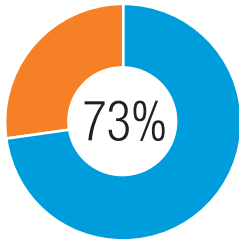




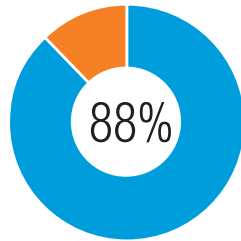
Automotive Technology e-newsletter delivers timely and relevant content to readers interested in staying on top of the latest industry trends and events. It's the perfect platform to get your message out about new products, recent technology developments, application ideas for products, career opportunities,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

- Design & Assembly
- Electrical & Electronic Components
- Materials
- Powertrain Systems

Key Subscriber Facts:

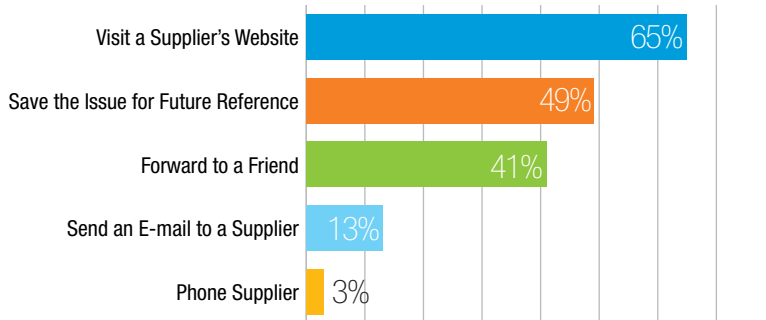


Make or influence company buying decisions

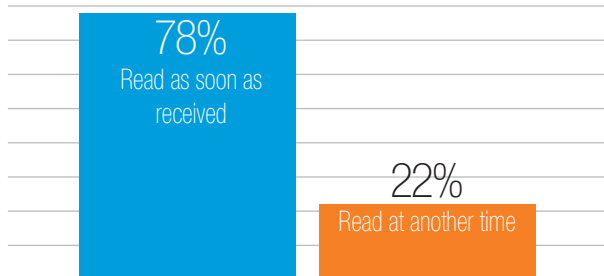


Use e-newsletter as a primary resource in early to middle buy cycle stage

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 69,000+

Readership Profile by Industry (No.)

| | |
|---|---------|
| Automotive | 17,600+ |
| Engineering/Tech Design Services | 7,600+ |
| General Manufacturing | 4,400+ |
| Industrial Machinery/Tools & Equipment | 4,300+ |
| Education | 3,100+ |
| Aerospace & Defense | 2,400+ |
| Oil & Gas | 2,200+ |
| Instrumentation & Controls | 1,800+ |
| Building & Construction | 1,800+ |
| Transportation | 1,700+ |
| Consumer Products/Electronics | 1,600+ |
| Chemicals, Plastics & Rubber | 1,600+ |
| Utilities/Energy | 1,600+ |
| Communications - Datacom/Telecom/Wireless/Network | 1,300+ |
| Fabricated Metals | 1,200+ |
| Semiconductor & Electronic Components | 1,200+ |
| Computers, Systems & Peripherals | 1,100+ |
| Government | 1,000+ |
| HVAC, Fire Control, Safety | 800+ |
| Medical Equipment/Instrumentation | 800+ |
| Agriculture/Forestry | 800+ |
| Food & Beverage | 600+ |
| Biotechnology/Pharmaceuticals | 500+ |
| Paper, Printing & Textiles | 500+ |
| Packaging Machinery | 300+ |
| Unspecified Engineering, Scientific and Technical | 7,000+ |

Readership Profile by Job Function

| | |
|---|---------|
| Engineering, Design | 12,800+ |
| Engineering, Other | 5,600+ |
| Technical Support/Services | 5,600+ |
| Marketing/Sales | 5,000+ |
| Engineering, Consulting | 4,800+ |
| Engineering, Process/Production | 4,700+ |
| Manufacturing | 4,500+ |
| Research & Development | 3,700+ |
| Engineering, Faculty/Staff/Student | 3,200+ |
| Purchasing | 3,100+ |
| Maintenance/Facilities Management | 3,100+ |
| General Corporate Mgmt | 2,400+ |
| Project Management | 1,500+ |
| Architect/Builder/Contractor | 1,200+ |
| Quality Control/Assurance | 1,100+ |
| Unspecified Engineering, Scientific and Technical | 6,300+ |

as of December 2017

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