

FoodEngineering NETWORK

SERVING THE \$585 BILLION FOOD & BEVERAGE MANUFACTURING MARKET FOR MORE THAN 80 YEARS

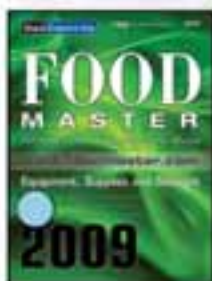
FOOD ENGINEERING MAGAZINE



FOODENGINEERINGMAG.COM



FOOD MASTER CATALOG



FOOD AUTOMATION & MANUFACTURING
CONFERENCE & EXPO



PROCESSTECHNOLOGYXCHANGE



INDUSTRIA ALIMENTICIA



2009

- NEW in 2009**
- ▶ Green Building Series
 - ▶ Special Reports-Food Plant Site Selection and Reliability and Maintenance
 - ▶ Fabulous Food Plants Edition
 - ▶ Fresh Modern Design for Food Engineering

I N T E G R A T E D

Media Kit

WWW.FOODENGINEERINGMAG.COM

MISSION STATEMENT &

▶ CIRCULATION SUPERIORITY

For more than 80 years, *Food Engineering* has been serving the information needs of manufacturing and operations executives in the North American food and beverage industry. *Food Engineering* is the only publication that offers a complete integrated media package. Be it in print, online or in person, our products help you reach key decision-makers in production, engineering and plant operations.

Food Engineering is published monthly and covers manufacturing technologies in the areas of processing, packaging, food safety, plant operations, material handling and automation. Editorial focus is a mix of research-based articles, special reports, technology updates, new products and in-plant case history stories.

Food Master is the industry's ONLY pre-filed hardbound catalog listing equipment suppliers to the food and beverage industry. Referenced by 90,000 decision-makers, *Food Master* is THE DEFINITIVE database on equipment, supplies and services.*

Foodengineeringmag.com contains current issue and archived articles from *Food Engineering*. Users can access new products, special reports and *Food Engineering's* E-Learning Center along with the online version of *Food Master*.

Food Automation & Manufacturing Conference & Expo is a 2-1/2 day event where processors and suppliers network and learn the latest trends and technologies in food plant manufacturing, automation and food safety.

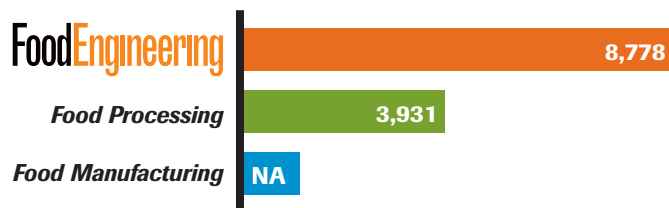
ProcessTechnologyXchange (PTX) is the food and beverage industry's only strategic sales event that focuses on the sale of capital equipment and services. PTX gives senior executives from a select number of capital equipment and service providers a very focused and highly productive forum to meet senior level operations and engineering executives from the industry's leading food and beverage companies.

Contact your local *Food Engineering* sales representative for a customized integrated media proposal.

* Publisher's own data

#1 IN CORPORATE HEADQUARTERS CIRCULATION*

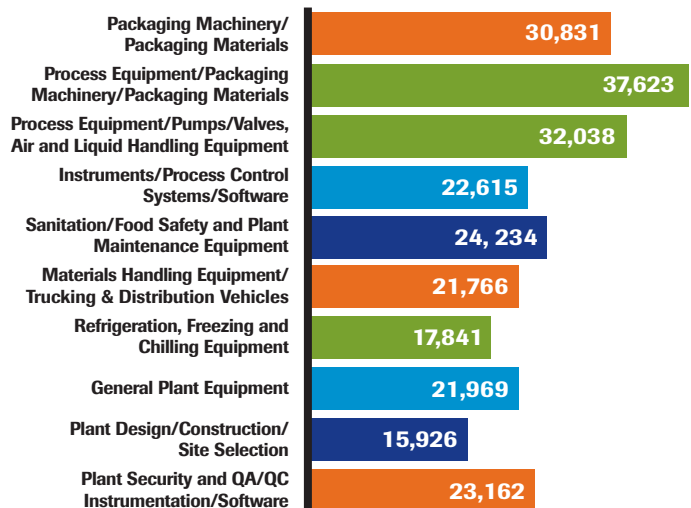
Key buying decisions for capital equipment and services for the food and beverage industry are made at the corporate headquarter location. For example: Plano, TX for Frito-Lay, Camden, NJ for Campbell Soup or Minneapolis, MN for General Mills. *Food Engineering* delivers more coverage of this all important segment than any other food industry publication.



*Source: December 2007 BPA statement-FM circulation-NA

SUBSCRIBERS WITH BPA-AUDITED PURCHASE INFLUENCE BY PRODUCT CATEGORY**

Food Engineering's subscribers have purchase authority over a wide variety of products and services. *Food Engineering* ensures your advertising message is reaching key decision-makers in the food and beverage industry.



**Source: June 2008 BPAWW Statements. Since any one respondent may have checked more than one response, the totals for each of these products and services should not be added together as the total may exceed the total circulation. These are presented for statistical and marketing purposes.

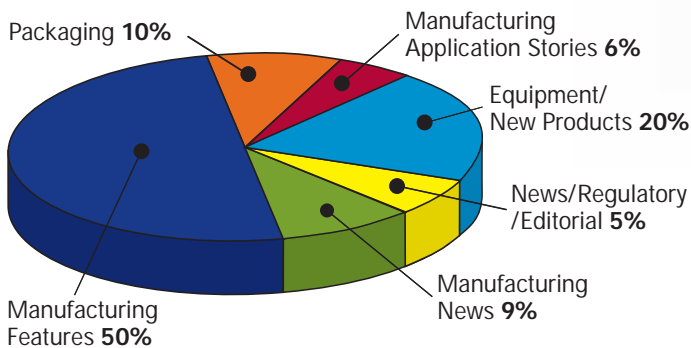
▶ LEADERSHIP

Food Engineering is the ONLY food and beverage publication delivering focused manufacturing editorial.

