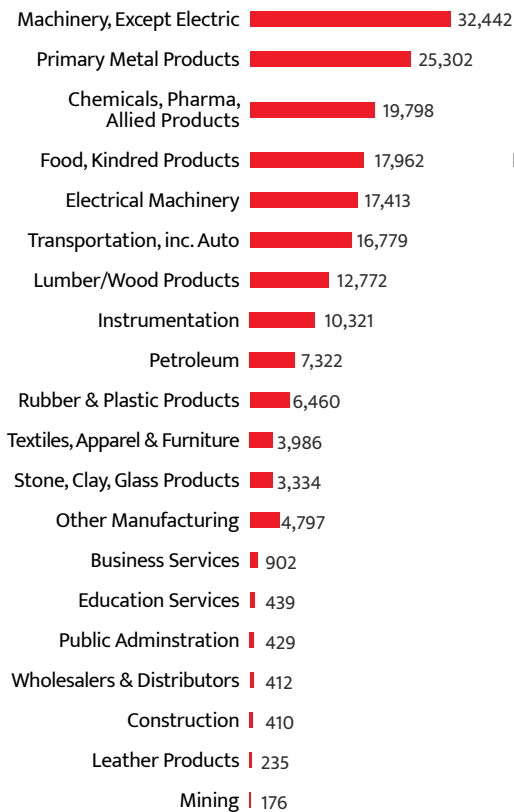
AUDIENCE

IEN PRINT & DIGITAL AUDIENCE

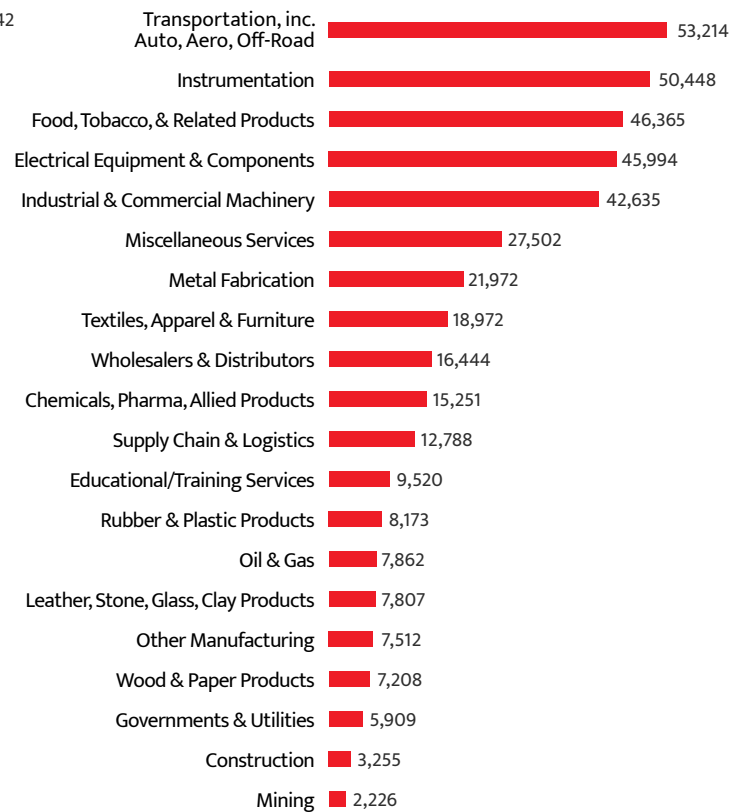
OVER 80% of IEN users have direct input on purchasing decisions. / OVER 90% use IEN print & our digital properties to make product purchasing decisions.

