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WHQ iS SME?

Mining Engineering, the official publication of the Society for Mining, Metallurgy & Exploration Inc. (SME), enters its 72^{nd} year of continuous publication in 2020. SME is the world's largest professional society in the minerals industry. SME's 13,000 members represent almost 100 countries around the globe and are served by a staff of more than 50 professionals located in Englewood, Colorado, USA.

A member society of the American Institute of Mining, Metallurgical and Petroleum Engineers (AIME), SME's roots date back to 1871 when a handful of coal mining engineers founded AIME. In 1949, AIME began publishing *Mining Engineering* magazine and it is the Official Publication of SME. Since its inception, SME has continued to evolve over the years to stay abreast of industry changes and to reflect the ever-broadening interests of its members.

To better serve the diverse needs of its members, SME is organized into eight distinct divisions: Coal & Energy, Environmental, Health & Safety, Industrial Minerals & Aggregates, Mineral & Metallurgical Processing (MPD), Mining & Exploration, Underground Construction Association (UCA), and Woman's Auxiliary to the AIME (WAAIME). SME divisions play an active role in the Society's governance, serving as a framework for SME's committee structure.

WHAT'S NEW POR 2020

Best of Canada: we're digging deep into seven decades of the *Mining Engineering* archives to present the magazine's finest articles about the dynamic Canadian mining industry – see *p.* **5** for special advertising offers.

Redesigned *Mining Engineering* Website: completely overhauled for an optimal online experience, the



new ME Online offers more latebreaking industry news, insights, and SME information – see *p. 9* for more information.

me.smenet.org

PUB<u>lic</u>ation staft

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CIRCULATION AND READERSHIP

Published by the world's largest professional mining society serving more than 14,000 members, readers and affiliates in more than 100 countries.



PRINT CIRCU<u>IATI</u>ON

Mining Engineering's average circulation figures are based on sworn publisher's statements and the confirmation of the Society for Mining, Metallurgy & Exploration Inc. for the period January 2019 - June 2019. See SRDS Media Source for updated 2020 circulation figures.

Mining Engineering magazine is published monthly. Distribution is global, with a distinct saturation in North America. This respected industry publication has been published continually since 1949 and is the official publication of the Society for Mining, Metallurgy & Exploration Inc., the world's largest professional mining society.

The figures below represent SME members only.

SINESS SECTOR - Individuals:		JOB TITLE - Individuals:	
mining and processing	1,076	Consultant	
nomics	159	Educator	
ucation	553	Engineer	2
vironmental	470	Geologist	6
eology/exploration	717	General manager, vice president	8
overnment	212	Marketing, sales	52
dustrial minerals mining and processing	1,169	Mine, plant manager	67
anufacturing	506	Owner	15
larine mining	39	President, CEO/COO	87
letallurgy	307	Purchasing agent	11
letals mining and processing	3,197	Scientist, researcher	20
nderground construction/tunneling	605	Supervisor, foreman	10
tudent/educational/retired/other	672	Student/retired/other	2,0

Online

Through me.smenet.org, SME members and *Mining Engineering* subscribers have online access to issues of the magazine dating from 1999 to the most recently published edition.

MEDIA BUYING: THE EVIDENCE IS CLEAR

Mining Engineering advertising partners purchase on average more advertising pages than our leading competitors.

- Mining Engineering is distributed to an average of 17,000 global readers every month.
- Mining Engineering's advertising rates are lower than our competitors.
- *Mining Engineering* offers more valuable discounts than our competitors.
- Mining Engineering has published monthly since 1949 and does not double up on months.
- Mining Engineering editorial products are respected, read often, and peer-reviewed.
- Mining Engineering is actively involved in trade shows around the globe.
- Mining Engineering is backed by the world's largest professional mining society, SME.

WHY?

Mining Engineering represents the most engaged and most qualified mining industry target audience for companies seeking to get the ultimate advertising and marketing impact for their investment.