Food Engineering's editorial is devoted exclusively to the information needs of plant operations, engineering and corporate executives. Food Engineering delivers a mix of manufacturing editorial covering only the latest in plant automation, sanitation, processing equipment, packaging, refrigeration, food safety and plant construction affecting food and beverage manufacturing. In study after study, Food Engineering is proven to be the best-read, most preferred food and beverage industry publication.

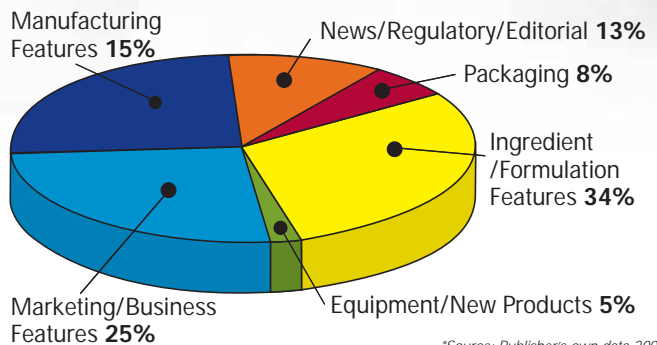
Food Engineering's EDITORIAL BY CATEGORY

Equipment editorial pages – 268* (January-June 2008)



Food Processing's EDITORIAL BY CATEGORY

Equipment editorial pages – 77* (January-June 2008)

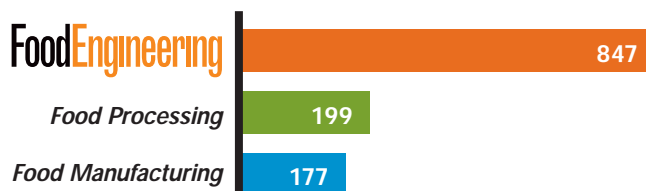


*Source: Publisher's own data 2008

#1 IN MANUFACTURING ADVERTISING PAGES

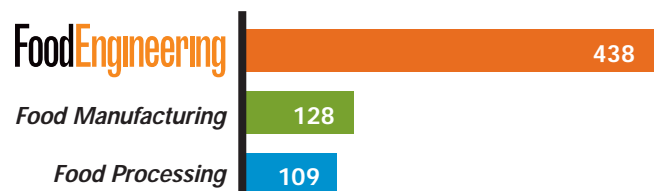
In 2007, Food Engineering carried more equipment advertising than Food Processing and Food Manufacturing COMBINED – which means that more companies place their confidence in Food Engineering than any other food industry publication.

2007 Manufacturing advertising pages* (January-December)



*Source: IMS Ontario, CAN-Includes page counts from Food Master-Equipment

2008 Manufacturing advertising pages* (January-June)



*Source: IMS Ontario, CAN

Food Engineering's recent fresh and modern redesign enhances your advertising message.

Your Online Connection to the Food and Beverage Manufacturing Market

Food Engineering offers a variety of ways to reach manufacturing and operations executives online. At *Food Engineering* online, your customers and prospects are just a click away from an unbeatable collection of timely and accurate information on food industry trends, technologies and products. With an average of 17,000 unique visitors and 90,000 page views per month,**Food Engineering* online can help drive traffic to your website and increase your brand and company awareness.



WWW.FOODENGINEERINGMAG.COM

Tech Flash – *Food Engineering's* Monthly E-Newsletter

Sophisticated marketers utilize Tech Flash e-newsletter for the following:

- Driving traffic to your trade show booth
- Publicizing upcoming educational events
- Building traffic on your website
- Reinforcing print ad campaigns
- Introducing a new product.



2009 Rates (gross)

Primary Sponsor – Skyscraper and one Banner Ad - \$2,585

Tile E-Product of the Month Ad - \$1,725

(Tile on *Food Engineering* website for one month)

- 125 pixels by 125 pixels

Banner ads - \$1,150

- 468 pixels wide by 60 pixels high
- 72 dpi resolution
- Maximum 15k in a gif or jpeg format

Skyscraper Ad - \$2,000

- 160 pixels wide by 600 pixels tall

Contextual Ad - \$1,350

- Logo or photo 72 dpi resolution and 25-30 words of text

Banner/Tile and Skyscraper Ads

Reinforce your print ad campaign with a sleek electronic ad on *foodengineeringmag.com*. Ranging from traditional banner and tile ads to sophisticated skyscraper ads, premium positioning is also available.

2009 Gross Rates

Banner Ads

Home Page and ROS (Rotating)

1X . . . \$1,500	6X . . . \$1,300
3X . . . \$1,425	12X . . . \$1,275



Tile Ads

Home Page and ROS (Static)

1X . . . \$1,750	6X . . . \$1,525
3X . . . \$1,650	12X . . . \$1,475



Skyscraper Ads

Home Page and ROS (Static)

1X . . . \$2,000	6X . . . \$1,850
3X . . . \$1,925	12X . . . \$1,775



Webcasts/Webinars

A growing number of companies have found webcasts/webinars to be an effective vehicle for delivering targeted information to a select audience.



Food Engineering's customized webcast includes the following:

- Two full-page ads placed in *Food Engineering* to promote the event.
- Three E-mail promotional blasts
- Tile and banner advertising promoting the webcast appearing on *Food Engineering's* website
- 5,000 name direct mail list used for print promotion
- Webcast/Webinar archived on *Food Engineering's* website for 6 months after the event.

