



CHEMICAL
ENGINEERING

2008 MEDIA KIT

The Best Read Publication in the Chemical Process Industries

www.che.com



Welcome to CHEMICAL ENGINEERING

FROM THE PUBLISHER

Context. Content. Community. It's the latest evolution of a brand you have come to trust and depend on over the last 106 years.

Since 1902, *Chemical Engineering* (CE) has provided professionals from the chemical process industries (CPI) with quality information on engineering and technology. CE is widely recognized as the leading publication in the industry. Our subscribers represent the powerful core of the CPI — the corporate managers, engineers, and technical decision makers — to whom you tailor your products and services.

This year, CE is broadening its digital offerings with an improved website design that will facilitate the close connection we have with our subscribers. With our relaunch, che.com is positioned to be the digital CPI leader, giving engineers a deeper, richer brand experience. The site truly brings *Chemical Engineering* to life. There is a dynamic new synergy with the time-honored magazine and a seamless cross-platform experience for the user.

[che.com](#) gives knowledge-seeking CPI professionals comprehensive cross-referenced databases from leading sources throughout the industry. We are dedicated to maintaining a balance between printed and online media for the complete global experience.

Browse our media kit and learn more about the variety of ways in which you can relay your sales message to your targeted audience to increase brand recognition and awareness. You will find that the opportunities for you to reach our audience extend far beyond the traditional printed publication. Our unique digital community includes our website, forums, surveys, podcasts, webcasts, electronic newsletters, editorial content and further integrated marketing programs.

Whether it is in print, online or at one of the key industry trade shows, *Chemical Engineering* is your best access point to reaching the CPI's key decision makers.

We look forward to working with you to meet your goals.

Sincerely,

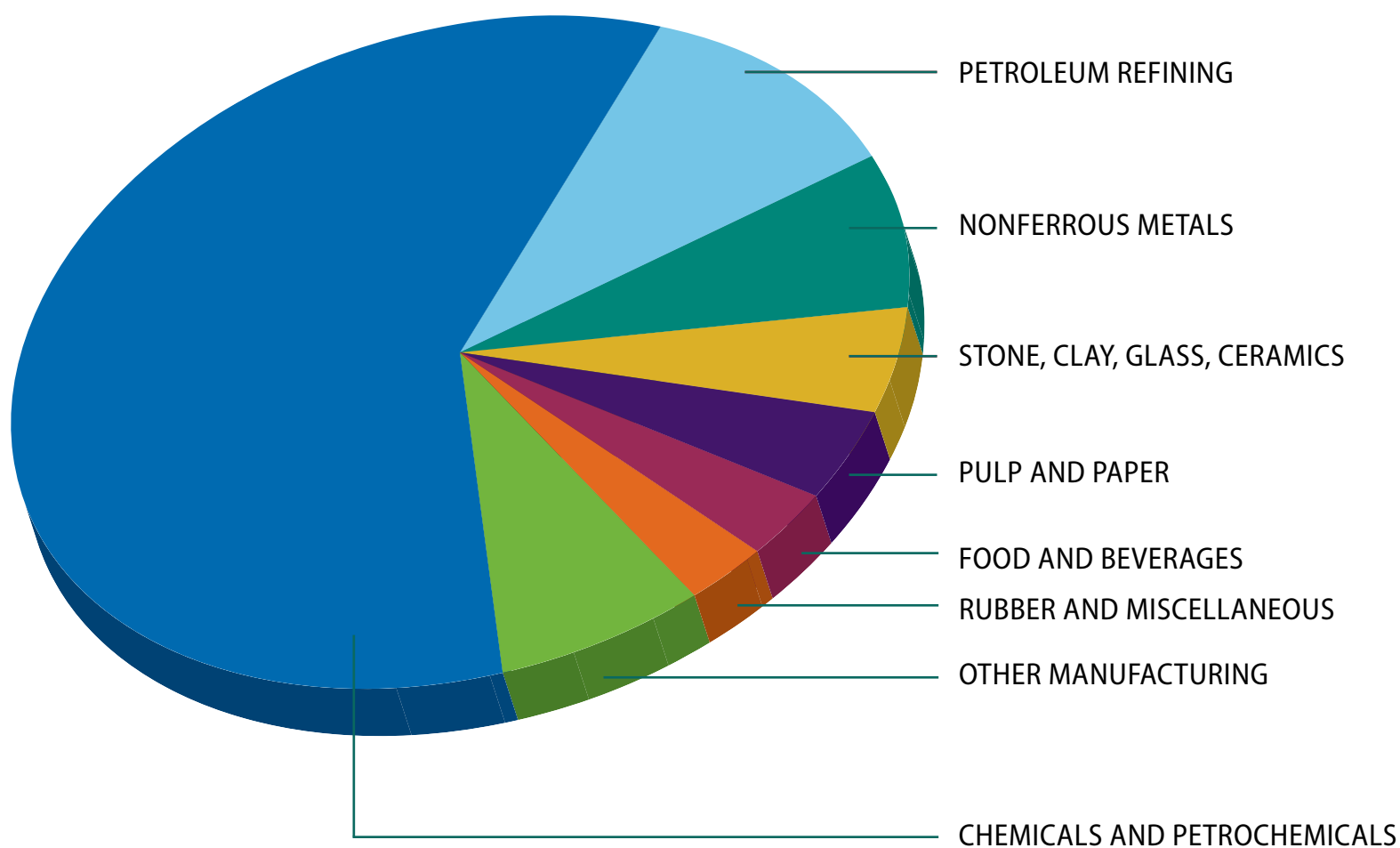


Nella M. Veldran
Vice President & Publisher

The CPI Market Defined

THE CHEMICAL PROCESS INDUSTRIES (CPI)... MORE THAN JUST THE CHEMICALS MARKET

The CPI span 7 major industry segments*



Market segments comprising the Chemicals and Petrochemicals Industries include:

- Inorganic Chemicals
- Plastics Materials and Synthetic Resins
- Pharmaceuticals
- Soaps and Detergents
- Paints and Allied Products
- Organic Chemicals
- Fertilizers and Agrichemicals
- Adhesives and Sealants

*Publisher's own data

What Ties the CPI Together?

- **Equipment**
- **Technology**
- **Materials**
- **Services**
- **Unit operations**

The Chemical Process Industries (CPI) include all industry segments that...

1

take raw materials, such as minerals, petroleum or even air

2

apply chemical, thermal, or mechanical processes to them, such as oxidation, polymerization, distillation or filtration

3

and produce end products, such as plastics, paper, paint, pharmaceuticals, soap, gasoline or fertilizers for commercial or consumer use

RAW MATERIALS

Every process plant in the CPI starts with raw materials.

AGRICULTURAL PRODUCTS



ORES



PETROLEUM



WOOD

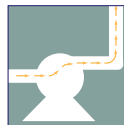
PRETREATING: UNIT OPERATIONS

The raw materials are pretreated by any of a variety of unit operations.

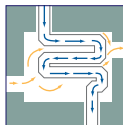
MIXING



FLUID HANDLING



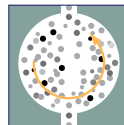
HEAT TRANSFER



SIZE REDUCTION



FILTRATION AND OTHER SEPARATION



BULK SOLIDS HANDLING



INFORMATION TECHNOLOGY (IT)

- Process simulation
- Computer-aided modeling
- Enterprise resource planning
- Computer-aided design
- Supply chain management

From raw materials to finished products, information technology is a key part of the equation. Used to streamline the process, IT improves efficiency and profitability.

