

Manufactura is the leading resource for the Mexican industrial community. Each issue provides information that will help readers improve their business within the current competitive-global environment through topics related to the market, its processes, practices and products.



→ **FREQUENCY**

Monthly

→ **CIRCULATION**

Print run: 30,000

subscribers : 25,123 qualified and certified readers

Pass along: 4.6

Audience: 138,000

Distribution: Nationwide

Source: IVM / BPA

Web site: www.cnnexpansion.com/manufactura

→ **READER PROFILE**

Professionals within the country's main industrial business units and manufacturing companies which generate 80% of the industrial sector GDP.

<p>Company size: small: 17% medium: 37% large: 46%</p>	<p>SES: ABC+: 95% C: 5%</p>	<p>Business Position: General Management 18% Plant / Operations Management 13% Production / Maintenance / Quality Control 38% Engineering 17% Purchasing 14%</p>
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Source: BPA

→ **MAIN EDITORIAL SECTIONS**

En la Línea: The industry's most important news and economic indicators.

Features: Technical information featuring processes and philosophies of productive efficiency.

En Stock: Service section offering the latest information on products to facilitate your company's operation including Expo's and training course schedules.

→ 2010 EDITORIAL CALENDAR

COVER	CLOSING DATE	TOPIC
January 07	Dec 10, 2009	■ Green Manufacturing ▲ Water / ◆ Maintenance
February 07	Jan. 14, 2010	■ Automation ▲ Update and postgraduate ◆ Control and Instrumentation
March 07	February 11	■ IT for the manufacturing plant ▲ Success Story ◆ Machinery / Tools / ● Energy supplement
April 07	March 15	■ Maintenance / ▲ Steel ◆ Control and Instrumentation
May 07	April 13	■ Energy / ▲ Metrology / ◆ Software
June 07	May 14	■ Best suppliers / ▲ Certifications ◆ Machinery / Tools ● Food supplement
June 15	May 24	■ WORLD CLASS / ▲ Green
July 07	June 14	■ Supply chain / ▲ Automation ◆ Materials handling * Best Suppliers
August 07	July 14	■ Services for the manufacturing plant ▲ Outsourcing / ◆ Machinery / Tools ● Logistics supplement
September 07	August 12	■ Manufacturing industry's challenges and perspectives / ▲ Green Manufacturing ◆ Maintenance / * Smart Challenges
October 07	September 13	■ Manufacturer of the Year ▲ Success Story / ◆ Energy
November 07	October 13	■ Mexico's 100 most important manufacturing companies / ▲ Supplies ◆ Machine / Tools / * Supporting the Biggest Players ● Aeronautical & automotive supplement
November 25	October 28	■ WORLD CLASS
December 07	November 15	■ Automotive industry / ▲ Supplies ◆ Software

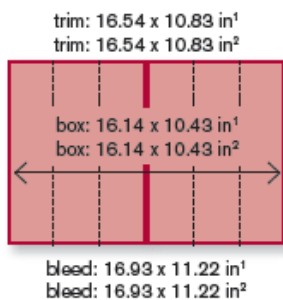
■ Franchises ▲ Topics ◆ Products * Special Sections ● Supplements

→ **RATES 2010 (USD)**

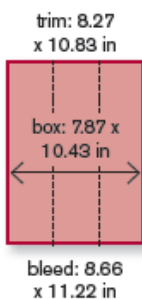
	1-3 X	4-6 X	7-9 X	10-12 X	13+ X
1 page	5,965	5,666	5,366	5,065	4,777
Spread	10,779	10,240	9,700	9,162	8,623
1/2 page horizontal	4,322	4,110	3,889	3,677	3,454
2nd and 3rd cover	6,576	6,243	5,921	5,587	5,265
4th cover	7,766	7,376	6,987	6,599	6,210
1/2 page vertical	4,322	4,110	3,889	3,677	3,454
2 columns	3,522	3,344	3,166	2,988	2,822
1 column	1,877	1,789	1,689	1,600	1,500
1/4 page	2,833	2,689	2,555	2,410	2,266
Square column	1,877	1,789	1,689	1,600	1,500
Half column	804	761	719	676	676