\$16,750 - Gross Rate

Contact your local *Food Engineering* salesperson today for more information on how to integrate your print and online marketing message. See *Food Engineering's* 2009 Digital Media Kit for a complete list of our online products or visit portfolio.bnppmedia.com.

*Source: Publisher's Own Data, August 2008

FOOD MASTER 2010



RATES AND SPECIFICATIONS

# of catalog pages in Food Master	FOOD ENGINEERING & FOOD MASTER COMBINED FREQUENCY							
	Open	4x	6x	12x	18x	24x	36x	48x
1 Page	\$5,305	\$5,065	\$4,875	\$4,725	\$4,475	\$4,295	\$4,115	\$3,785
2-3 Pages	\$5,215	\$4,880	\$4,665	\$4,540	\$4,245	\$4,135	\$4,010	\$3,765
4-7 Pages		\$4,775	\$4,550	\$4,420	\$3,845	\$3,675	\$3,575	\$3,230
8+ Pages			\$4,425	\$4,355	\$3,685	\$3,605	\$3,295	\$3,115
4-color end sheet	\$8,900	\$8,570	\$7,985	\$7,795	\$7,610			

Pre-printed inserts, spine positions and bookmarks: Please consult publisher.

How to Calculate Your Food Master Rates

In the chart above, find the total frequency across the top by adding the number of your insertions in **Food Engineering** including **Food Master**. Down the left column, find the number of pages you are running in **Food Master**. Locate the place on the chart where these two columns intersect. Example: if your frequency in **Food Engineering** is 6x and four of those pages are in **Food Master**, your rate per page in **Food Master** is \$4,550.

Agency Commission: 15%, 30 days net.

Special Positions: \$300 premium for specified spread, right- or left-hand page starts.

10% Early Bird Discount

Reserve catalog pages in the **2010 Food Master** before January 31, 2009 and get a 10% discount.

2010 Multiple Page Bonus Program

For new catalogers, buy two pages in the **Food Master** and get a third page FREE. For current catalogers, buy one or more pages than last year and get another FREE. Call your **Food Master** representative for details.

Free Catalog Page Design Service

You decide what products will appear on your pages and **Food Master** will create useful, effective catalog pages for you – FREE of charge. Layouts converted to digital files are billed at **Food Master's** cost.

Published annually in October 2009.

Shipping Instructions

Send all orders and advertising materials to:
BNP Media/**Food Master**, Suzanne Fairman, Production Manager
24817 43rd Ave. So. Kent, WA 98032
Phone: 253-946-6854 | Fax: 248-244-2080 | E-mail: fairmans@bnpmedia.com
http://upload.bnpmedia.com

NEW Digital File Specifications

All **Food Master** catalog pages will be included on **FoodMaster.com**; therefore we have migrated all catalog pages to a searchable PDF format. In order for catalog pages to be searchable on foodmaster.com these specs should be followed:

Important: Do not outline fonts or rasterize type. If you do your catalog page will not be searchable on **FoodMaster.com**.

Platforms: Macintosh preferred. (IBM-compatible accepted, fonts will be replaced by Mac versions.)

Preferred File Formats: InDesign, Quark Xpress, Illustrator (do not outline text, please include fonts). PDFs are accepted; please call your production manager for correct Distiller settings.

Photos: 300 dpi saved as TIFF or EPS. Color images must be CMYK. Do not compress graphics using JPEG or LZW.

Colors: Files should be grayscale for catalog pages and CMYK for Inside Front Covers.

Fonts: Include fonts on disk; both printer and screen fonts. Please use Type 1 fonts.

Electronic Submission: CD or DVD disks accepted. E-mail and FTP options should be discussed with the magazine's production manager. All artwork (photographs, logos, clipart, etc.) and all fonts (both printer and screen fonts, Postscript Type 1 fonts recommended) must be included. A screened contract quality proof created from the final electronic file must be submitted with each color ad. Kodak Approval proofs preferred. Iris or other SWOP Standard proofs accepted. Color cannot be guaranteed unless an acceptable proof is provided. Please supply B&W laser printout for B&W ads.

Ad Size: Crop marks for page should be at trim size. No bleed for catalog pages. Inside Front Cover bleed ads extend beyond trim by 1/8 inch.

Please include the name, phone number and address of the creator of the ad in case we need to contact them about the ad or to return a disk.

Charges will apply for changes we make to your files due to errors in ad size, type, color, space, or file format. Charges are subject to the hourly rate with a 1/2 - hour minimum.

AD SPACE UNIT	WIDTH (IN.)	DEPTH (IN.)
1 page – B&W	7"	9-7/8" Trim: 8" x 10 3/4"
Inside Front Cover	8 1/4"	11" (Bleed); Trim: 8" x 10 3/4"
Foot Stopper	7 3/16"	1/2" Images must be black
Traffic Stopper	2 1/8"	5/8" Images must be black
Spine 4 Color customized	varies	2"
Front Cover Tiles	1"	2"

Food Master accepts only full-page black & white pages.

Bleeds: Not accepted on black & white pages.

Colors: Inside front covers & inserts – color accepted.

* A proof MUST accompany all material. DO NOT enlarge any image more than 115% in Quark. We cannot claim responsibility if digital specs are not followed with submitted materials and we have to make substitutions in order to successfully run the catalog pages through our process.

All catalog pages must be supplied as digital files.

Film will no longer be accepted.

Food Master orders cannot be cancelled after April 24, 2009.