PROCESS CONTROLS

- Analyzers
- Controllers
- Recorders
- Indicators
- Other process control tools

CONVERSIONS: CHEMICAL PROCESSES

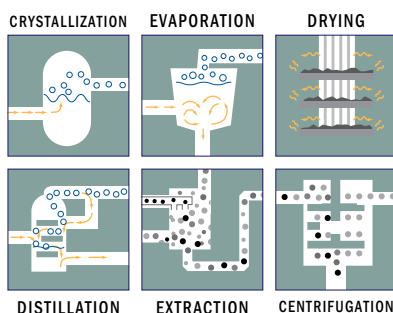
Pretreated materials are then run through a reactor – a reactor, cracker, digester, fermenter, kiln, smelter, or some other – where chemical processes take place.

CONVERTED MATERIALS

After the chemical processes take place, the materials can be a semi-finished product, or any of a number of basic “building block” chemical intermediates.

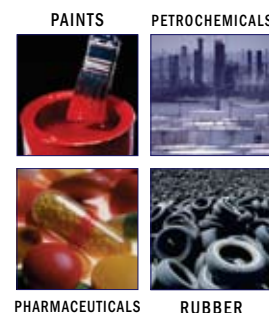
SEPARATION AND PURIFICATION: UNIT OPERATIONS

Whether a semi-finished product or intermediate, the materials need to be separated from other waste products and purified.



FINISHED PRODUCT

The Chemical Process Industries produce a myriad of finished products, from pharmaceuticals to rubber to food and beverage to petrochemicals and more.



WASTE MANAGEMENT AND TREATMENT

The CPI produce a large amount of byproducts and waste. The CPI also apply diverse equipment and techniques to manage and treat this waste.

ALL major segments of the Chemical Process Industries use the same types of equipment and services. That's what *Chemical Engineering's* award-winning editorial covers every month.

Why Choose *Chemical Engineering*?

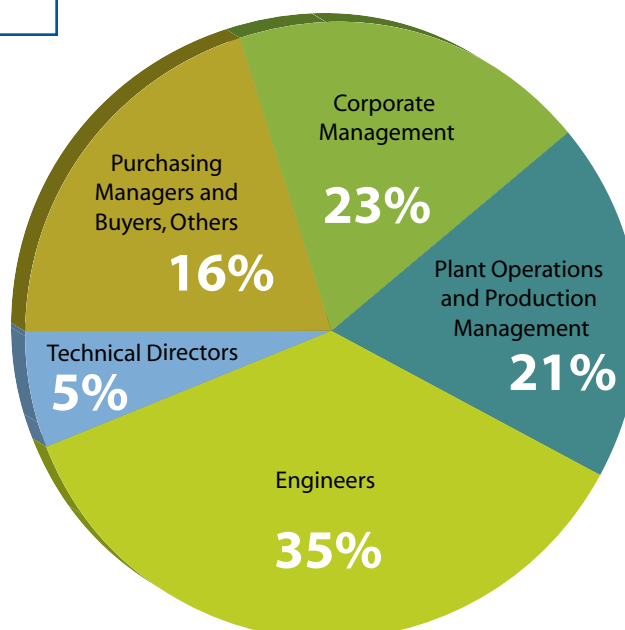
- We target buyers in all 7 major CPI segments worldwide
- Our content covers the equipment, technology, materials, services and unit operations used by all CPI process plants
- We're read by chemical engineers, the primary buyers in process plants throughout the CPI*

Total number of pages dedicated to specific topics in *Chemical Engineering* in the past 18 years*

TOPIC	PAGE COUNT
Liquid, Gas, Air Handling	12,199
Instrumentation & Control	7,477
Engineering Materials	6,902
Plant Maintenance & Safety	7,023
Process Chemicals	6,580
Process Equipment	6,320
Information Technology	5,342
Design, Engineering & Construction	5,012
Solids Processing	4,597
Environmental Products & Services	2,588
Electrical Power	1,989



Chemical Engineering
subscribers in Manufacturing and
Services by Major Job Category



Audited by



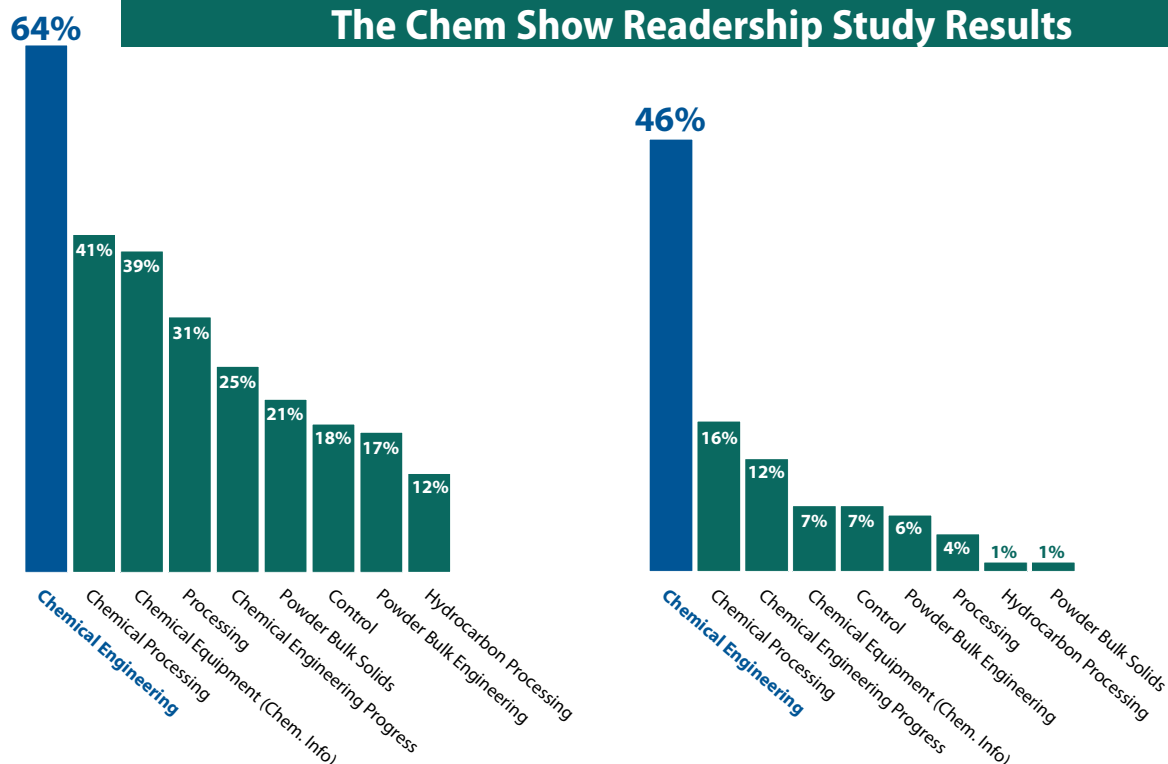
June 2007
Circulation: 65,090

*Publisher's own data

Proven Leader

GUARANTEEING YOUR SALES MESSAGE REACHES YOUR PROSPECTS

Continually the outstanding choice among The Chem Show attendees.



The Chemical Engineer

Throughout the Chemical Process Industries, it is the chemical engineer who buys and specifies the equipment, materials and services used by processing plants.