To reach that audience, *Mining Engineering* provides many avenues to extend your marketing budget. Through a variety of printed and electronic publications, *Mining Engineering* offers cost-effective opportunities throughout the year:

Free Repeats of Advertisements: Nothing matches the effectiveness of a two-for-one ad buy, and *Mining Engineering* offers several throughout the year, including in the SME Annual Conference Showguide as well as Coal and Canada editorial sections.

Discounts for Special Sections: Whatever your company specializes in, *Mining Engineering* offers editorial sections – and discount advertising offers – throughout the year to help ensure that your advertising reaches its audience.

Mining Engineering Online: The magazine is available digitally on the first day of each month's publication at me.smenet.org – a variety of options for advertising, from \$500 to \$750 per month, on the magazine's website can help promote product launches or extend brand recognition.

Professional Services Advertisements: At a cost that begins at less than \$23 per month, your ad will appear in each issue of *Mining Engineering* all year long to get your company's name and contact information in front of the magazine's readership.

Mining Engineering Calendar: By appearing in the 2021 *Mining Engineering* monthly calendar, distributed to the magazine's readers and at industry events worldwide, your company will remain top-of-mind for weeks at a time.

Media Review: Have a video or brochure that helps illustrate your products or services? Let *Mining Engineering* readers know about your company's marketing productions with very cost-effective ads printed four times each year.

Web Directory Listings: Drive *Mining Engineering* readers to your company's website and extend brand recognition through descriptive product and services listings in each issue's Web Directory, available at a very modest yearly cost.