Closing date for space reservations: April 24, 2009

Material due date: May 7, 2009

CALENDAR

	JANUARY Advertising closes 12-8-08 	FEBRUARY Advertising closes 1-14-09	MARCH Advertising closes 2-12-09 	APRIL Advertising closes 3-12-09
SPECIAL REPORTS	COVER STORY Green Building Series Part 1: Focus on Facility Design and Layout 	COVER STORY Intellectual Property Protection Manufacturing know-how is a profit center. This article will cover how to protect IP, reduce vulnerability, prevent theft and boost engineering and operations innovation.	COVER STORY Food Safety Futurist FE editors will focus on leading edge tools that protect the food supply. This special report examines FDA's future role in controlling the growing number of unsolved poisoning outbreaks. 	COVER STORY 27th Annual Plant of the Year FE honors the most innovative new food or beverage plant in North America. The winning plant's automation strategy, processing and packaging line design will be highlighted. ► Food Engineering EXCLUSIVE
PROCESSING TECHNOLOGY	Safe Production of Minimally Processed Foods As consumers demand fresher products, manufacturing as well as food safety challenges abound. Technologies such as high-pressure processing, UV systems, ozone in direct contact, pulsed electric fields and various aseptic processes provide better quality products. Engineering R&D Interview	Dry Processing Technology Special Emphasis on Weigh Belt Feeders Engineering R&D Interview	Raw Material Validation As food processors receive ingredient supplies from global markets, they must ensure these products are safe via internal or third-party testing. Technology Sourcebook: Spraying and Washing Equipment Engineering R&D Interview	Dry Processing Technology Special Emphasis on Bulk Bag Loading and Unloading Tech Update: Sterilization Systems Engineering R&D Interview
PACKAGING TECHNOLOGY	Food Packaging Department	Food Packaging Department Technology Sourcebook: Checkweighers Metal Detectors	Food Packaging Department	Food Packaging Department
AUTOMATION SOFTWARE & CONTROLS	Tech Update: Process Control	Tech Update: Wireless Technologies	Technology Sourcebook: Track and Trace Tools	Technology Sourcebook: Motors and Drives
PLANT FLOOR FOCUS	Technology Sourcebook: PROCESS EXPO/PACK EXPO Products  Trends in Poultry Processing Poultry suppliers use biosecurity programs, automated equipment and worker safety measures to produce quality products. Food Safety Department Field Reports	Special Supplement Focus on Flooring This report will provide details on OSHA requirements, antimicrobial coatings as well as emerging plant and food safety issues in flooring systems. This section will be overrun and printed on heavy stock paper. Technology Sourcebook: Lubricants Food Safety Department	Tech Update: Sanitary Design Technology Sourcebook: Pest Control Food Safety Department Field Reports	Technology Sourcebook: Freezing and Cooling Equipment Food Safety Department Field Reports
SHOWS & EVENTS	Northwest Food Manufacturing & Packaging Expo January 18-21, Portland, OR International Poultry Expo January 28-30, Atlanta, GA 	ARC Forum February 2-5, Orlando, FL	Anuga FoodTec March 10-13, Cologne, Germany Snaxpo March 29-April 1, Orlando, FL  Food Safety Summit April 27-29, Washington, DC	Food Automation & Manufacturing Conference & Expo April 26-29 Sarasota, FL 
VALUE-ADDED MERCHANDISING SERVICES	<ul style="list-style-type: none"> • Start your program in January and earn two ad placements for the price of one • FREE Lead ADvantage Buying Intention Study • FREE Int'l Poultry Expo Show Previews and bonus show distribution • FREE PROCESS EXPO/PACK EXPO Show Portraits • ARC Advisory Forum bonus distribution 	<ul style="list-style-type: none"> • FREE Lead ADvantage Buying Intention Study • FREE Video Clip on FE website • Supplier Literature Review 	<ul style="list-style-type: none"> • FREE ADScore Study • FREE Snaxpo Show bonus distribution • FREE bonus distribution at Food Safety Summit 	<ul style="list-style-type: none"> • FREE Lead ADvantage Buying Intention Study • FREE Plant of the Year Supplier Profiles • Spring Postcard Insert • FREE bonus distribution at Food Automation & Manufacturing Conference & Expo

