



Valve Technology

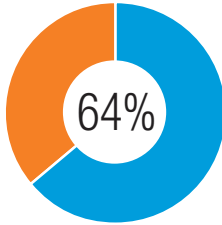
IEEE GlobalSpec



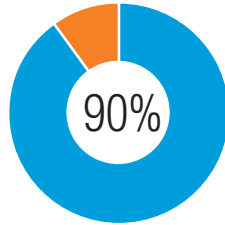
Valve Technology e-newsletter delivers timely and relevant content to readers interested in staying on top of the latest industry trends and events. It's the perfect platform to get your message out about new products, recent technology developments, application ideas for products, career opportunities,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

- Valve Actuators & Control
- Water & Wastewater
- Industrial Applications
- Power & Energy

Key Subscriber Facts:

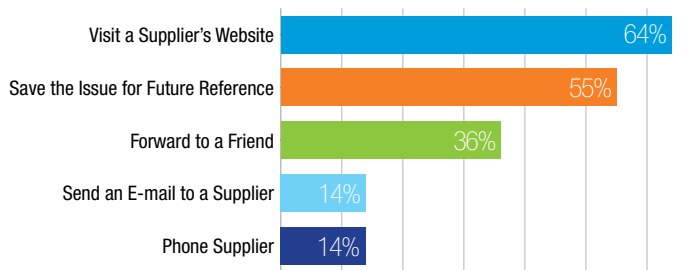


Make or influence company buying decisions

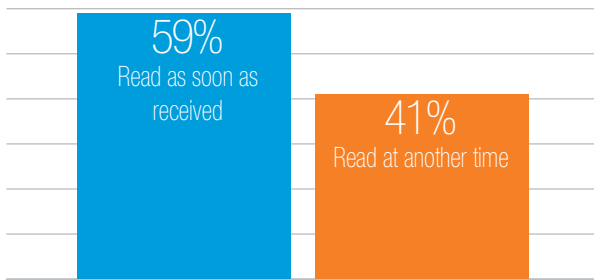


Use e-newsletter as a primary resource in early to middle buy cycle stage

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 71,000+

Readership Profile by In+ustry

In+ustry	(No.)
Oil & Gas	9,300+
Engineering/Tech Design Services	9,200+
Industrial Machinery/Tools & Equipment	5,100+
General Manufacturing	5,100+
Instrumentation & Controls	3,900+
Utilities/Energy	3,600+
Automotive	3,300+
Chemicals, Plastics & Rubber	2,400+
HVAC, Fire Control, Safety	2,400+
Building & Construction	2,200+
Education	2,200+
Aerospace & Defense	1,600+
Food & Beverage	1,600+
Fabricated Metals	1,200+
Government	1,200+
Medical Equipment/Instrumentation	1,100+
Biotechnology/Pharmaceuticals	1,000+
Consumer Products/Electronics	1,000+
Agriculture/Forestry	800+
Semiconductor & Electronic Components	800+
Paper, Printing & Textiles	800+
Transportation	700+
Communications - Datacom/Telecom/Wireless/Network	600+
Computers, Systems & Peripherals	600+
Packaging Machinery	500+
Unspecified Engineering, Scientific and Technical	9,100+

Readership Profile by Job Function

Job Function	(No.)
Engineering, Design	13,300+
Engineering, Consulting	6,600+
Engineering, Process/Production	6,400+
Engineering, Other	6,300+
Technical Support/Services	5,300+
Marketing/Sales	5,000+
Maintenance/Facilities Management	4,300+
Manufacturing	3,300+
Purchasing	3,300+
Engineering, Faculty/Staff/Student	2,300+
Research & Development	2,200+
General Corporate Mgmt	2,000+
Project Management	1,600+
Architect/Builder/Contractor	1,300+
Quality Control/Assurance	900+
Unspecified Engineering, Scientific and Technical	7,100+

as of December 2017

For more information, call 1-800-261-2052.

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Standard	145 x 145 pixels	30 words	1	4	Middle	www.globalspec.com/ValveTS
Basic	145 x 190 pixels	20 words	1	2	Bottom 1/3	www.globalspec.com/ValveTB