Chemical Engineering subscribers are chemical engineers with many different job titles in manufacturing and service locations worldwide.*

A Selection of Job Titles*

CORPORATE MANAGEMENT

President
Vice President
Engineering Vice President
Engineering Manager
Manufacturing Vice President
Manufacturing Manager
General Manager

ENGINEERING

Chief Engineer
Design Engineer
Process Engineer
Process Control Engineer
Project Engineer
Instrument Engineer
Chemical Engineer
Mechanical Engineer
Electrical Engineer
Group Leader
Environmental Engineer

PLANT OPERATIONS, INCLUDING MAINTENANCE

Works Manager
Plant Manager
Plant Engineer
Production Engineer
Maintenance Engineer
Corrosion Control Engineer
Production Superintendent
Pilot Plant Engineer
Cost Estimator
Group Leader

RESEARCH & DEVELOPMENT

Director of Research & Development
Technical Director
Plant Chemist

*Publisher's own data



The Only Global Audience

Chemical Engineering has the largest number of paid subscribers of any global CPI magazine. Engineers pay for the magazine's high-quality articles, information they cannot get anywhere else.

Chemical Engineering not only puts your sales message in front of the largest audience, it puts your message in front of engineers and decision-makers at the largest CPI companies in the world.*

SOME OF THE TOP CPI AND RELATED COMPANIES WITH CHEMICAL ENGINEERING SUBSCRIBERS*

3M	Celanese	Honeywell	Rohe
Abbott Laboratories	CH2M Hill	Huntsmann International	Rohm & Haas
Accenture	Chevron Phillips Chemical	IBM	Rust Oleum
Advanced Elastomer Systems	Church & Dwight	Ingersoll-Rand	SC Johnson
Ampac Fine Chemicals	Ciba Specialty Chemicals	International Paper	Sara Lee
Ag Processing	Citgo	Jacobs Engineering Group	Schenker International
Agilent Technologies	Clariant	Johnson & Johnson	Schering-Plough
Air Liquide	Clorox	Aker Kvaerner	Schick Technologies
Air Products and Chemicals	Coca-Cola	KBR	Seagram Co Ltd
Akzo Nobel Chemicals	Cognis	Kimberly Clark	Shell Oil
Albemarle	Colgate Palmolive	Koch Industries	Sherwin-Williams
Arltero-Culver	Conoco Phillips	Kodak	Siemens AG
Alcoa	Compton	Kraft Foods	Smrfit-Stone Container
Anheuser-Busch	Cytec Industries	Lockheed Martin	Solvay
Arabian Petrochem Intl.	Degussa	Mars Inc.	Sony Electronics
Archer Daniel Midland	Dow Chemical	Mead Westvaco	Stora Enso
Ashland Chemicals	Dow Corning	Merck & Co	Sud Chemie
AT&T	DSM	Miller Brewing	Sunoco
Arkema	Dupont	Mitsubishi Chemical	Texaco
Babcock and Wilcox	Eastman Chemical	Monsanto	Unilever
Baker Petrolite	Eli Lilly & Co	Motorola	Union Carbide
Basell	Estee Lauder	Nabisco Brands	Upm-kymmene
BASF	Exxon Mobil	NASA	US Army Corps of Engineers
Bayer	Firestone/Bridgestone	Nestle	US Department of Energy
BF Goodrich	Fluor	Nova Chemicals	US Environmental Protection Agency
Black & Veatch	Foster Wheeler	Noveon	WR Grace
Boc Gases	Fujifilm	Owens Corning	Weyerhaeuser
Boehringer Ingelheim	Ge Plastics	Pepsico	Whirlpool
Hexion Specialty Chemicals	Genentech	Pfizer	Wyeth
BP Amoco	General Electric	Philip Morris	Xerox
Bristol Meyers Squibb	Georgia-Pacific	Polaroid	
Brown Forman	Goodrich	Potlatch	
Bambrex	Goodyear	Praxair	
Cannon USA	Henkel	Procter & Gamble	
Cargill	Hershey Foods	Reichhold	
Caterpillar	Hoffman Laroche	Rhodia	

* Publisher's own data

Editorial Expertise

WRITTEN FOR ENGINEERS BY ENGINEERS

Chemical Engineering has captured the most loyal audience in the CPI by providing the most in-depth editorial content on process technology. No other publication covers the CPI as effectively.

- OVER 105 YEARS OF EDITORIAL EXPERTISE
- EDITORIAL OFFICES LOCATED AROUND THE WORLD TO ENSURE GLOBAL NEWS COVERAGE
- WINNER OF 8 JESSE H. NEAL AWARDS FOR EDITORIAL EXCELLENCE

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Wide CPI experience in Europe and India, authored
90 papers and co-authored two books on chemical
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2008 Editorial Calendar



MONTH	FEATURE REPORTS	EQUIPMENT NEWS ROUNDUPS	EQUIPMENT FOCUSES	FACTS AT YOUR FINGERTIPS	SOLIDS PROCESSING
JANUARY ◆ Closes 12/4	Computerized Maintenance Management Systems Air Pollution Control	Catalysis	Mixers	Centrifuging	Centrifuging
FEBRUARY Closes 1/7	Steam Chemistry Pumping Hazardous Liquids	Asset Management	Flowmeters	Pressure Relief	Coatings For Bins & Silos (SP)
MARCH Closes 2/11	Planning For REACH Distillation	Engineering & Construction	Bulk Solids Storage, Handling & Packaging	Membranes	Bulk Solids Storage, Handling & Packaging
APRIL ◆ Closes 3/10	Preventing Water Hammer Feeding & Conveying	Bioprocessing/ Fermentation Equipment	Analyzers	Tower Packing	Feeding & Conveying
MAY Closes 4/10	Plant & System Security Temperature Measurement	Trends in Petroleum Refining	Pumps	Acid Handling	Blending & Segregation (SP)
JUNE Closes 5/6	Compressed Air Systems Materials of Construction	EH&S Tools	Seals & Gaskets	Humidity Control	Weigh Batching (SP)
JULY ◆ Closes 6/3	Level Measurement Blending Solids & Liquids	Engineering Materials & Process Aids	Gas Detection	Vacuum Processing	Blending Solids & Liquids
AUGUST Closes 7/2	Energy Efficiency Handling of Special Materials	Heat-transfer Fluids	Filtration	Valves	Preventing Caking & Agglomeration (SP)
CHEMICAL ENGINEERING BUYERS' GUIDE 2009 - SPACE CLOSES AUGUST 1					
SEPTEMBER Closes 8/1	Water Supply & Reuse Process Control Startup	Weighing, Proportioning & Feeding	Pipes & Fittings	Crystallization	Weighing, Proportioning & Feeding
OCTOBER ◆ Closes 8/29	Valves Drying	Combustion (Burners & Incinerators)	Maintenance Tools	Heat Transfer	Spray Drying
NOVEMBER Closes 9/30	Process Simulation & Modeling Reaction Safety	Compressors, Fans & Blowers	Temperature & Pressure Measurement	Alternative Fuels	Particle Sizing & Classification (SP)
DECEMBER Closes 10/28	Rotating Equipment Heat Transfer Fluids	Dust Control	Level Measurement	Fluid Flow	Dust Control Agglomeration & Briquetting (SP)

◆ *Readex Research Study* • (SP) Solids Processing Department Article • (EM) Environmental Manager Department Article