FoodEngineering

Food Master • Closes April 24, 2009 • Published October 2009

MAY Advertising closes 4-8-09	JUNE Advertising closes 5-12-09	JULY Advertising closes 6-11-09	AUGUST Advertising closes 7-13-09 PROCESS EXPO/ PACK EXPO PRE-SHOW ISSUE
COVER STORY 11th Annual Essential Guide to Manufacturing Software This feature explores the latest trends in software technology and offers an extensive software comparison chart sorted by application type. ► Food Engineering EXCLUSIVE	COVER STORY 32nd Annual New Food Plant Construction Survey FE compiles the industry's most comprehensive look at construction projects and issues impacting plant design. The survey lists all plant projects and distribution centers of \$1 million or more underway, planned or completed in the past year. ► EXCLUSIVE RESEARCH	7th Annual Replacement Parts Directory Replacement Parts and Components Trends Survey Maintenance professionals continue to embrace the Internet for replacement parts information and ordering. Each year, <i>Food Engineering</i> surveys hundreds of readers to uncover the latest methods to improve efficiency in replacement parts purchasing. ► EXCLUSIVE RESEARCH	Special Supplement Focus on Site Selection NEW! This report will feature the latest on incentives, workforce skill level improvements, utilities and infrastructure for selecting the right building location. This special section will be overrun and printed on heavy stock paper.
Technology Sourcebook: Mixing and Blending Equipment Engineering R&D Interview	The Flexible Facility Today's processors wrestle with the issue of mass production vs. flexibility to keep production rates up while simultaneously providing product variety. This article will cover efficiency measurements, tool-less changeovers and servo drives that help boost production. Engineering R&D Interview	Supplier Index Vendors of replacement parts are listed in alphabetical order with company contact information. Replacement Parts Guide More than 50 pages of detailed, yet easy-to-access, information about parts is featured in this section. Buyers can locate the parts and suppliers for processing and packaging equipment as well as other food plant machinery.	Dry Processing Special Emphasis on Pneumatic Conveying COVER STORY NEW! Green Building Series Part 2: Focus on Efficient Water Usage and Wastewater Treatment Engineering R&D Interview
Food Packaging Department Technology Sourcebook: Palletizing and Warehousing Equipment	Food Packaging Department Best Practices in Food Automation & Manufacturing This article will provide a synopsis of the leading practices of food and beverage company speakers at FE's annual Food Automation & Manufacturing Conference & Expo. ► FOOD AUTOMATION SPONSORSHIP OPPORTUNITY	FISA Member Directory Trade association FISA is dedicated to promoting distribution in sanitary processing industries.	Food Packaging Department PROCESS EXPO/PACK EXPO LAS VEGAS TRIPLE PLAY Advertisers in August, September and December earn a FREE ad in FE's PROCESS EXPO Show & Directory. Companies advertising with a 1/2 page or larger ad will also earn space in the Show Pre-section. Distributed at the show, the guide is a resource for all attendees.
System Integration Project Planning Working with a clean slate is the best way to install controls and plant-to-enterprise systems. This article will focus on user applications that emphasize flexibility and keeping costs under control. CSIA Member Directory	Technology Sourcebook: Conveying and Belting Flooring and Plant Doors Food Safety Department Field Reports	New in 2009!!! Companies advertising in the July issue of <i>Food Engineering</i> and the 2010 <i>Food Master</i> will receive an additional 10% discount on their earned rate. Companies combining space in both publications will also earn a FREE foot stopper/banner both in print and online. Contact your salesperson for more details.	Tech Update: Pumps Technology Sourcebook: Plant Apparel PLCs and PACs Food Safety Department Field Reports
Special Supplement Focus on HMIs NEW! This exclusive report highlights the latest technologies in hardware, software and plant floor enclosures for the growing area of Human Machine Interfaces (HMIs). It will be overrun and printed on heavy stock paper. Tech Update: Lift Trucks Food Safety Department	International Robots and Vision Show June 9-11, Rosemont, IL		
<ul style="list-style-type: none"> • Supplier Literature Guide • Special System Integrators Profile Section • FREE Video Clip on FE Website • FREE bonus distribution at International Robots and Vision Show 	<ul style="list-style-type: none"> • FREE Lead ADvantage Buying Intention Study • FREE Supplier Profile section 	<ul style="list-style-type: none"> • FREE detailed report on 2009 Replacement Parts/Components Trends Survey • FREE Lead ADvantage Buying Intention Study • FREE Video Clip on FE website • Summer Postcard Insert • <i>Food Master</i>/Replacement Parts Directory Combo Program 	<ul style="list-style-type: none"> • Supplier Literature Review • PROCESS EXPO/PACK EXPO Las Vegas Pre-show Issue • FREE Podcast for PROCESS EXPO/PACK EXPO Las Vegas exhibitors

2009 EDITORIAL CALENDAR

SEPTEMBER Advertising closes 8-13-09	OCTOBER Advertising closes 9-10-09	NOVEMBER Advertising closes 10-14-09	DECEMBER Advertising closes 11-11-09
<p>PROCESS EXPO/ PACK EXPO SHOW ISSUE</p> <p>COVER STORY Innovation in Lean Manufacturing Continuous improvement is the mandate of savvy processors. This special cover story will focus on eliminating waste, improving supply chain efficiencies, reducing lead times, and increasing capacity as well as inventory turns.</p>	<p>WORLDWIDE FOOD EXPO SHOW ISSUE</p> <p>COVER STORY 30th Annual State of Food Manufacturing <i>FE's</i> annual report card of the industry looks at the food safety and production challenges facing food and beverage processors and uncovers the top trends in manufacturing. ►EXCLUSIVE RESEARCH</p>	<p>NEW!</p> <p>COVER STORY Green Building Series Part 3: Focus on Utility and Energy Management</p>	<p>NEW!</p> <p>Special Issue Fabulous Food Plants Edition This special edition will highlight several new plant projects. <i>FE</i> editors take an inside look at innovative processors who focus on lean manufacturing, sustainability and food safety initiatives.</p>
<p>Tech Update: Valves</p> <p>Engineering R&D Interview</p>	<p>Managing the Supply Chain Processors are deploying sophisticated store-level programs to improve sales predictability and reduce out-of-stocks. Advances in automated forecasting models and demand-based production will be featured.</p> <p>Engineering R&D Interview</p>	<p>Dry Processing Special Emphasis on Components: Airlocks, Blowers, Valves and Tubing</p> <p>Technology Sourcebook: Size Reduction</p> <p>Engineering R&D Interview</p>	<p>Technology Sourcebook: Homogenizers</p> <p>Beverage Processing and Packaging Challenges This article will focus on the special needs of beverage processors and cover filling, aseptic and filtration challenges as well as packaging issues.</p> <p>Engineering R&D Interview</p>
<p>24th Annual Packaging Trends Survey The latest trends in materials, machinery and line efficiency are the focus of this yearly special report. ►EXCLUSIVE RESEARCH</p> <p>Food Packaging Department</p>	<p>Tech Update: Filling Equipment</p> <p>Food Packaging Department</p>	<p>Food Packaging Department</p>	<p>Food Packaging Department</p>
<p>GAS</p> <p>PROCESS EXPO Show Guide & Directory <i>Food Engineering</i> is the exclusive publisher of the PROCESS EXPO Show Guide & Directory. Distributed strategically throughout the PROCESS EXPO show floor, this valuable guide will drive traffic to your exhibit and serve as an essential information source after the show.</p> <p>Value-Added Merchandising Services</p> <ul style="list-style-type: none"> • FREE company logo, boldfaced listing in the Exhibitor Listings • FREE booth location highlighted on Show Floor Map • Full or ½ page advertisers will earn space in PROCESS EXPO Preview Section • FREE bonus exposure to thousands of PROCESS EXPO show attendees 			<p>Tech Update: MES</p>
<p>Robotics and Vision Systems Declining costs, faster speeds and advances in vision-guided systems are helping more processors justify the cost of robotics and vision equipment.</p> <p>Technology Sourcebook: Ovens and Frying/Drying Equipment Heat Exchange</p> <p>Food Safety Department</p> <p>Field Reports</p>	<p>Technology Sourcebook: Evaporators and Separators Plant Floor Instruments: Flow, Pressure, Level and Temperature</p> <p>Food Safety Department</p> <p>Field Reports</p>	<p>NEW!</p> <p>Special Supplement Focus on Lights and Ballasts This report will cover the latest cost efficiencies in plant floor lighting. This section will be overrun and printed on heavy stock paper.</p> <p>Tech Update: Metal Detection, Vision and X-Ray Equipment</p> <p>Technology Sourcebook: Filtration</p>	<p>Technology Sourcebook: Kettles & Tanks</p> <p>Food Safety Department</p> <p>NEW!</p> <p>Special Supplement Focus on Maintenance Reliability This report will demonstrate how operational improvements in maintenance can affect the bottom line. This section will be overrun and printed on heavy stock paper.</p>
<p>ProcessTechnologyXchange September 13-16 Park City, UT</p> 			
<p>PROCESS EXPO and PACK EXPO October 5-7, Las Vegas, NV</p>  <p>Worldwide Food Expo October 28-31, Chicago, IL</p> 			<ul style="list-style-type: none"> • FREE Lead ADvantage Buying Intention Study • FREE ADScore Study • PROCESS EXPO/PACK EXPO Las Vegas Show Issue • FREE Bonus Distribution at PROCESS EXPO/PACK EXPO Las Vegas • FREE PROCESS EXPO/PACK EXPO Las Vegas Show Preview section
<ul style="list-style-type: none"> • FREE Worldwide Food Expo Show Preview section • Fall Postcard Insert • FREE bonus distribution at Worldwide Food Expo • FREE Podcast for Worldwide Food Expo Exhibitors 		<ul style="list-style-type: none"> • Supplier Literature Review • FREE Video Clip on <i>FE</i> website • FREE Lead ADvantage Buying Intention Study 	<ul style="list-style-type: none"> • FREE Video Clip on <i>FE</i> website • FREE Fabulous Food Plants Supplier Profile section