INDUSTRIES

IEN PRINT AUDIENCE



IEN DIGITAL AUDIENCE

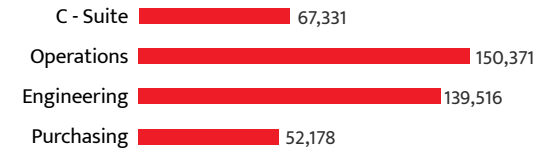


JOB FUNCTIONS

IEN PRINT AUDIENCE

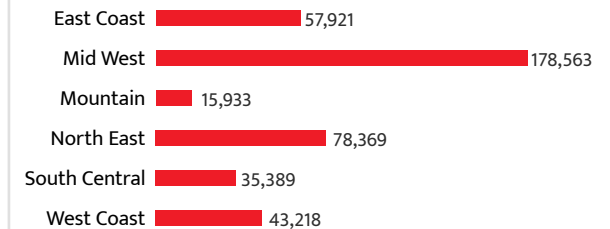


IEN DIGITAL AUDIENCE



REGIONS

REGIONAL AUDIENCE



TOP COMPANY ENGAGEMENT

Top decision makers from companies of all sizes turn to IEN to stay up to date on the latest industry trends, new products and technology. Our content is updated daily, creating a highly engaged user and offering the perfect environment for your marketing message.

- NORTHROP GRUMMANN
- FORD
- TETRA PAK
- LOCKHEAD MARTIN
- NXP (SEMICONDUCTORS)
- GENERAL DYNAMICS
- BOEING
- FASTENAL
- INTEL
- SIEMENS
- PEPSI
- AIRBUS
- AMD.COM
- HONEYWELL
- BAE SYSTEMS
- GM
- MICRON
- TEXAS INSTRUMENTS
- CATERPILLAR
- BORG WARNER
- NAVISTAR
- DOW CORNING
- SUPERIOR ESSEX
- BOSTON SCIENTIFIC
- DEMAIC
- 3M
- PANASONIC
- PRATT & WHITNEY
- MICROCHIP
- TEXTRON
- TESLA
- SIERRA NEVADA CORP.
- BIAMP
- NAYARA ENERGY

PRINT

REACH OUR COLLECTION OF QUALIFIED BUYERS & SPECIFIERS

Each issue of *IEN* offers a dynamic opportunity to reach our collection of qualified buyers and specifiers. The unique design and layout of *IEN* enables readers to fulfill their number one need when opening the pages of a business-to-business publication - seeing what's new. Each issue features more than 75 new products in providing the latest tools and solutions focused on efficiency and cost savings.

CIRCULATION: 185,000

97%

depend on *IEN* for information on new products.

73%

will go to an advertiser's website after seeing their ad in print.

38 MINUTES SPENT READING EACH ISSUE

91%

learn about new suppliers by looking at *IEN*.

33%

of readers will follow up on at least one ad in each issue; that number jumps to **75%** for every two issues.

63%

share each issue with at least one coworker.

53%

say a print magazine is one of the sources they rely on for industry/product information.



“ONE OF THE FEW PUBLICATIONS I TAKE THE TIME TO READ REGULARLY.”

“SHOWS RENEWED STRENGTH, VIABILITY OF PRODUCT TABLOID.”

“I LIKE THE DIVERSITY OF THE PUBLICATION.”

“FUN TO READ AND SEE NEW AND IMPROVED PRODUCTS.”

“IT HAS GUIDED US TO NEW SOURCES(S) OF PRODUCTS WE USE.”