ENVIRONMENTAL, HEALTH & SAFETY	INSTRUMENTATION & PROCESS CONTROL	SHOW PREVIEWS	SPECIAL SECTIONS & REPORTS	INDUSTRIAL EVENTS
Air Pollution Control	Computerized Maintenance Management Systems	Daratech Show Issue	Italian	DaratechPLANT 2008, January 28–30, Houston, TX InformexUSA 2008, January 29– February 1, New Orleans, LA
Pumping Hazardous Liquids Preventing Leaks In Cooling Water (EM)	Flowmeters			ARC Advisory Group's 12th Annual Forum, February 4–7, Orlando, FL Interphex Puerto Rico 2008, February 14–15, San Juan PR
Planning For REACH	Distillation Instrumentation	Interphex Preview Pump Show Preview	Europe Literature Review	PITTCON, March 3–6, New Orleans, LA Interphex 2008, March 26–28, 2008 Philadelphia, PA NPRA, March 30–April 1, San Antonio, TX
Plant Safety (EM)	Analyzers	Powder & Bulk Solids Preview	China Report	AIChE Spring National Meeting, April 6–10, New Orleans, LA Interkama, April 21–25, Hannover, Germany International Pump Users Symposium, April 21–24, Houston, TX
Plant & System Security	Temperature Measurement		Refining & Petrochemicals	Int'l Powder & Bulk Solids Conference/Exhibition SE, May 5–8, Chicago, IL Industrial Energy Technology Conference, May 6–9, New Orleans, LA
EH&S Tools	Compressed Air Systems		Sealing Literature Review	CPhI China 2008, June 24–26, Shanghai, China
Personal Protective Equipment (EM)	Gas Detection Level Measurement		Fluid Handling Report	
Energy Efficiency	Plant & System Security Valves			
Water Supply & Reuse	Process Control Startup	ISA Preview WEFTEC Preview Powtech Preview (Int'l)	Instrumentation & Control Special Report Literature Review	Powtech 2008, September 30 – October 2, Nuremberg, Germany
Water Treatment (EM)	Valves		CE 09 Calendar	ISA Expo 2008, October 14–16, Houston, TX WEFTEC, October 18–22, Chicago, IL
Reaction Safety	Process Simulation & Modeling		China Report	AIChE Annual Meeting, November 16–21, Philadelphia, PA
Dust Control	Level Measurement	Daratech Pre Show Issue	Literature Review	Power Gen, December 2-4, Orlando, FL

CUSTOMIZE YOUR MARKETING PROGRAM

Special Sections – The Optimal Advertising Environment

Chemical Engineering's Special Advertising Sections offer subscribers comprehensive information about specific subject areas: a product group (e.g. Sealing Section), a country or region's latest technology (e.g. Europe Special Section) or new products shown at a particular tradeshow (e.g. Chem Show Special Section).

ADVERTISERS IN THESE SECTIONS BENEFIT FROM A WIDE RANGE OF SPECIAL INCENTIVES:

- TARGETED CIRCULATION
- FREE PRODUCT WRITE-UP (SPECIAL SECTIONS ONLY)
- ONLINE EXPOSURE WITH ADVERTISER HOT-LINKS
- URL DIRECTORY BOX
- BONUS DISTRIBUTION AT RELEVANT TRADESHOWS THROUGHOUT THE YEAR

Special Advertising Sections showcase your company's significant role in a particular field to *Chemical Engineering's* receptive audience and offer advertisers the perfect environment to display their message.



2008 Special Sections and Show Previews

January	Italian Special Section	Closes 12/4
	Daratech Show Issue*	
March	Interphex Preview*	Closes 2/11
	Pump Show Preview*	
	Europe Special Section	
April	Powder & Bulk Solids Preview*	Closes 3/10
	China Special Report	
May	Gulf Coast	Closes 4/14
June	Sealing Special Section	Closes 5/12
July	Fluid Handling Report	Closes 6/9
September	ISA Preview*	Closes 8/11
	WEFTEC Preview*	
	Powtech Preview (Int'l)*	
	Instrumentation & Control Special Report	
October	CE 2009 Calendar	Closes 9/8
November	China Special Report	
December	Daratech Pre Show Issue*	Closes 11/1

* Editorial Sections

CUSTOMIZE YOUR MARKETING PROGRAM

The Chemical Engineering Buyers' Guide

The Chemical Engineering Buyers' Guide is the ONE buy that works for you TWELVE months a year.

Put your sales message in the Buyers' Guide that is used by more buyers than any other CPI reference.*

The Chemical Engineering Buyers' Guide comes polybagged and is distributed worldwide to engineers in every CPI sector. Don't lose the sale. Have your message seen by buyers and specifiers 1 MILLION TIMES* in print and online.

Ranked as the "most useful" buying resource dedicated to the Chemical Process Industries according to the Chem Show Buying Universe Survey done by the Wayman Group, the Buyers' Guide has earned the confidence of buyers.



WHEN YOU ADVERTISE IN THE CEBG, YOU REACH POTENTIAL BUYERS:

- ALL YEAR-ROUND
- THROUGHOUT THE BUYING PROCESS
- IN PRINT AND ONLINE

DISPLAY ADVERTISERS RECEIVE ADDITIONAL ONLINE BONUSES, INCLUDING:

- PRIORITY LISTING IN ONLINE SEARCHES
- SECTION SPONSORSHIPS
- HOTLINKS TO YOUR WEBSITE
- FREE WEB ADS
- YOUR LOGO ON THE COVER (full page advertisers only)

Visit our buyers guide online at www.che.com

The preferred resource when making buying decisions

* Publisher's own data



CUSTOMIZE YOUR MARKETING PROGRAM

www.che.com

THE DEFINITIVE ONLINE RESOURCE FOR THE CPI – VIRTUAL, TIMELESS AND INTERACTIVE WITH OVER 20,000* ABSOLUTE UNIQUE VISITORS PER MONTH

Used by engineers and technical decision-makers, che.com offers you a wider range of opportunities to put your advertising message in front of this valuable audience and drive traffic to your own site.

ONLINE ADS

Put your image front and center for all your buyers to see. Choose an ad and decide how long you want it to run or how many times you want it to be seen.

BANNER AD SIZES:

LEADERBOARD	728 X 90
STANDARD	468 X 60
MEDIUM RECTANGLE	300 X 250
VERTICAL	120 X 600
SQUARE	120 X 120
BUTTON	120 X 60



WEBCASTS

Chemical Engineering's webcasts are an engaging, measurable and cost effective way to reach the CPI. By combining the immediacy of the web with the impact of streaming audio, video and live Q&A, CE webcasts provide a dynamic marketing solution that accelerates the lead generation process and produces actionable results.

Sponsor a topic and CE invites thousands of qualified viewers to your customized webcast.

MONTHLY and WEEKLY eNEWSLETTERS

Chemical Engineering's eNewsletters are sent to a database of chemical process industry professionals, providing the latest authoritative engineering articles, product information, tradeshow information and news from around the world. Get attention with a banner ad or a white paper with a text link to your company product.

VERTICAL eNEWSLETTERS

It's all about you! Be the sole sponsor of a vertical eNewsletter on the specific topic of your choice to target particular buyers. Fill it with your ads, your company and product description and your contact information. Chemical Engineering provides the editorial content and the audience, and emails it when you want.

ONLINE SURVEY SPONSORSHIPS

Here is your chance to ask our visitors about their business, their buying intentions, pertinent industry questions, and more. Tailor a survey to ask as many or as few questions as you would like with a "Talk to Us" mini survey or a full length, more in depth questionnaire. This realtime platform lets you communicate directly with your buyers, gathering important information to help drive your business.

Mix and match our online offerings to get the most out of your eMarketing dollars.
Ask your district sales manager about our custom advertising packages.