2009 RATES &

SPECIFICATIONS

2009 RATES	OPEN	4X	6X	12X	18X
Spread	\$13,745	\$13,125	\$11,250	\$11,105	\$10,790
Full Page	\$7,025	\$6,305	\$5,935	\$5,760	\$5,525
2/3 page	\$5,385	\$5,160	\$4,550	\$4,365	\$4,245
1/2 island	\$4,915	\$4,700	\$4,155	\$3,955	\$3,875
1/2 page	\$4,660	\$4,365	\$3,855	\$3,705	\$3,580
1/2 page diagonal	\$4,915	\$4,700	\$4,155	\$3,955	\$3,875
1/3 page	\$3,035	\$2,615	\$2,575	\$2,490	\$2,395
1/4 page	\$2,375	\$2,275	\$2,015	\$1,925	\$1,855
Cover 2**	—	—	\$8,650	\$8,315	—
Cover 3**	—	—	\$8,260	\$8,025	—
Cover 4**	—	—	\$9,065	\$8,815	—
Page facing Table of Contents**	—	—	\$8,285	\$7,925	—
Page facing Editor's page**	—	—	\$8,285	\$7,925	—
Page 1**	—	—	\$8,285	\$7,925	—

COLOR RATES

Standard AAA per unit	\$840
Match color other than Standard AAA per page	\$1,630
per spread	\$2,260

3- OR 4-COLOR PROCESS

per page	\$2,205
junior spread	\$2,205
per spread	\$3,070

COLOR RATES (FRACTIONAL, 2/3 PAGE OR LESS)

Standard AAA per unit	\$475
3- or 4-color process per unit	\$1,215
Matched color per unit	\$890

**Includes color costs

SPECIAL PREMIUM POSITION RATES — Positions specified by advertiser or agency are 10% above black and white earned rate.

INSERT RATES — Contact publisher for rates, quantity required and shipping instructions.

COMBINATION RATES — Advertisers in *Food Engineering* may combine space in ALL BNP Media titles to earn the highest frequency rate.

AGENCY COMMISSION — 15% of gross billing is allowed to recognized agencies on space, color and position. Back-up charges, printing of inserts and binding charges are non-commissionable.

MECHANICAL REQUIREMENTS

Trim Size — 7 7/8" x 10 1/2"

Method of Printing — Body and covers printed web offset

Type of Binding — Perfect

PROOFS — A color proof MUST accompany your submitted material.

DIGITAL AD SPECIFICATIONS*

Preferred method for advertising material submission.

Platforms: Files are Macintosh Platform

Media Accepted: CD, DVD, or FTP uploads

Supported Applications: InDesign, Quark, Photoshop, Illustrator

PDF: A PDF may be used, as long as the original InDesign, or Quark document—with the fonts and images—is included separately. If no original material is sent with the PDF, we will not be able to accept the ad.

Raster File Resolution (Photos): 300 dpi saved in Tiff or EPS format. Do not compress graphics using JPEG or LZW.

Color: Color images should be saved in cmyk format unless a matched spot color/pantone color has been purchased. If a spot color is used, please note the color on your laser proof and make sure process color separations are not chosen.

DO NOT enlarge photos/images more than 115% in InDesign or Quark. This makes the image under 240 dpi, which is considered low resolution.

Graphics: Include all placed graphics on disk. Do not imbed images in your file.

Ad Size: Crop marks for page size should be at trim size. Bleed ads extend beyond trim by 1/8 inch.