Source: *IEN* Readership study

EDITORIAL

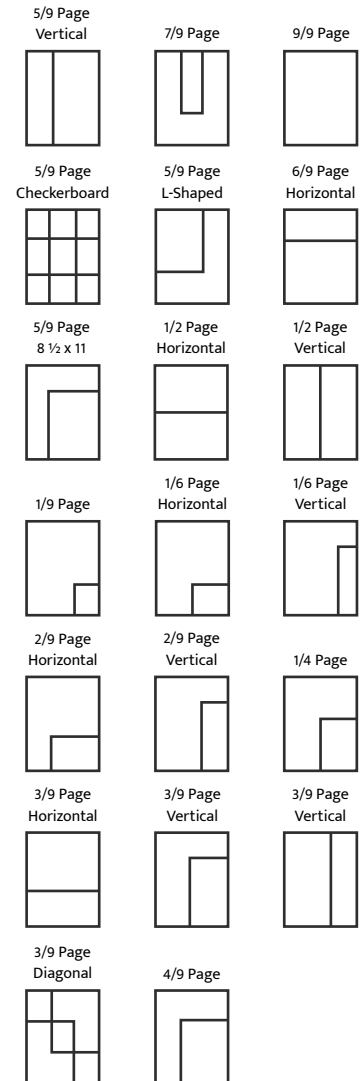
2026 EDITORIAL CALENDAR

EDITIONS	CLOSE DATES	FOCUS	MONTHLY EXTRAS	BONUS INSERT	SHOW COVERAGE	SPECIAL FOCUS
JANUARY / FEBRUARY	Ad Close: 12/20/25 Materials: 12/27/25	Material Handling, Compressors, Building & Facility, Safety	Problem Solvers, Finishing World, Automation	FOOD Manufacturing Cold Storage, Automation, Quality Control	International Production & Processing Expo, MDM West, Pack Expo, ProMat, Rapid + TCT	Automation
MARCH / APRIL	Ad Close: 02/20/26 Materials: 02/27/26	Machining, Adhesives & Sealants, Pipes, Valves & Fittings, Energy Efficiency	Problem Solvers, Finishing World, Automation	FOOD Manufacturing Consumer Trends, Traceability, Packaging	Snaxpo, B2B Online (Chicago), Automate, Food Safety Summit, East Pack	Motion Controls
MAY / JUNE	Ad Close: 04/20/26 Materials: 04/27/26	Sensing Devices, Material Handling, Fastening & Assembly, Hydraulics & Pneumatics, Cybersecurity	Problem Solvers, Finishing World, Automation	FOOD Manufacturing Recalls, Electrical Safety, Pest Control	Sensors Converge, ASSP Safety, SurFin	Material Handling
JULY / AUGUST	Ad Close: 06/20/26 Materials: 06/27/26	Safety, Electrical & Electronics, Controls, Lubricants	Problem Solvers, Finishing World, Automation	FOOD Manufacturing Material Handling & Storage, Inspection Technology, Capital Equipment	Fabtech, National Safety Council, Pack Expo	IoT or Industry 5.0
SEPTEMBER / OCTOBER	Ad Close: 08/20/26 Materials: 08/27/26	AI-Enabled Tools, Safety, Material Handling, Capital Equipment	Problem Solvers, Finishing World, Automation	FOOD Manufacturing Software, Conveyor Technology, Artificial Intelligence	IMTS, WESTEC, Assembly Show, Process Expo, Equipment Automation Technology Show	3D Printing
NOVEMBER / DECEMBER	Ad Close: 10/20/26 Materials: 10/27/26	Motors & Power Transmission, Flooring, Hydraulics & Pneumatics, Inventory Management	Problem Solvers, Finishing World, Automation	FOOD Manufacturing Software, Loading Dock, Automation	East Pack, Process Expo, WESTEC, B2B Online (Atlanta),	Safety