*Google Analytics

CUSTOMIZE YOUR MARKETING PROGRAM

More Opportunities

FACTS AT YOUR FINGERTIPS

The *Chemical Engineering* Reference Card Series. This exciting advertising opportunity offers companies the unique chance to sponsor the highly sought after Facts At Your Fingertips Reference Card. Produced on heavy stock paper with a perforation, the cards are filled with useful formulas, factors, equations and other data vital to a chemical engineer's daily work. As a sponsor, you have a "banner-type" ad on the bottom of the front page and your full page ad on the flip side.

PRODUCT SHOWCASE

Test the waters and create awareness for your new products, advertise with a 1/6 page ad in *Chemical Engineering's* Product Showcase section each month.

RATES START AT \$850 NET

RUN A SIX-TIME SCHEDULE FOR \$750 NET EACH

Bonus: For additional leads, *Chemical Engineering* offers an online version at che.com where all advertiser websites are hotlinked at no extra cost.

LITERATURE REVIEW

Promote your product literature four times a year. Featured in March, June, September and December, this four-page "pullout" reaches *Chemical Engineering's* worldwide audience.

RATES START AT \$995 NET

Bonus: For extra Exposure, *Chemical Engineering* offers an online version at che.com for free.

REPRINTS/E-PRINTS

Has your company or product been featured in *Chemical Engineering*? Article reprints get you the most mileage possible out of this highly credible exposure. Reprints are a great addition to any press kit and can be enhanced with images, logos or contact information. If you've been covered in *Chemical Engineering*, don't miss out on this unique and compelling marketing tool.

COVER WRAPS

A creative and targeted marketing initiative, cover wraps enable a business to stand out from the competition at leading industry events. Wrapping your message around *Chemical Engineering* adds trust and validity to your products while greatly increasing brand awareness. Be the star of the show with a cover wrap.

CE'S BUILD YOUR ENGINEERING LIBRARY BOOK SERIES

SPONSOR ENGINEERING BOOKS FOR YOUR CUSTOMERS

Written for engineers by engineers, each book contains practical, authoritative engineering articles from the pages of *Chemical Engineering*. There are 12 titles available in 3 different formats: perfect-bound book, spiral-bound book, or CD ROM. Sponsorships are available. Go online to che.com to preview entire Table of Contents for each book and to place your order.



2008 Rates & Mecha

CHEMICAL ENGINEERING RATES

FULL RUN								
Black & White	1x	4x	7x	13x	18x	24x	36x	48x
1 page	\$10,050	\$9,630	\$9,155	\$8,530	\$8,335	\$8,035	\$7,770	\$7,075
2/3 page	\$7,520	\$7,255	\$6,905	\$6,440	\$6,290	\$6,045	\$5,875	\$5,355
1/2 page island	\$6,840	\$6,470	\$6,135	\$5,755	\$5,605	\$5,365	\$5,225	\$4,740
1/2 page	\$5,850	\$5,660	\$5,335	\$4,980	\$4,830	\$4,685	\$4,505	\$4,130
1/3 page	\$4,150	\$3,970	\$3,820	\$3,540	\$3,415	\$3,280	\$3,170	\$3,085
1/4 page	\$3,035	\$3,020	\$2,910	\$2,740	\$2,670	\$2,580	\$2,470	\$2,385
1/6 page	\$2,570	\$2,470	\$2,385	\$2,330	\$2,225	\$2,125	\$2,070	\$1,965

COLOR	Standard 2nd Color	Matched 2nd Color	Three Colors	Four Colors	Five Colors
Fractional	\$410	\$600	\$915	\$1,200	\$1,500
Page	\$820	\$1,200	\$1,830	\$2,400	\$3,060
Spread	\$1,580	\$2,300	\$3,430	\$4,350	\$5,600

Cover Rates: 2nd, 3rd and 4th flat rates: \$13,630, includes four-color process printing and bleed (minimum six-time usage). Gatefold covers are available. Call your district manager for a quote.

U.S. & CANADA								
Black & White	1x	4x	7x	13x	18x	24x	36x	48x
1 page	\$9,060	\$8,680	\$8,245	\$7,675	\$7,515	\$7,240	\$6,985	\$6,540
2/3 page	\$6,765	\$6,530	\$6,230	\$5,790	\$5,665	\$5,440	\$5,275	\$4,815
1/2 page island	\$6,145	\$5,835	\$5,520	\$5,185	\$5,040	\$4,825	\$4,705	\$4,265
1/2 page	\$5,100	\$5,035	\$4,795	\$4,485	\$4,335	\$4,220	\$4,055	\$3,710
1/3 page	\$3,740	\$3,570	\$3,430	\$3,170	\$3,065	\$2,940	\$2,865	\$2,790
1/4 page	\$2,850	\$2,745	\$2,600	\$2,455	\$2,400	\$2,350	\$2,223	\$2,145
1/6 page	\$2,350	\$2,235	\$2,145	\$2,090	\$2,005	\$1,920	\$1,865	\$1,775

COLOR	Standard 2nd Color	Matched 2nd Color	Three Colors	Four Colors	Five Colors
Fractional	\$375	\$545	\$825	\$1,080	\$1,375
Page	\$730	\$1,090	\$1,650	\$2,160	\$2,750
Spread	\$1,420	\$2,070	\$3,090	\$3,920	\$5,050

INTERNATIONAL EDITION — OUTSIDE THE U.S. & CANADA

Black & White	1x	4x	7x	13x	24x
1 page	\$4,635	\$4,425	\$4,285	\$3,940	\$3,705
2/3 page	\$3,705	\$3,560	\$3,450	\$3,145	\$2,970
1/2 page	\$2,780	\$2,670	\$2,570	\$2,370	\$2,275
1/3 page	\$2,090	\$2,025	\$1,980	\$1,795	\$1,675
1/4 page	\$1,875	\$1,795	\$1,710	\$1,645	\$1,560

COLOR	Standard 2nd Color	Matched 2nd Color	Four Colors
Fractional	\$375	\$545	\$1,080
Page	\$730	\$1,090	\$2,160



CHEMICAL ENGINEERING BUYERS' GUIDE RATES

FULL RUN								
Black & White	1x	4x	7x	13x	18x	24x	36x	48x
1 page	\$9250	\$8,860	\$8,410	\$7,850	\$7,680	\$7,405	\$7,160	\$6,500
2/3 page	\$6,920	\$6,675	\$6,345	\$5,905	\$5,775	\$5,560	\$5,390	\$4,920
1/2 page island	\$6275	\$5,940	\$5,645	\$5,295	\$5,155	\$4,930	\$4,805	\$4,355
1/2 page	\$5,390	\$5,215	\$4,895	\$4,575	\$4,450	\$4,300	\$4,145	\$3,800
1/3 page	\$3,830	\$3,655	\$3,495	\$3,255	\$3,135	\$3,010	\$2,920	\$2,850
1/6 page	\$2,380	\$2,275	\$2,205	\$2,145	\$2,045	\$1,955	\$1,900	\$1,825

COLOR	Standard 2nd Color	Matched 2nd Color	Three Colors	Four Colors	Five Colors
Fractional	\$410	\$600	\$915	\$1,200	\$1,500
Page	\$820	\$1,200	\$1,830	\$2,400	\$3,060
Spread	\$1,580	\$2,300	\$3,430	\$4,350	\$5,600

Cover Rates: 2nd, 3rd and 4th flat rates: \$12,380, includes four-color process printing and bleed (minimum six-time usage). Gatefold covers are available. Call your district manager for a quote.

Product and Services Directory Logos	(Rates per logo)
1 logo	\$410
2 logos	\$390
3 logos	\$375
4 logos	\$360
5 – 9 logos	\$330
10 or more logos	\$310

The size of all logos is 2" x 1" and are in black and white only.

