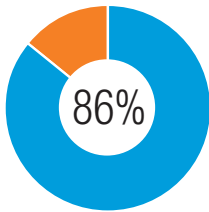




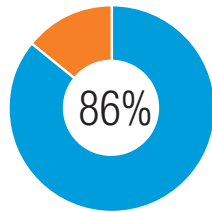
Materials Solutions e-newsletter delivers timely and relevant content to readers interested in staying on top of the latest industry trends and events. It's the perfect platform to get your message out about new products, recent technology developments, application ideas for products, career opportunities, and more - all in the areas of:

- Glass & Ceramics
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Key Subscriber Facts:

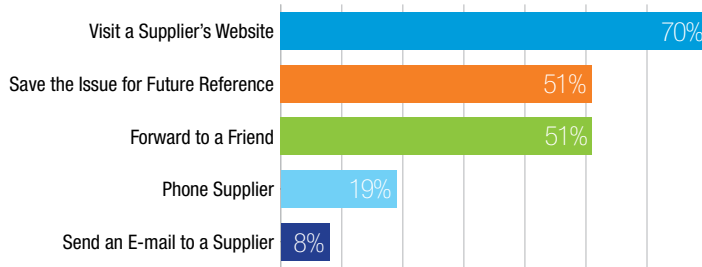


Make or influence company buying decisions

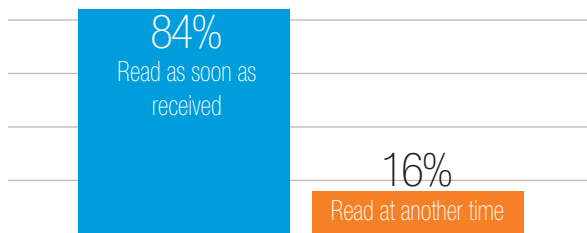


Use e-newsletter as a primary resource in early to middle buy cycle stage

Key Actions Taken by Subscribers Upon Reading:



Immediate Impact: (of subscribers who open)



Source of Readership Information: 2014 IEEE GlobalSpec Readership Survey

Current Subscriber Base 92,000+

Readership Profile by Industry	(No.)
General Manufacturing	10,900+
Engineering/Tech Design Services	10,300+
Industrial Machinery/Tools & Equipment	5,900+
Automotive	5,600+
Education	4,500+
Oil & Gas	4,400+
Fabricated Metals	4,300+
Chemicals, Plastics & Rubber	4,100+
Aerospace & Defense	3,900+
Building & Construction	3,800+
Utilities/Energy	2,500+
Consumer Products/Electronics	2,200+
Instrumentation & Controls	1,800+
Medical Equipment/Instrumentation	1,800+
Paper, Printing & Textiles	1,600+
Semiconductor & Electronic Components	1,500+
Government	1,500+
Communications - Datacom/Telecom/Wireless/Network	1,400+
Transportation	1,200+
Computers, Systems & Peripherals	1,200+
HVAC, Fire Control, Safety	1,000+
Biotechnology/Pharmaceuticals	1,000+
Food & Beverage	900+
Agriculture/Forestry	700+
Packaging Machinery	600+
Unspecified Engineering, Scientific and Technical	13,700+

Readership Profile by Job Function

Engineering, Design	14,800+
Manufacturing	8,400+
Marketing/Sales	7,200+
Engineering, Process/Production	6,900+
Research & Development	6,700+
Engineering, Consulting	6,700+
Engineering, Other	6,100+
Technical Support/Services	5,000+
Purchasing	4,900+
Engineering, Faculty/Staff/Student	3,800+
General Corporate Mgmt	3,700+
Architect/Builder/Contractor	2,300+
Maintenance/Facilities Management	2,100+
Quality Control/Assurance	2,000+
Project Management	1,700+
Unspecified Engineering, Scientific and Technical	10,200+

as of June 2017

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