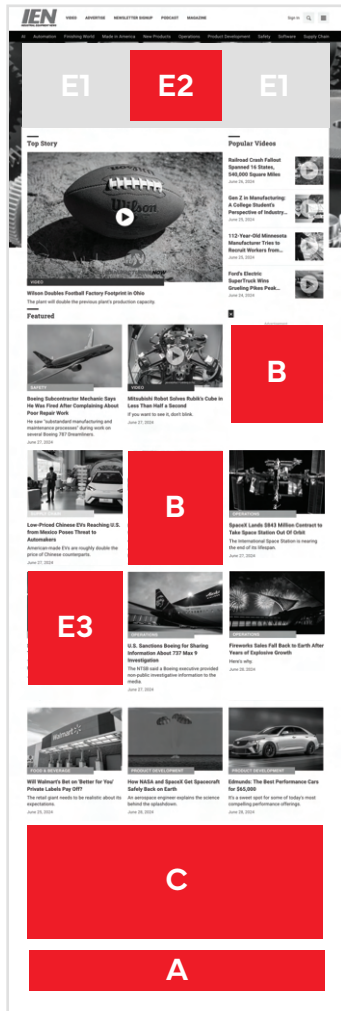
MECHANICALS

2026 PRINT RATES & SPECS

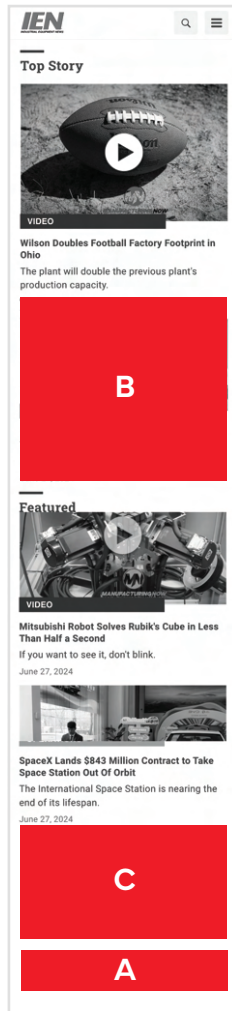
AD SIZE	RATE	TRIM SIZE	BLEED
7/9 U-Shape on Tab	\$16,115	Vertical 3.25x4.25	N/A
9/9 Full Tab	\$14,950	10.4375x13.75	10.6875x14
6/9 2/3 Tab	\$14,160	Horizontal & Vertical 10x8.75 or 6.625x13.25	N/A
5/9 L-Shape/Checkerboard	\$12,205	3.25x4.25	N/A
5/9 (Jr. Tab)	\$11,830	Vertical 8.5x11 8.75x11.25	8.75x11.25
1/2 Half Tab	\$11,400	Horizontal & Vertical 10x6.5 or 4.875x13.25	N/A
4/9 STD	\$10,630	Vertical 6.625x8.75	N/A
3/9 (1/3 Tab PG)	\$8,690	Horizontal & Vertical 10x4.25 or 4.875x8.75, 3.25x13.25 or 3.25x4.25	N/A
1/4 (STD Isl. Half PG)	\$7,380	Vertical 4.875x6.5	N/A
2/9 (STD Half PG)	\$6,950	Horizontal & Vertical 6.625x5.25 or 3.25x8.75	N/A
1/6 (STD 1/3 PG)	\$4,255	Horizontal & Vertical 4.875x4.25 or 2.1875x8.75	N/A
Cover Snipe	\$3,995	2.377x2.383	N/A
Stip Ad (For 3)	\$3,995	Horizontal 3.1028x0.6802	N/A
1/9 (STD 1/4 PG)	\$3,995	Vertical 3.25x4.25	N/A
Literature Review	\$3,180	5"x2.25"	N/A



WEBSITE ADVERTISING OPTIONS & RATES



DESKTOP



MOBILE

MONTHLY PAGE VIEWS - 208,000 | MONTHLY UNIQUE VISITORS - 71,000

A Leaderboard:

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

B Boombox:

\$85 CPM | 300x250

C Billboard:

\$85 CPM | 970x250 Desktop, 300x250 Mobile

E Reveal Ad:

\$225 CPM | Requires 3 independent creatives as outlined in E1, E2 and E3

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.

Native Ad Specs -20-75 Character headline-40-120 character body-600X400 pixel image (.jpg or .png ONLY) with no text on image. -Logo 300pixel wide max., centered on top of image for best display options - URL

Integration: Seamless self managing campaigns using our Native Advertising Dashboards.

AD SPECS:

- Maximum file size: 90KB
- Rich Media: looping animation & 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

DAILY NEWSLETTERS

2026 DAILY NEWSLETTER SPECS & RATES

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 Industry News, New Products, and Industry Trends

TITLES:

Corporate and Executive Management	35%
Operations/Plant/Facility Management	32%
Design Engineering, R&D	27%
Purchasing and Other	6%

INDUSTRIAL MEDIA LEADS THE MARKET WITH THE HIGHEST OPEN RATE AND CTOR IN THE INDUSTRY*

**Omeda Benchmark Study*

IEN's DAILY NEWSLETTERS

Unique circulation for each newsletter.