➔ **MEASUREMENTS**

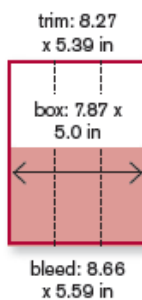
Cover Gatefold¹ / Spread²



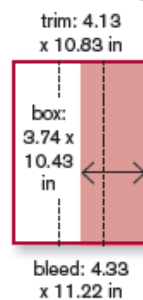
1 Page



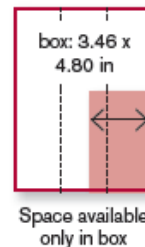
1/2 Horizontal Page



1/2 Vertical Page



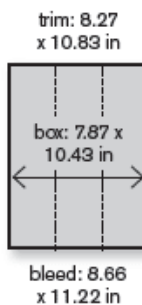
1/4 Page



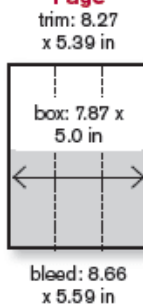
Size	Gatefold Cover	Spread	1 Page 2nd and 3rd Cover 4th Cover	1/2 Horizontal Page	1/2 Vertical Page	1/4 Page
Trim	16.54 x 10.83 in	16.54 x 10.83 in	8.27 x 10.83 in	8.27 x 5.39 in	4.13 x 10.83 in	
Box	16.14 x 10.43 in	16.14 x 10.43 in	7.87 x 10.43 in	7.87 x 5.0 in	3.74 x 10.43 in	3.46 x 4.80 in
Bleed	19.93 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	

➔ **MEASUREMENTS BLACK AND WHITE**

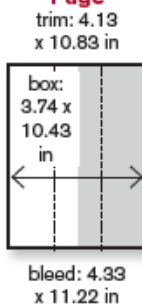
1 Page



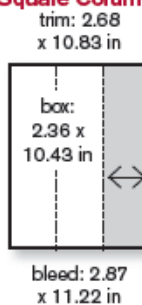
1/2 Horizontal Page



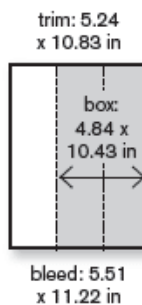
1/2 Vertical Page



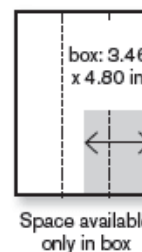
1 Column or Square Column¹



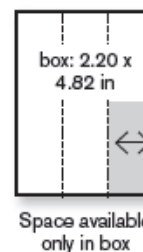
2 Columns



1/4 Page



1/6 Page



Size	1 Page	1/2 Horizontal Page	1/2 Vertical Page	1 Column or Square Column ¹	2 Columns	1/4 Page	1/6 Page
Trim	8.27 x 10.83 in	8.27 x 5.39 in	4.13 x 10.83 in	2.68 x 10.83 in	5.24 x 10.83 in		
Box	7.87 x 10.43 in	7.87 x 5.0 in	3.74 x 10.43 in	2.36 x 10.43 in 4.65 x 4.82 in ¹	4.84 x 10.43 in	3.46 x 4.80 in	2.20 x 4.82 in
Bleed	8.66 x 11.22 in	8.66 x 5.59 in	4.33 x 11.22 in	2.87 x 11.22 in	5.51 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://200.78.159.110>
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 trafico@expansion.com.mx

NOTE

Printed color may vary 5% depending on the type of paper and print spot.
Register may vary in one line (more or less).

<ftp://ftp.gee.com.mx>

usuario: ftpmanufactura

password: manufactura20

Miami

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).