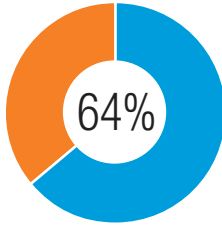




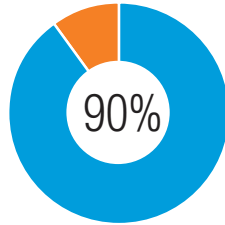
Valve Technology e-newsletter delivers timely and relevant content to readers interested in staying on top of the latest industry trends and events. It's the perfect platform to get your message out about new products, recent technology developments, application ideas for products, career opportunities,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

- Valve Actuators & Control
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Key Subscriber Facts:

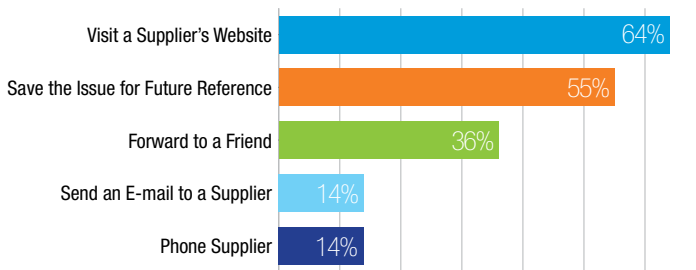


Make or influence company buying decisions

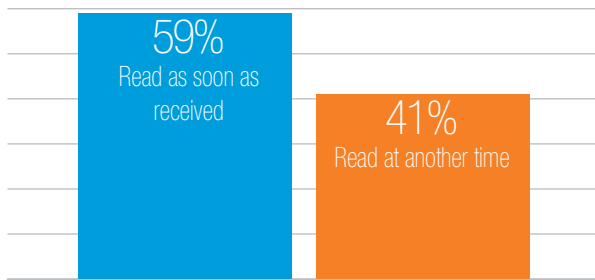


Use e-newsletter as a primary resource in early to middle buy cycle stage

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 78,000+

Readership Profile by In+ustry (No.)

Oil & Gas	10,200+
Engineering/Tech Design Services	10,200+
Industrial Machinery/Tools & Equipment	5,700+
General Manufacturing	5,700+
Instrumentation & Controls	4,300+
Utilities/Energy.....	4,000+
Automotive	3,700+
Chemicals, Plastics & Rubber.....	2,700+
HVAC, Fire Control, Safety	2,600+
Education	2,500+
Building & Construction	2,400+
Aerospace & Defense.....	1,700+
Food & Beverage	1,600+
Fabricated Metals	1,300+
Government.....	1,300+
Medical Equipment/Instrumentation.....	1,200+
Consumer Products/Electronics	1,100+
Biotechnology/Pharmaceuticals	1,100+
Semiconductor & Electronic Components.....	900+
Agriculture/Forestry	900+
Paper, Printing & Textiles.....	900+
Transportation.....	800+
Communications - Datacom/Telecom/Wireless/Network	700+
Computers, Systems & Peripherals	700+
Packaging Machinery	500+
Unspecified Engineering, Scientific and Technical	9,800+

Readership Profile by Job Function

Engineering, Design	14,700+
Engineering, Consulting	7,300+
Engineering, Process/Production.....	7,100+
Engineering, Other	7,000+
Technical Support/Services.....	5,800+
Marketing/Sales.....	5,600+
Maintenance/Facilities Management.....	4,700+
Manufacturing	3,700+
Purchasing	3,700+
Engineering, Faculty/Staff/Student	2,600+
Research & Development.....	2,400+
General Corporate Mgmt.....	2,200+
Project Management.....	1,700+
Architect/Builder/Contractor.....	1,300+
Quality Control/Assurance.....	900+
Unspecified Engineering, Scientific and Technical	7,500+

as of June 2017

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Silver	145 x 190 pixels	50 words	2	4	Middle	www.globalspec.com/ValveTS
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