2020 EDITORIAL AND ADVERTISING CALENDAR

Surface Mining, SME Preshow Guide					A
Display Ad Discount: 20% on all ads in the Surface Mining section	AME Roundup 2020	Association for Mineral Exploration British Columbia	1/20-1/23/20	Vancouver, British Columbia	
• Display Ad Discount (SME exhibitors only): 25% discount on all ads in the SME Preshow Guide, with free repeat in February's Showguide section and Official Showguide; company logos next to showguide listings just \$250, and all full-page advertisers receive a free polybag insert with distribution at the MineXchange 2020 SME Annual Conference & Expo	George A. Fox Conference	Underground Construction Association of SME	1/28/20	New York City, New York	
 Heavy Equipment, Southwest U.S. Mining, SME Official Showguide, Media Review Display Ad Discount: 20% on all ads in the Heavy Equipment section, plus take an additional 10% off ads placed in September's MINExpo section (total of 35% discount for MINExpo ads) 	MineXchange SME 2020 Annual Conference & Expo	SME	2/23-2/26/20	Phoenix, Arizona	2
 Display Ad Discount: 20% on all ads in the Southwest U.S. Mining section Display Ad Discount: 25% on all ads in the SME Showguide section, with a free repeat in the Official Showguide; company logos next to Showguide listings just \$250 and all full-page advertisers receive a free polybag insert with distribution at the MineXchange 2020 SME Annual Conference & Expo Display Ad Offer: Media Review, full-color media and literature offerings (4x \$1,640; 1x \$800) 	TMS 2020 Annual Meeting & Exhibition	The Minerals, Metals and Materials Society	2/23-2/27/20	San Diego, California	
 Canada, Health & Safety, <i>Tunneling & Underground Construction</i> Special Advertising Offer: All ads positioned in the Canada section will be repeated free in June's Canada section Special Advertising Discount: 20% on all ads positioned in the Health & Safety section, plus take an additional 10% off ads placed in September's MINExpo section (total of 35% discount for MINExpo ads) 	PDAC 2020	Prospectors & Developers Association of Canada	3/1-3/4/20	Toronto, Ontario	
Coal, Precious Metals, Business Profiles, Best of Canada, Vol. I	2020 SME Minnesota Conference	SME Minnesota Section	4/6-4/8/20	Duluth, MN	
 Special Advertising Offer: All ads positioned in the Coal section will be repeated free in July's Coal section Special Advertising Discount: 20% on all ads positioned in the Precious Metals section Display Ad Offer: Free custom editorial for all advertisers in the Business Profiles section Best of Canada, Vol. I – A collection of the best feature articles about Canadian mining from the pages of Mining Engineering; 20% discount with a free repeat in October's Best of Canada publication 					
 Drilling, Annual Review, Media Review, Tunneling & Underground Construction Special Advertising Discount: 20% on all ads positioned in the Drilling section Display Ad Offer: Media Review, full-color media and literature offerings (4x \$1,640; 1x \$800) 	CIM 2020 Convention	Canadian Institute of Mining, Metallurgy & Petroleum	5/3-5/6/20	Vancouver, British Columbia	
 Products & Services Directory – polybagged with May issue of <i>Mining Engineering</i> Special Advertising Offer: 20% discount on all ads in the Products & Services Directory, with a free repeat in the November publication of the Directory All active Mining Engineering advertisers receive a free company listing in the Products & Services Directory 					
 Canada, Engines Display Ad Discount: 20% on all ads in the Canada section or Engines sections, and Engine section placements receive an additional 10% off ads placed in September's MINExpo section Display Ad Discount: 20% on all fractional ads 	North American Tunneling Conference	Underground Construction Association of SME	6/7-6/10/20	Nashville, Tennessee	
 Coal, Industrial Minerals Display Ad Discount: 20% discount on all ads in the Coal or Industrial Minerals sections 	International Ground Control Conference	SME	7/28-7/20/20	Canonsburg, Pennsylvania	
 Crushing & Grinding, Media Review Display Ad Discount: 20% on all ads in the Crushing & Grinding section Display Ad Offer: Media Review, full-color media and literature offerings (4x \$1,640; 1x \$800) 					
MINExpo, Business Profiles, <i>Tunneling & Underground Construction</i> • Display Ad Discount: 25% on all ads in the MINExpo section • Display Ad Offer: Free custom editorial for all advertisers in the Business Profiles section					
 Underground Mining, Best of Canada, Vol. II Display Ad Discount: 20% on all ads in the Underground Mining section Display Ad Discount: 20% on all ads in the Best of Canada, Vol. II publication 	SME Florida Annual Conference	SME Florida Section			
 Conveyors, Media Review, Products & Services Directory Display Ad Discount: 20% on all ads in the Conveyors section Display Ad Offer: Media Review, full-color media and literature offerings (4x \$1,640; 1x \$800) Display Ad Discount: 20% on all ads in the Products & Services Directory 					3.3
Electric Vehicles, Water Management, <i>Tunneling & Underground Construction</i> • Display Ad Discount: 20% on all ads in the Electric Vehicles and Water Management sections, plus take an additional 10% off ads placed in September's MINExpo	SME Arizona Annual Conference	SME Arizona Section		Tucson, AZ	
 Display Ad Offer: Any full-page ad placement outside of the Electric Vehicles or Water Management sections earns a free full-page placement in a 2021 issue of Mining Engineering 	AEMA 125th Annual Meeting	American Exploration & Mining Association			
	 Person Person Person	Hear Y Equipment, Southwest U.S. Mining, SME Official Showguide, Media Review MineX/change SME 2020 Annual Conference & Expp Hear Y A Biologic Control Margin and Minist Conference & Expp MineX/change SME 2020 Annual Conference & Expp Hear Y A Biologic Control Margin and Minist Conference & Expp MineX/change SME 2020 Annual Conference & Expp Hear Y A Biologic Control Margin and Minist Conference & Expp MineX/change SME 2020 Annual Conference & Expp Hear Y A Biologic Control Margin and Minist Conference & Expp MineX/change SME 2020 Annual Conference & Expp Hear Y A Biologic Control Margin and Minist Control Margin and Minist Conference & Expp Minist Conference Minist Conference Minist Control Margin and Minist Conference Minist Control Margin and Minist Conference Minist Control Margin and Minist Control Margin Minist Minist Minist Minist Minist Minist Minist Minis	Name Number of the set of	Interpretation Interpr	Notestime Number of the second o