All campaigns include lead generation.

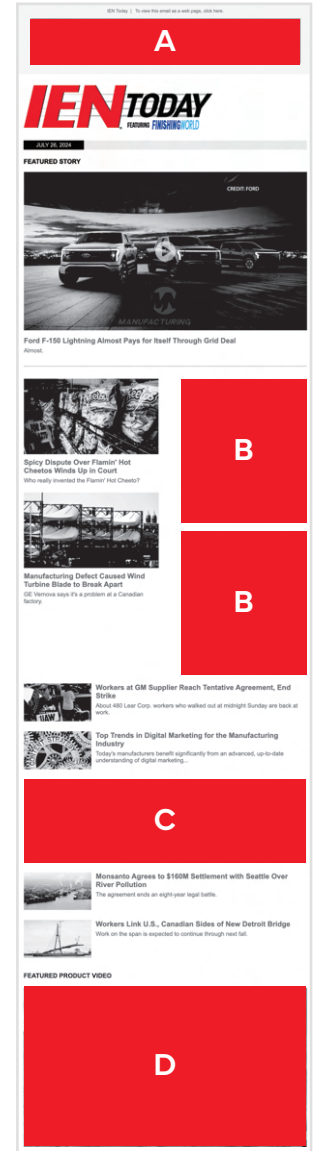
- IEN Today
- IEN Update
- Engineering News Today
- Industrial Management Today

PRICING:

IEN Today Daily: Monday - Friday

IEN Weekly Review: 5 Consecutive Weeks

A - LEADERBOARD	\$2,995
B - TOC TEXT & IMAGE	\$2,995
C - INLINE	\$2,495
D - FEATURED VIDEO POSITION	\$2,995



SMART ENGAGEMENT

Leverage our AI-powered platform to reach your ideal audience with precision. Choose from three tailored programs for impressions, engagement, or qualified lead generation.

UNIFIED SUBSCRIBER DATA:

The Smart Engagement Platform aggregates Industrial Media subscriber and reader data from multiple channels providing a 360-degree view of the customer.

IMPROVED DATA ACCURACY:

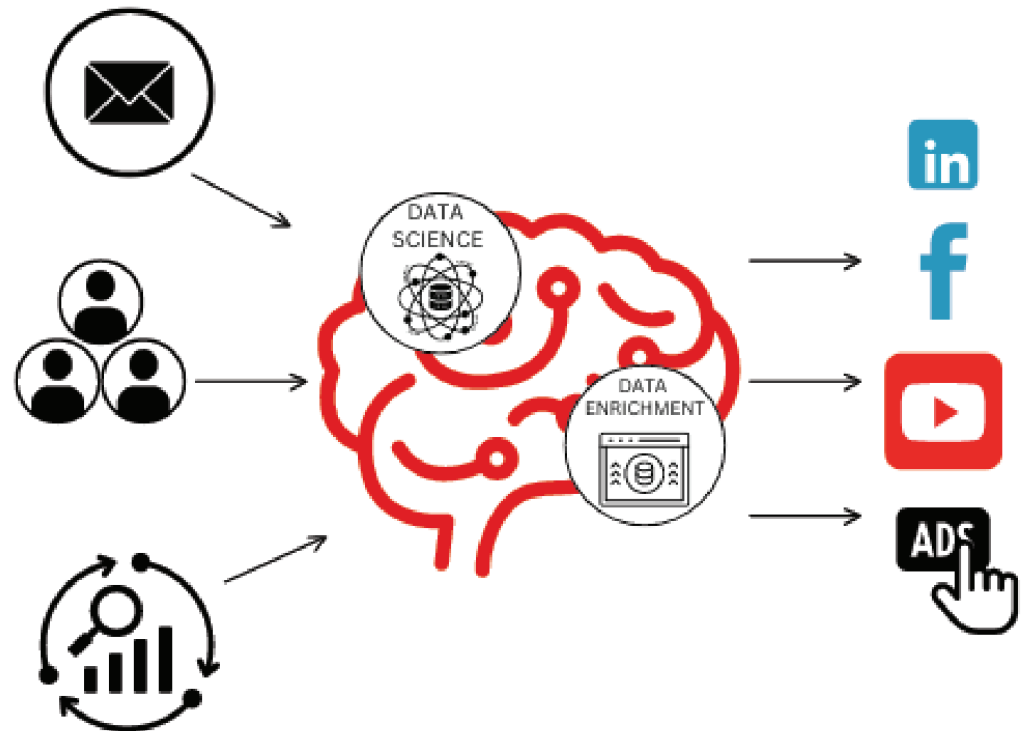
By unifying and cleaning data, The Smart Engagement Platform ensures that the customer information is accurate and up-to-date.