Fonts: Include all printer and screen fonts on disk. Please use Type 1 fonts only. True type fonts are not acceptable, and will be replaced if sent. If possible, do not use Multiple Master fonts.

Please include the name, phone number and address of the creator of the ad in case we need to contact them about the ad, or to return a disk.

INSERT/MECHANICAL REQUIREMENTS

Supplied size: 8 1/8" x 10 3/4". Allows for 1/8" trim off top edge, and 1/8" off gutter, outside and bottom edges. Final trim size of 7 7/8" x 10 1/2". Keep live matter 1/4" from all trim edges. Extra charges for folding and special trimming. Any inserts requiring back-up, special handling, tipping, gatefolds or die cuts, please contact production manager for specifications. To ensure proposed non-standard inserts conform to current postal and bindery requirements, two samples must be provided for review and approval in advance of final production. Paper stock not to exceed 100 lb. coated, 80 lb. uncoated, minimum 60 lb., 25" x 38" basis. **Contact Suzanne Fairman, Production Manager, Food Engineering** for details.

	RUN OF BOOK — NON-BLEED (INCHES)		RUN OF BOOK — BLEED (INCHES)	
	Width	Depth	Width	Depth
Spread	14	10	Spread	16
1 Page	7%	10	1 Page	8
2/3 Page	4 1/2	10	2/3 Page	5%
1/2 Page Vertical	3%	10	1/2 Page Vertical	4
1/2 Page Horizontal	7	4%	1/2 Page Horizontal	8%
1/2 Island	4 1/2	7 1/2	1/2 Island	5%
1/2 Page Diagonal	For specs, contact publisher		1/2 Page Diagonal	13%
1/3 Page	2%	10	1/3 Page	2%
1/3 Square	4 1/2	4%	1/3 Square	5%
1/4 Page	3%	4%	1/4 Page	4

*Publisher cannot accept responsibility if digital specs are not followed.

SHIPPING INSTRUCTIONS

Send all insertion orders and advertising materials to:

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Production Manager

Food Engineering • BNP Media

24817 43rd Ave. So. Kent, WA 98032

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Email: fairmans@bnpmedia.com

http://upload.bnpmedia.com

EVENTS 2009

Food Automation & Manufacturing Conference & Expo

April 26-29, 2009

Ritz-Carlton Hotel, Sarasota, FL

Food Automation & Manufacturing Conference & Expo 2009 brings together plant managers, engineers and operations executives from leading food and beverage manufacturers to address the latest technology and trends in manufacturing, food safety and automation. Network with food and beverage industry leaders such as Campbell Soup, ConAgra, Frito-Lay, General Mills, Hershey Foods, Kellogg's, Kraft Foods, Nestle USA, Parmalat USA, Pepsi-Cola, Sara Lee, Quaker Oats, Keystone Foods, Tyson and Pepperidge Farm.

SUPPLIERS CAN PARTICIPATE IN FOOD AUTOMATION & MANUFACTURING 2009 IN A NUMBER OF WAYS.

AS AN EXHIBITOR – Meet with leading processors looking for manufacturing solutions. An 8' x 10' exhibit space includes carpet, a 6' skirted table, 2 chairs, wastebasket and sign. Reserve your exhibit space by January 31, 2009 and save \$200! Exhibit cost: \$1,400 (NET).

AS A SPONSOR – Establish your company as a leader with a sponsorship at Food Automation & Manufacturing Conference & Expo. The following are exciting sponsorship opportunities: networking events, bottled water, outdoor BBQ refreshment breaks, conference binder/CD, note pad, lanyards, or we can custom design a sponsorship package. Contact our Conference Manager for details.



2008 SPONSORS

- ▶ Advanced Automation
- ▶ Alberici Constructors
- ▶ AssetPoint
- ▶ Burns & McDonnell
- ▶ Faithful+Gould
- ▶ PROCESS EXPO/PACK EXPO
- ▶ Grant Thornton
- ▶ Guth Lighting
- ▶ Industrial Network Systems
- ▶ Jax Lubricants
- ▶ JohnsonDiversey
- ▶ Lawson
- ▶ Matrix Technologies
- ▶ Maverick Technologies
- ▶ Middough
- ▶ Owlstone Nanotech, Inc
- ▶ Power Engineers
- ▶ Rockwell Automation
- ▶ Sumitomo Drive Technologies
- ▶ Facility Group
- ▶ Wire Belt Company of America



Marge Whalen Conference Manager

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Fax: 248-502-1440 Email: whalenm@bnpmedia.com

FOR MORE INFORMATION ON OUR CONFERENCES AND EVENTS, CONTACT YOUR

CONFERENCES &

EVENTS 2009

ProcessTechnologyXchange 2009

September 13-16, 2009

The Lodges at Deer Valley, Park City, UT

ProcessTechnologyXchange (PTX) is the food & beverage industry's only strategic sales event that focuses on the sale of capital equipment and services.

The goal of *Food Engineering's* dynamic PTX sales event is to foster highly customized and confidential, strategic discussions between senior operations and engineering executives at key food & beverage companies and a select number of capital equipment manufacturers whose products can address the specific issues of processors.

AT PTX, SUPPLIERS CAN MEET WITH PROCESSORS WITH BUDGETED INITIATIVES.

Meetings are organized and scheduled through an extensive needs matching program that pairs new capital equipment initiatives with supplier portfolios. Profiles of new capital project initiatives are made available to specific equipment suppliers prior to **PTX** to allow for preparation and customization.

As a participating supplier, you will be provided a well-appointed suite in which to host your private meetings.

Food Engineering's **ProcessTechnologyXchange** event also offers capital equipment suppliers excellent networking opportunities. Contact our Event Director for more information and to secure your meeting package.