Mini-ads	(Rates per mini-ad)
1 mini-ad	\$410
2 mini-ads	\$390
3 mini-ads	\$375
4 mini-ads	\$360
5 – 9 mini-ads	\$330
10 or more mini-ads	\$310

The size of all mini-ads is 2" x 2" and are in black and white only.

ADVERTISER SUPPLIED INSERT RATES

Preprinted inserts receive the special furnished insert advertising rates shown in the table below. Minimum is 2 pages, printed back-to-back. Inserts must be completely printed, backups are not available. Joint rating is allowed on inserts – i.e., if there are inserts for more than one division of a parent company, the combined insert pages of all will determine the rate. ROP space does not apply (these are flat rates and are not affected by frequency discounts). VERY IMPORTANT: Sample or dummy of inserts and paper stock must be received and approved by Business Department no later than closing date. Before printing, check with Production Manager for page numbers.

Insert Space Rates for Chemical Engineering and Chemical Engineering Buyers' Guide

Pages	Cost/Page	Total	Pages	Cost/Page	Total	Pages	Cost/Page	Total
2	\$4,440	\$8,880	12	\$2,270	\$27,220	32	\$1,515	\$48,495
4	\$3,580	\$14,310	16	\$1,960	\$31,340	36	\$1,415	\$50,845
6	\$3,045	\$18,225	20	\$1,900	\$37,940	40	\$1,300	\$51,960
8	\$2,715	\$21,690	24	\$1,735	\$41,570	44	\$1,240	\$54,435
10	\$2,500	\$24,955	28	\$1,570	\$43,880	48	\$1,185	\$56,910

Print costs for inserts printed by *Chemical Engineering* for the *Buyers' Guide* (In addition to insert space rates; contact your district sales manager to have inserts printed by *Chemical Engineering*)

		Buyers' Guide Quality		Overruns per M	
Pages	Color	60# Paper	80# Paper	60# Paper	80# Paper
2	B&W	—	\$3,240	—	\$75
2	2 Color	—	\$3,870	—	\$80
2	4 Color	—	\$4,590	—	\$85
4	B&W	\$3,930	\$4,310	\$75	\$90
4	2 Color	\$4,540	\$4,890	\$80	\$95
4	4 Color	\$5,300	\$5,745	\$85	\$100

nical Specifications

CLASSIFIED ADVERTISING RATES

RECRUITMENT/EMPLOYMENT OPPORTUNITIES (agency commissionable)

Cost per column inch:	1x	\$300	4x	\$280	7x	\$275	12x	\$245
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NEW & USED MACHINERY & EQUIPMENT, PROFESSIONAL SERVICES, COMPUTER SOFTWARE (rates are not agency commissionable)

Cost per column inch:	1"-11"	\$145	12"-23"	\$135	24"+	\$125
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This section includes Reader Service numbers for all ads over four inches. Standard Color, All Classified — \$250.

PRODUCT SHOWCASE ADVERTISING RATES

1/6 page	\$895 net B&W. \$265 per color. For a 6x run: 2nd standard color available at no charge.
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LITERATURE REVIEW ADVERTISING RATES

1x	\$1,415
4x Intro	\$995 Each
Front Cover Premium	\$295

No charge for standard 2nd color or 4-color process. Rates are agency commissionable.

CHE.COM RATES

Ad specs: width x height in pixels. Banners can also be sold by number of impressions. Pricing may be higher for home page banners. Call your district sales manager for more information. File types: .gif and animated .gif, .jpg, and .swf (Flash files)

Button Ad (120 x 60)	\$950/month
Full Banner (468 x 60)	\$1,600/month
Square Banner (120 x 120)	\$805/month
Vertical Banners (120 x 600)	\$1,875/month
Leader Board (728 x 90)	\$2,675/month
Medium Rectangle (300 x 250) (E-newsletters only)	\$3,200/month
1/2 Banner (234 x 60) (E-newsletters only)	\$965/month
Talk To Us Sponsorship	\$2,140 (14 days or 250 respondents)
Survey/Research	\$3,745+
Webcasts	Prices Vary
Vertical E-newsletters	\$8,500

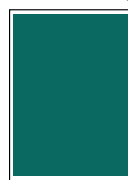
Preferred Supplier Page	12 months	\$2,200
Hotlinks In Buyers' Guide	1 month	\$125
Hotlinks In Buyers' Guide	12 months	\$1,100

REPRINTS & EPRINTS

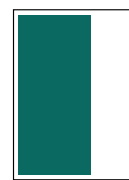
Please contact client services at 800-777-5006/301-354-2101 or clientservices@accessintel.com

VARIOUS NON-BLEED* AD SIZES

* For bleed sizes, please refer to the chart below.



FULL PAGE
7" x 10" (42p x 60p)



2/3 PAGE
4-9/16" x 10" (27p4.5 x 60p)



1/2 PAGE VERTICAL
3-3/8" x 10" (20p3 x 60p)



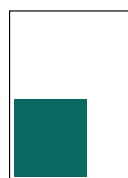
1/2 PAGE ISLAND
4-5/8" x 7-3/8" (27p9 x 44p3)



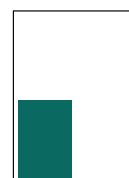
1/2 PAGE HORIZONTAL
7" x 4-7/8" (42p x 29p3)



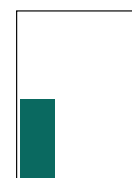
1/3 PAGE VERTICAL
2-3/16" x 10" (13p1.5 x 60p)



1/3 PAGE SQUARE
4-9/16" x 4-7/8" (27p4.5 x 29p3)



1/4 PAGE
3-3/8" x 4-7/8" (20p3 x 29p3)



1/6 PAGE VERTICAL
2-3/16" x 4-7/8" (13p1.5 x 29p3)

MECHANICAL REQUIREMENTS FOR CHEMICAL ENGINEERING AND CHEMICAL ENGINEERING BUYERS' GUIDE

Width x Depth	Inches	Millimeters	Picas
2 page spread (bleed)	16"-1/4 x 11"	412.8 mm x 279.4 mm	97p6 x 66p
2 page spread (non-bleed)	15" x 10"	381.0 mm x 254.0 mm	90p x 60p
1 page (bleed)	8-1/8" x 11"	206.4 mm x 279.4 mm	48p9 x 66p
1 page (non-bleed)	7" x 10"	177.8 mm x 254.0 mm	42p x 60p
2/3 page (bleed)	5-1/4" x 11"	133.4 mm x 279.4 mm	31p6 x 66p
2/3 page (non-bleed)	4-9/16" x 10"	115.9 mm x 254 mm	27p4.5 x 60p
1/2 page vertical (bleed)**	4" x 11"	102.0 mm x 279.4 mm	24p x 66p
1/2 page vertical (non-bleed)**	3-3/8" x 10"	86.0 mm x 254.0 mm	20p3 x 60p
1/2 page island (non-bleed)	4-5/8" x 7-3/8"	117.5 mm x 187.3 mm	27p9 x 44p3
1/2 page horizontal (bleed)	8-1/8" x 5-5/8"	206.4 mm x 143.0 mm	48p9 x 33p9
1/2 page horizontal (non-bleed)	7" x 4-7/8"	177.8 mm x 123.8 mm	42p x 29p3
1/3 page vertical (bleed)	2-7/8" x 11"	73.0 mm x 279.4 mm	17p3 x 66p
1/3 page vertical (non-bleed)	2-3/16" x 10"	55.6 mm x 254 mm	13p1.5 x 60p
1/3 page square (bleed)	5-1/4" x 5-5/8"	133.4 mm x 143.0 mm	31p6 x 33p9
1/3 page square (non-bleed)	4-9/16" x 4-7/8"	115.9 mm x 123.8 mm	27p4.5 x 29p3
1/4 page (non-bleed)**	3-3/8" x 4-7/8"	86.0 mm x 123.0 mm	20p3 x 29p3
1/6 page vertical (non-bleed)	2-3/16" x 4-7/8"	55.6 mm x 123.8 mm	13p1.5 x 29p3
Publication Trim Size	7-7/8" x 10-3/4"	200 mm x 273.1 mm	47p3 x 64p6

**Note: 1/2 page vertical and 1/4 page are NOT available in the *Buyers' Guide*.

Keep vital matter 1/2" (13mm) from gutter edge and 3/8" (10mm) from top, bottom, and outside trim edge. 1/8" (3mm) roughed out of gutter bleed. 1/8" (3mm) trimmed off all three outer edges.