DATA-DRIVEN DECISIONS:

The Smart Engagement Platform provides insights and analytics that help in making informed marketing decisions and optimizing strategies.

REAL-TIME MARKETING:

The Smart Engagement Platform enables marketers to react quickly to customer behavior and deliver timely messages.



LEAD GENERATION

HIGH LEVEL MQL LEAD GENERATION PROGRAM

Effortlessly extend your reach across Industrial Media's seven brands while generating high-quality registration leads through our Marketing 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.)

IEEN
INDUSTRIAL EQUIPMENT NEWS

VIDEO ADVERTISE NEWSLETTER SIGNUP PODCAST MAGAZINE

Sign In

AI Automation Finishing World Made in America New Products Operations Product Development Safety Software Supply Chain

OSHA's 5 Most Frequently Cited Standards in Manufacturing

Each year, OSHA assembles a list of the most frequently cited standards following job site inspections.

In this on-demand webinar we will discuss how manufacturers can level up their maintenance teams to avoid common safety violations, while decreasing the risk of workplace-related injuries, illnesses, and deaths.

Watch as editorial director David Mantey and Limble's Jake Westbrook break down:

- The expanded applications for data and artificial intelligence in developing and enhancing maintenance strategies.
- Ways to improve hazard communication.
- The good and the bad of long-established SOPs, and assessing "the way we've always done it."
- How to overcome many of the hurdles associated with implementing new maintenance technology.

Name*

First Name Last Name

Company*

Email*

WATCH NOW

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

VIDEO PODCAST / WEBINAR

WEBINAR FORMAT THAT USES VIDEO TO ENGAGE YOUR TARGET AUDIENCE

A new webinar format that uses video to engage your target audience. Video Podcasts are interactive, easy to consume and offer more shelf life than a traditional webinar.

Traditional webinars are time consuming and require company resources at a time where marketers are stretched thin and don't have several hours to create powerpoint presentations. Video Podcasts require a fraction of the time while the end result is a better quality product that can be used to generate qualified leads across all marketing channels.

Video Podcasts are pre-recorded, edited and approved by sponsors before the canned video podcast is presented “live”.

SPONSORED WEBINAR TOPICS

Position your company as a thought leader and generate leads using our unique video format.

- AI in Manufacturing
- Ecommerce in Manufacturing
- Automation and AI integration
- Supply chain resilience and smart manufacturing
- Labor shortages and workforce development
- Operations: Insights into manufacturing processes, facility management, and supply chain logistics.
- Procurement: Strategies and news related to sourcing materials and managing supplier relationships.



VIDEO

VIDEO PROMOTION & 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

- 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.



VIDEO CREATED FOR YOU BY US:

PRODUCT VIDEOS

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

EDUCATIONAL CONTENT VIDEOS

- 5 minutes with Industrial Media (new short education 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.



CUSTOM EBLASTS

TARGETED HTML OR TEXT BLASTS

- Subscribers can be targeted by publication or segment our entire database by titles & industries
- All subscribers are first party data that have opted into newsletters and emails
- Generates click leads of readers who engaged with the dedicated email send.
- Great for building your database


CUSTOM EBLAST SPECS

- HTML file formatted for Email
- Subject line (255 character max including spaces)
- Teaser* (100 characters max including spaces)
- From Name (company or client affiliate name)
- Test Recipient/s
- Final Approver
- Seed List*

*Optional

FLUKE.

