

Manufactura / Integral solutions for the manufacturing professional

Manufactura is the most prestigious B2B magazine in Mexico. It is the most utilized source of information by industry executives seeking the most update information.

Industry trends, product and service information are key components of each issue. Featuring the best team of journalist and the most credible features, Manufactura has become one of the most respected B2B publications in the entire region.



→ **FREQUENCY**

Monthly

→ **CIRCULATION**

Print run: 30,000

Pass along: 4.6

Audience: 138,000

Distribution: Nationwide

Controlled circulation: 25,000

Source: IVM

Web site: www.cnnexpansion.com/manufactura

→ **MAIN EDITORIAL SECTIONS**

Noticias de la Industria: Sector General Overview.

Artículos de Portada: The best operational practices and theories.

Análisis y Tendencias: The country's economic and production route.

Tecnología de Planta: Innovations in production processes.

→ **READER PROFILE**

Professionals with purchasing decision power of the country's main industrial business units and manufacturing companies that generate 80% of the industrial sector GDP.

<p>Company size: Small: 17% Medium: 37% Large: 46%</p>	<p>Business Position: General Management 22% Plant / Operations Management 14% Production / Maintenance / Quality Control 33% Engineering 18% Purchasing 13%</p>	<p>SES: ABC+: 95% C: 5%</p>
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Source: BPA

→ EDITORIAL CALENDAR 2012

COVER	CLOSING DATE	TOPICS / PRODUCTS	TOPICS / THEMATIC SAS
December - January	November 15	Centennial companies Mega-trends	
February	January 13	Green manufacture Green certification Clusters: Metal-mechanics	
March	February 10	Innovation and manufacture in México Pharmaceutical Clusters: Automotive	Great innovations
April	March 16	Automatization Cameras on the line Clusters: Aeronautics	
May	April 13	Maintenance Agro bio-technology Clusters: Metal-mechanics	5 Basics for maintenance
June	May 11	Best suppliers Plastic recycling Clusters: Automotive	
July	June 15	Machinery Processed food Clusters: Mines	
July World Class	Junio 29	Agro industry and manufacture 50 strategies to improve your job Postgraduates	Postgraduate
August	July 13	Industrial design Bottling Clusters: Metal-mechanics	Software
September	August 10	Manufacturing industry's challenges and perspectives Regional competitiveness Clusters: Automotive	
October	September 14	Manufacturer of the year Paper / Clusters: Aeronautics	Packaging
November	October 12	Mexico's 100 most important manufacturing companies Industry's wages Clusters: Metal-mechanics	
December - January	November 16	Special Mega-trends	

→ **RATES 2012 (USD*)**

	1-3 X	4-6 X	7-9 X	10-14 X	15+ X
1 page	6.200	5.900	5.600	5.300	5.000
Spread	11.210	10.600	10.100	9.500	9.000
1/2 horizontal page	4.490	4.300	4.000	3.800	3.600
1/2 vertical page	4.490	4.300	4.000	3.800	3.600
2nd & 3rd cover	6.840	6.500	6.200	5.800	5.500
4th cover	8.080	7.700	7.300	6.900	6.500
1 vertical or squared column	1.950	1.900	1.800	1.700	1.600
2 columns	3.660	3.500	3.300	3.100	2.900
1/4 page	2.950	2.800	2.700	2.500	2.400
1/2 column	-	840	800	800	700

*Open rates in US dollars are for reference only and are determined based on a corporate exchange rate which may appear higher than the current rate. Please consult your sales representative for the most accurate rate information based on your investment volume.

→ MEASUREMENTS

Size	Gatefold Cover	Spread	1 Page 2nd and 3rd Cover 4th Cover	½ Horizontal Page	½ Vertical Page	¼ Page
Trim	16.54 x 10.83 in	16.54 x 10.83 in	8.27 x 10.83 in	8.27 x 5.39 in	4.13 x 10.83 in	
Box	15.35 x 9.84 in	16.14 x 10.43 in	7.87 x 10.43 in	7.87 x 5.0 in	3.74 x 10.43 in	3.46 x 4.80 in
Bleed	16.93 x 11.22 in	19.93 x 11.22 in	8.66 x 11.22 in	8.66 x 5.59 in	4.33 x 11.22 in	

To avoid cutting elements or texts in the ad during magazine trimming process use safety margin measurements (5 mm on each side). For ads of confronting pages with text stretching out to the magazine centerfold (gutter stick), maintain a central safety margin of 5 mm on each side (5mm = 0.19 in).