MECHANICAL REQUIREMENTS FOR FURNISHED INSERTS:

8 1/8" (206mm) X 11" (279mm). Publication trims to 7 7/8" (200mm) X 10 3/4" (273mm). Spread- 16 1/4" (413mm) X 11" (279mm). Keep vital matter 1/2" (13mm) from gutter edge and 3/8" (10mm) from top, bottom, and outside trim edges. Maximum stock weight of 70# coated is requested. Up to 80# accepted with advance clearance. 60# maximum weight for uncoated stock is requested. Up to 60# accepted with advance clearance. Maximums are 25" (635mm) X 38" (965mm) basis.

CLOSING DATES AND CANCELLATIONS:

Closing Dates are the second Monday of the preceding month of the issue for space reservations, reproduction material, and all instructions. (See Editorial Calendar for exact dates.) No cancellations accepted after closing dates.



Ad Delivery Instructions / General Terms & Conditions

AD DELIVERY INSTRUCTIONS

Our Digital Ad Transfer Program

How can you reduce turnaround time, improve print quality, and reduce your production expenses? Point your browser to www.che.com/adease and find out!

Advertising Specs

Publication Trim Size: 7-7/8" wide x 10-3/4" high (200 x 273 mm)

Paper Stock: 70 lb gloss-coated offset cover, 32 lb coated offset body

Method of Printing: CTP Web on Offset

Type of Binding: Perfect-bound

Material Specifications: To qualify for standard agency commissions, digital ads and color proof must be provided.

Storage of Advertising Materials: All materials will be stored for 12 months and then destroyed unless otherwise instructed in writing.

Digital Files and FTP site for ads: For more details, please visit: www.che.com/adease.

File Prep

- Set up documents to be final ad size (same width and depth as mechanical size).
- Files for Full Page Ads should be set up for BLEED SIZE (8-1/8" wide x 11" deep).
- Do not compress linked graphics when preparing TIFF or PDF.
- All files must be converted to CMYK – not RGB. 2-color ads must be CMYK builds.

- Trapping must be completed prior to creating final TIFF or PDF. Trap at .20 pt. And overprint black.

Accepted Digital Formats

- Press-/Print-Optimized PDF (all font embedded/all graphics hi-res and linked properly), high-resolution (300 dpi minimum)
- TIFF or EPS formats, 133-line or 300-dpi resolution
- Adobe Photoshop and Illustrator files with all fonts
- Media – CD-ROM, Zip (100MB)

Note: We can not accept native application files, such as Quark XPress or InDesign. Film ads will incur a conversion charge.

If you have FTP software, you may forward your ad files to our FTP site at:

Host: woodstock.chemweek.com

User ID: ads • Password: ads • Directory: ftp/CE

Note: Files must be stuffed as a self-extracting archive before you forward your ad to our FTP site. Please e-mail confirmation to bgraham@che.com.

Scanned images should be provided for placement, half-tone images should be 266 dpi or higher at 100% or reproduction size. Line art should be scanned at 300 dpi at 100%.

Matched Color

When PMS or other matched colors are specified, these will be built from process colors. If a matched color requires that we run a PMS color, see your representative for five-color ad rates.

Color Proofs

Your digital submissions must be accompanied by an accurate SWOP color proof. This proof is used by our printer to match your ad on press. If you send an inaccurate proof, the reproduction of your ad may not match and Access Intelligence, LLC will not accept responsibility.

Production Charges

Ads that do not meet the specs list above or requests for changes to digital ads are subject to production charges. Contact the magazine production manager for details on production charges.

Address space orders, instructions, correspondence and proofs to:

Chemical Engineering, Production Department,
110 William Street, 11th Floor, New York, NY 10038

Furnished Inserts

On shipments of furnished inserts from outside the U.S., ship prepaid via air freight to: RR Donnelley, Attn: Misty Lemke, 100 Banta Road, Long Prairie, MN 56347 • Tel: 320-732-7914 (Please include magazine name and issue date if possible.)

At the time of shipment, e-mail bgraham@che.com the following information: flight number and time of arrival.

For More Information

Publisher, Nella Veldran: 212-621-4637, nveldran@che.com
Production Manager, Bill Graham: 212-621-4682, bgraham@che.com

GENERAL TERMS AND CONDITIONS

In general

- This agreement sets out the terms and conditions whereby Access Intelligence, LLC ("Publisher") will publish advertisements ("ads") inserted in or attached to Chemical Engineering as requested by the undersigned Advertiser.
- Advertiser has designated the undersigned Agency to act on its behalf.
- Unless Advertiser gives Publisher written direction limiting the authority of Agency, any communication that Publisher may receive from Agency will be deemed to be given on behalf of, and binding on, Advertiser, and any communication given by Publisher to Agency will be deemed to have been given to, and will be binding on, Advertiser.
- Publisher will not be bound by, and will disregard, terms and conditions appearing on insertion orders or copy instructions which conflict with provisions of this rate card.

Orders/Deadlines/Ad Copy

- No ad will be published unless a signed insertion order is received by Publisher no later than the closing deadline specified by Publisher.
- Ad cancellations will not be considered authorized by Advertiser unless written confirmation thereof is received by Publisher prior to the closing deadline.
- Unless copy changes are specified by Advertiser in writing prior to the closing deadline, Advertiser's most recent ad will be inserted.
- Advertiser is responsible for checking ad copy for corrections and providing prompt written notice of errors or changes within Publisher's deadlines. Publisher is not responsible for correcting an error in an ad unless Advertiser has notified Publisher in writing prior to the closing deadline that an error has been made.
- If all necessary ad materials are not received at the offices of Publisher prior to the closing deadline, Publisher can not guarantee insertion of such materials.
- If Advertiser fails to provide an ad to Publisher prior to the closing deadline of an issue in which it ordered space, Publisher will charge Advertiser at the regular rate for the space it has reserved, with the invoice being due and payable when rendered.
- Publisher will not accept cancellation of space by Advertiser unless received prior to the closing deadline. No ad may be canceled after the applicable closing deadline.
- Insertion orders for covers (front/back/inside front/inside back) may not be cancelled by Advertiser.
- All ads are subject to approval by Publisher. In its sole and absolute discretion, Publisher may refuse any ad submitted and may cancel any order for any ad.
- Although efforts will be made to comply with positioning requests, final positioning of ads is at the sole discretion of the Publisher. In no event will adjustments, reruns or refunds be made because of the position of an ad.
- To ensure distribution of all ad copy to a worldwide readership, Publisher reserves the right to make copy changes as it deems appropriate to comply with applicable customs and postal regulations. While reasonable efforts will be made to discuss these changes with Advertiser in advance, in some cases (especially when copy arrives after the closing deadline) such advance discussions may be not be feasible.
- All ad materials will be destroyed one year after last publication by Publisher unless return instructions are received by Publisher in writing within that period.
- Publisher retains the right to display Advertiser's ad on the Publisher's web site(s), unless otherwise notified by Advertiser in writing.