[Read the web version of this email](#)




Does your team spend more hours looking for leaks than fixing them?

Now you can locate leaks during normal operations, even during the noisiest times. Best of all, you can quickly reinspect the repair to verify that the leak has truly been fixed.

Introducing the Fluke ii900 Industrial Acoustic Imager

- Reduce leak detection time
- Make leak detection part of your typical maintenance routine
- Train the team in a matter of minutes



[Get a demo](#)

[Feedback](#) | [Privacy Statement](#)

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RATES

DIGITAL RATE CARD

PRODUCT	TYPE/SPECS/LEADS	LEAD GEN	RATE
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 logo at top of newsletters and online ad for four weeks		\$15,995
Campaign Optimization	Optimized campaign with guaranteed leads 240 CPC		\$10,000
WEEKLY NEWSLETTERS			
Leaderboard	Deploys Monday for five consecutive weeks 600x100 + link		\$3,695
TOC Inline Text & Image	Deploys Monday for five consecutive weeks 50 character headline including spaces, 250 character text, 150x125 pixel + link		\$3,695
Inline Text & Image	Deploys Monday for five consecutive weeks 50 character headline including spaces, 250 character text, 150x125 pixel + link		\$2,995
MONTHLY NEWSLETTERS			
Video Showcase	Specs: Image 640x360 pixels, headline 80 characters max, body 250 character, link		\$1,050
SMART ENGAGEMENT			
Pre-Targeting & Social Optimization	Influence marketing driving clicks & Ad impressions		\$3,000/month
Content Optimization	Engaged users, page/site visits	YES	\$11,995/month
Content Optimization/Leads	Convert page/site visits, Engaged users, MQL leads	YES	\$20,000/month
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
Boombox	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 three pieces of gated content)	YES	\$11,995
Whitepaper	100 Registration Leads & includes 1500 Word Whitepaper	YES	\$14,845

RATES

DIGITAL RATE CARD

PRODUCT	TYPE/SPECS/LEADS	LEAD GEN	RATE
eBook	100 Registration Leads & includes 2600 Word eBook	YES	\$16,990
eBook Multi-Sponsored	100 Registration Leads & includes 2600 Word eBook	YES	\$8,995
Custom Research	Custom		\$29,995
Content Creation	Custom		\$1.90/word
VIDEO / WEBINARS			
Video Podcast (New Webinar Format)	100 Registration Leads	YES	\$16,990
Traditional Webinar (Slide Presentation)	100 Registration Leads	YES	\$22,995
Video Whitepaper	100 Registration Leads	YES	\$14,995
5 Minutes with Videos			\$4,495
Market Research Video	100 Registration Leads	YES	\$14,995
Video Podcasts Multi-Sponsored	100 Registration Leads	YES	\$9,995
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
Video Ads	Includes one week in daily newsletter or 10k pre-roll		\$3,495
Sales Brochure Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$3,495
Whiteboard Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$4,495
360 Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$4,495
Unboxing Video Ad	Includes one week in daily newsletter or 10k pre-roll		\$4,495
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	Video Runs on daily editorial videos	Sponsorship	\$260/m
Pop-Out Video Player	Video runs on website home page / Select Secondary Pages	Sponsorship	\$190/m

Our seven brands effectively engage a diverse audience that includes manufacturers, engineers, and distributors across various industries. It boasts a substantial total of approximately 635,000 subscribers. 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 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 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.



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



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



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 has delivered the information industrial distributors need to succeed since 1911. The publication serves the highly engaged audience in both print and digital news.



OT Security Update provides industrial cybersecurity information to manufacturing decision makers



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



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



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.



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chuck@ien.com 973-800-6191

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NJ, NY, NC, PA, RI, SC, TN, VT, VA, WV

ERIC WIXOM | SENIOR SALES DIRECTOR

ericw@ien.com 920-691-6587

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

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OR, UT, WA

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