2008 Processor Attendees

B & G Foods	Little Lady Foods	Pepperidge Farm
Bar-S Foods	National Starch	Pepsi-Cola
Butterball LLC	Nestle Prepared Foods	PepsiCo QTG
Chris Hansen, Inc.	Nestle Purina Petcare	Pilgrim's Pride
Cliffstar Beverage	New Food Classics	Wild Flavors
French's Reckitt Benckiser	Horizon Snack Foods	Safeway, Inc.
General Mills	Wegmans Food Markets	Shamrock Foods
Interbake Foods	Interstate Brands	Sunny Delight Beverages
JR Simplot	ConAgra Foods	Symrise Inc.
Kraft	HJ Heinz	TIC Gums
Kroger Foods	JM Smucker Co.	Welch's

2008 Supplier Attendees

A & B Process	Dorner Mfg.	Mol Industries
ABB Robotics	Ecobionics	Parker Hannifin
Air Products, Inc.	EnteGreat, Inc.	Petro Canada
Alfa Laval, Inc.	Faithful+Gould	PPM Technologies
Anderson Dahlen	Fres-co Systems USA	Power Engineers
APV	GE Power	Rockwell Automation
Armstrong Int'l.	Guth Lighting	Rovema
Burns & McDonnell	Inspix LLC/Peco Controls	Shick USA
Clean Water Technology	K-Tron Process Group	Tyco Flow Control-America
Columbia Machine	Kwasny	Wire Belt Co.
Danfoss Drives	Linde Group	Zarpac, Inc.
Danfoss Solutions	Matrix Technologies	
The Dennis Group	Meyer Industries	

Chris Frost Event Director

ProcessTechnologyXchange, 14551 County Road 11, Suite 145
Burnsville, MN 55337, Phone: 952-224-4390
Fax: 952-736-9362, Email: cfrost@verticalxchange.com



LOCAL FOOD ENGINEERING REPRESENTATIVE AND REQUEST A 2009 BROCHURE.

MERCHANDISING

Special Issues in 2009

JANUARY	Buy 1, get 1 FREE, PROCESS EXPO/PACK EXPO Show Portraits and Poultry Show Previews. Companies advertising in January will qualify for a second advertisement of the same size FREE of charge. ½-page or larger advertisers and show exhibitors earn a ½-page Show Portrait or Show Preview. (limit one)
APRIL	Food Plant of the Year. The industry's most innovative and technologically advanced plant will be featured in April. Companies supplying the Food Plant of the Year winner, who are a ½-page or larger advertiser in April can profile their products in a special section.
JUNE	New Food Plant Construction Survey. Advertise a ½-page or larger in June and earn a FREE ½-page Supplier Profile. Use this ½-page to describe your company's products and services in more detail.
JULY	Replacement Parts Directory and Food Master Combo. Companies advertising in the July issue of <i>Food Engineering</i> and the 2010 <i>Food Master</i> will receive an additional 10% discount on their earned rate. Companies combining space in both publications will also earn a FREE foot stopper/banner both in print and online.
SEPTEMBER	PROCESS EXPO/PACK EXPO Las Vegas. Companies exhibiting and running a ½-page or larger ad in September earn a FREE ½-page Show Preview.
OCTOBER	Worldwide Food Expo. Companies exhibiting and running a ½-page or larger ad in October earn a FREE ½-page Show Preview.
DECEMBER	Fabulous Food Plants Edition. <i>Food Engineering's</i> editors will take an inside look at several new plant projects. As a supplier to one of these Fabulous Food Plants and a ½-page or larger advertiser in December, you can profile your products in a special section.

2009 CLASSIFIEDS, POSTCARDS & LITERATURE REVIEW

NET RATES

Sample Recruitment and Equipment Display Rates:

AD SIZE	1X	3X	6X	9X	12X
Full Page	\$3,830	\$2,355	\$2,980	\$2,820	\$2,450
1/2 Page	\$1,975	\$1,815	\$1,550	\$1,335	\$1,230
1/3 Page	\$1,335	\$1,180	\$1,005	\$885	\$825
1/4 Page	\$1,005	\$890	\$805	\$725	\$625
1/6 Page	\$650	\$590	\$500	\$450	\$410

Direct Response Postcards

Food Engineering's direct response postcards are a cost-effective way to generate high-quality sales leads. Postcards are bound into the April, July and October issues. Rates: black and white – \$1350 net, 4-color – \$1850 net.

Literature Review

Food Engineering's special Literature Guide will be published in February, May, August, and November. Use this 1/8-4C space to promote your new catalog or product brochure. Program includes a photo of your brochure with 50 words of text. Space is \$685 net.

Classified Rates:

1X	3X	6X	9X	12X
\$145	\$125	\$105	\$85	\$72

Per column Inch/Per Insertion

Rates for Online Classifieds:

1X	3X	6X	12X
\$250	\$200	\$125	\$75

With purchase of print ad

Online only Rates:

1X	3X	6X	12X
\$500	\$350	\$200	\$125

Christin Schrei
Classified Advertising Manager
 Phone: 248-393-4450
 Fax: 248-502-1025
 Email: schreic@bnpmedia.com

Clear Seas Research

What information do you need for success? How will you get this information? Clear Seas Research provides information to improve clients' market position, grow their business and ensure they stay competitive in their industry through insightful, relevant market research. Utilizing the results of custom and syndicated research ensures our clients attain the success they deserve. For details visit www.clearseasresearch.com or contact **Sarah Corp**, 248/786-1625 or corps@bnpmedia.com.



BNP Custom Media – *Single Source Solutions*

BNP Custom Media, combining the power of *Food Engineering's* readership with its expert editorial and design, can create and deliver custom solutions using rich content and innovative media to engage your target market and produce results. Each project is turnkey, measurable, and mapped to your marketing goals and budget. For details contact **Patrick Young**, youngp@bnpmedia.com or **Steve Beyer**, beyers@bnpmedia.com

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BNP MEDIA HELPS PEOPLE
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