→ BASIC STATEMENTS

- A. Payment conditions: For new and foreign advertisers, ad contracting must be followed by advanced payment. Normal payment conditions: 30-day term payment with approved credit by editorial house in Mexico City.
- B. Lack of payment on two or more invoices will cause momentary ad contracting suspension, until total settlement of debt.
- C. Cancellations are not accepted after closing dates.
- D. Any change on advertising rates will be informed 30 days before closing date of the issue in which they will go into effect.
- E. Frequency discounts: ads must be inserted during a one-year period in order to reap the benefits of frequency rates. Those advertisers canceling or modifying contracted ads and not covering minimum amount of agreed insertions, will get the corresponding adjustments at the time of change. Likewise, advertisers reaching a higher discount scale per volume than that hired initially will receive credit on balance.
- F. There will be no liability on mistakes due to ID or key numbers.
- G. The editorial house may accept all advertisers' ads as long as the advertiser and/or its advertising agency approve them. Therefore, the advertiser and/or its advertising agency will indemnify and exempt the editorial house on any claim, as well as complaints or violation charges, copyrights, plagiarism, ownership rights or any other charge based on content or concept of such ad.
- H. The editorial house has the right to refuse any ad. An ad simulating a magazine EDITORIAL FORMAT will be titled as "ADVERTISEMENT". The word "ADVERTISEMENT" will be centered on the upper side of the page in Helvetica font, size 12 or 14.

→ COSTS AND PERCENTAGES

Rates are unitary and do not include VAT.

Agency commission: 15% on the net amount

Special positions: additional 15% charge. Check availability.

Quoted on request: Inserts, strips, customized items, banners.

→ SASs (SEPs)

Editorial/commercial section in the magazine. It will be quoted on request.

Thematic SAS (SEP): It includes participation of several companies concerning a specific theme.

Individual SAS (SEP): It develops according to customer needs; it includes interview, photographer and design.

In SASs (SEPs) 15% agency discount is not applicable, only frequency discount.

→ AD CLAIMS

The claim of a wrong published ad must be carried out within 30 days after magazine publication date.

Ad replacements will be granted a month after the claim.

Replacements will not be granted during the months of October, November and December.

A replacement will be valid during the ad's publication fiscal year.

→ Requirements for digital materials

Materials should be submitted according to the corresponding magazine size.
Any color print sent by the client will be considered just as a reference more than a color proof.
Printed color may vary around 5% depending on the type of paper and print spot. Register may vary in more or less one line.

→ SPECIFICATIONS FOR DIGITAL FILES

1. Files identified with client's correct name.
2. PDF-X1 or PDF-X3 file with embedded texts.
3. 300 DPI high-resolution photographs: same size in which they will be printed, in CMYK.
4. Material should be submitted according to magazine size. They should also include trim lines.
5. Any color print sent by the client will be considered just as a reference more than a color proof.
6. To avoid cutting elements or texts in the ad during magazine trimming process, keep a safety margin of 5 mm on each side.
7. For ads on confronting pages with text stretching out to the magazine centerfold (gutter stick), maintain a central safety margin of 5 mm on each side.

→ SPECIFICATIONS FOR DELIVERY OF FILES THROUGH FTP SERVER

1. Same specifications as for digital files.
2. Enter the following address: <http://201.131.116.150>
3. You are now at FTP EXPANSIÓN. Enter user name and password according to magazine. Clic log in, then browse and select file to be uploaded to the FTP server.
Presionar log in, presionar examinar y seleccionar el archivo que se va a subir al FTP.
4. Wait for notice warning that file was successfully uploaded.
5. For more information about the FTP server use, it is necessary to refer to each product's media kit or send an e-mail to a María Fé Alcázar, malcazar@geeinternational.com, (Ph: 305.351.1915).

<http://201.131.116.150>

User: ftpmiami

Password: miami126

*You are now at FTP EXPANSIÓN. Enter User Name and Password according to the magazine. Click "Log in".
To upload the file click "Upload File(s)", then "Browse" and select file; finally click "Begin Upload".
When the process is completed a new window will show up indicating the file has been uploaded successfully. (Note: Do not close window until notice of completed process appears).*