Liability Limitations

- Publisher will not be responsible for any claims made in ads. Advertiser and Agency agree, jointly and severally, to indemnify and hold Publisher harmless from any loss, liability, damage, claim or expense, including reasonable attorney's fees and all other costs of litigation or settlement, arising out of or attributable to the publication of Advertiser's ads. Publisher's right of indemnification extends,

without limitation, to any claims for libel, slander, invasion of privacy, unfair trade practices, copyright infringement or trademark infringement.

- Publisher will not be responsible for any loss or damage (including, without limitation, consequential damages) of any kind arising out of, or attributable to, errors or omissions in ads except for Publisher's failure to correct errors clearly and unambiguously marked by Advertiser and received by Publisher before the closing deadline.
- Liability of Publisher for the omission of any portion of any ad from any publication will be limited to a partial reduction in the amount charged by Publisher for such ad based on Publisher's rate card.
- In no event will Publisher's liability for any ad exceed the amount charged by Publisher for such ad.

Frequency Discounts/Special Units

- Frequency discounts apply if used within any 12-month period; otherwise the actual earned frequency discount will apply. Charges will be adjusted accordingly at the end of the contract period.
- A 1/4 page ad is the minimum size required to maintain frequency discount.
- Special units such as gatefolds are available. Pricing information is available upon request.

Furnished Insert Specifications

- Contact the Advertising Sales Representative for pricing.
- Conversion of film or correcting digital files is not included in Publisher's advertising price and will be billed separately to Advertiser at prevailing rates.
- Contact the Production Manager for mechanical quantity and shipping instructions. Do not use ROB sizes for furnished inserts.
- A facsimile of each insert indicating proposed copy areas and trim edges must be submitted to the Production Manager for approval.
- A sample of each insert must be submitted to the Production Manager for approval.
- Acceptance of inserts is also subject to postal service regulations. Any binding charges are non-commissionable.

Payment Terms

- Payment by Advertiser is due in full 30 days from invoice date.
- If not paid within 30 days, a late charge equal to the greater of \$5.00 or 1.5% of the unpaid invoice will be automatically added to the invoice amount per month.
- Failure to pay as agreed may result in the placement of the account with a collection agency or attorney. If so, to the extent permitted by law, Publisher may charge and collect from Advertiser and Agency, jointly and severally, any collection costs and expenses, including court costs and reasonable attorney's fees, in addition to all invoiced amounts, late charges and interest.
- Any invoice submitted to Advertiser will be deemed conclusive as to its correctness unless Advertiser provides a written, detailed objection to Publisher within 30 days of invoice date.
- If Advertiser in good faith disputes any invoice, Advertiser must promptly pay all amounts not subject to dispute.
- ADVERTISER AND AGENCY WILL BE JOINTLY AND SEVERALLY LIABLE for paying all amounts owed to Publisher pursuant to this agreement.

Agency Commissions

Publisher will apply a 15% commission discount to recognized agencies on space, color, premiums, and inserts, provided acceptable digitally formatted ad is supplied and only if Publisher is paid in full within 30 days of invoice date. Production charges are non-commissionable.

Advertising Production

The Advertiser or their Agency will be billed at an amount not less than 15% of earned gross rate for advertising materials produced by the Publisher. Production charges are non-commissionable.

Contact Information

UNITED STATES

NELLA VELDRAN, VP & PUBLISHER
110 William St., 11th Floor
New York, NY 10038-3901
Tel: 212.621.4637 | Fax: 212.621.4690
nveldran@che.com

JASON BULLOCK, DISTRICT SALES MANAGER
8325 Broadway, Ste. 202/PMB 261
Pearland, TX 77581
Tel: 281.485.4077 | Fax: 281.485.1285
jbullock@che.com
Arkansas, Arizona, California, Colorado, Georgia,
Kansas, Louisiana, Missouri, Nevada, Oklahoma,
Texas

MIKE O'ROURKE, DISTRICT SALES MANAGER
5 Lynbrook Lane
Doylestown, Pa 18901
Tel: 215.340.1366 | Fax: 609.482.4146
morourke@che.com
Alabama, Canada, Connecticut, Delaware,
Florida, Long Island NY, Maine, Maryland,
Massachusetts, New Jersey, New Hampshire,
North Carolina, South Carolina, Pennsylvania
(minus Western PA), Upstate New York (minus
Western NY), Rhode Island, Vermont, Virginia,
West Virginia, Washington DC

GEORGE GORTZ, DISTRICT SALES MANAGER
2612 Edgerton Road
University Heights, OH 44118
Tel: 216.932.2700 | Fax: 216.932.5810
ggortz@che.com
Indiana, Illinois, Iowa, Kentucky, Michigan,
Minnesota, Ohio, Western New York, Western
Pennsylvania, Wisconsin

HELENE HICKS, INSIDE SALES MANAGER
110 William St., 11th Floor
New York, NY 10038-3901
Tel: 212.621.4958 | Fax: 212.621.4976
hhicks@che.com
Product Showcase, Literature Reviews, Classified
Display Advertising
Alaska, Hawaii, Idaho, Montana, Nebraska, New
Mexico, North Dakota, South Dakota, Oregon,
Utah, Wyoming, Mississippi

REPRINT SALES

Access Intelligence Services
4 Choke Cherry Road, 2nd Floor
Rockville, MD 20850
Tel: 800.777.5006 | 301.354.2101
clientservices@accessintel.com

INTERNATIONAL

DIPALI DHAR
66-01 Burns Street #3E
Forest Hills, NY 11374
Tel: 718.263.1162 | Fax: 917.591.8919
ddhar@che.com
India

KATSUHIRO ISHII
Ace Media Services, Inc.
12-6, 4-chome, Nishiiko
Adachi-ku, Tokyo 121-0824, Japan
Tel: +81.35.691.3335 | Fax: +81.35.691.3336
amskatsu@dream.com
Japan

FERRUCCIO SILVERA
Silvera Publicita
Viale Monza 24
Milano 20127, Italy
Tel: +39.02.284.6716 | Fax: 34.92.326.9107
ferruccio@silvera.it
France, Greece, Israel, Italy, Middle East, Spain,
Portugal

RUDY TENG
Hinton Information Services
6F-3 #103 Ruei Hu St. Neihu
Taipei 114, Tiawan
Tel: 866.2.2799.3110 x330 | Fax: 886.2.2799.5560
rudy.teng@hintoninfo.com
Asia-Pacific, Hong Kong, Peoples Republic of
China

PETRA TRAUTES
European Sales Manger
Zeilweg 4460439 Frankfurt, Germany
Tel: +49.69.25472.073 | Fax: +49.69.57002.484
ptrאותes@che.com

WILHELM SICKING
European Sales
Sicking Industrial Marketing
Emmastrasse 44
45130 Essen, Germany
Phone: +49- (0201) 77 98 61
Fax: +49- (0201) 78 17 41
Email: wsicking@che.com
Austria, Benelux, Eastern Europe, Germany,
Scandinavia, Switzerland, United Kingdom,
Czech Republic



110 William Street, 11th Floor
New York, NY 10038
212.621.4900

www.che.com

A Publication of