2020 Advertising Rates

DISPLAY ADVERTISING RATES 2020 - EFFECTIVE JANUARY 1, 2017						
Four color process	1x	Зx	6x	9x	12x	24x
Full page	\$6,280	\$5,960	\$5,960	\$5,290	\$4,970	\$4,570
2/3 page	\$5,090	\$4,850	\$4,850	\$4,580	\$4,330	\$3,760
1/2 page	\$4,450	\$4,240	\$4,240	\$4,040	\$3,840	\$3,340
1/3 page	\$3,420	\$3,300	\$3,300	\$3,160	\$3,030	\$2,670
1/4 page	\$3,160	\$3,050	\$3,050	\$2,920	\$2,820	\$2,460
1/6 page	\$2,710	\$2,610	\$2,610	\$2,530	\$2,440	\$2,180
2 page spread	\$9,250	\$8,690	\$8,690	\$8,160	\$7,620	\$6,530
		Contraction of the local distance	and the second second	and server and		

1x	3x	6x	9x	12x	24x
\$4,840	\$4,480	\$4,140	\$3,830	\$3,540	\$3,280
\$3,620	\$3,370	\$3,120	\$2,890	\$2,670	\$2,470
\$2,980	\$2,790	\$2,580	\$2,390	\$2,210	\$2,040
\$1,970	\$1,830	\$1,690	\$1,560	\$1,440	\$1,330
\$1,710	\$1,580	\$1,460	\$1,350	\$1,250	\$1,160
\$1,240	\$1,150	\$1,060	\$980	\$900	\$830
\$7,760	\$7,230	\$6,690	\$6,190	\$5,620	\$5,200
	\$4,840 \$3,620 \$2,980 \$1,970 \$1,710 \$1,240	\$4,840 \$4,480 \$3,620 \$3,370 \$2,980 \$2,790 \$1,970 \$1,830 \$1,710 \$1,580 \$1,240 \$1,150	\$4,840 \$4,480 \$4,140 \$3,620 \$3,370 \$3,120 \$2,980 \$2,790 \$2,580 \$1,970 \$1,830 \$1,690 \$1,710 \$1,580 \$1,460 \$1,240 \$1,150 \$1,060	\$4,840 \$4,480 \$4,140 \$3,830 \$3,620 \$3,370 \$3,120 \$2,890 \$2,980 \$2,790 \$2,580 \$2,390 \$1,970 \$1,830 \$1,690 \$1,560 \$1,710 \$1,580 \$1,460 \$1,350 \$1,240 \$1,150 \$1,060 \$980	\$4,840\$4,480\$4,140\$3,830\$3,540\$3,620\$3,370\$3,120\$2,890\$2,670\$2,980\$2,790\$2,580\$2,390\$2,210\$1,970\$1,830\$1,690\$1,560\$1,440\$1,710\$1,580\$1,460\$1,350\$1,250\$1,240\$1,150\$1,060\$980\$900

CLASSIFIED ADVERTISING RATES 2019 (NET)

\$600

\$500

\$370

1/3 page

1/4 page

1/6 page

2 page spread

Four color process	1x	Зx	6x	9x	12x	24x
Full page	\$1,890	\$1,800	\$1,750	\$1,620	\$1,510	\$1,410
2/3 page	\$1,530	\$1,460	\$1,410	\$1,310	\$1,230	\$1,140
1/2 page	\$1,330	\$1,270	\$1,240	\$1,180	\$1,080	\$990
1/3 page	\$1,030	\$980	\$960	\$920	\$820	\$740
1/4 page	\$960	\$900	\$880	\$840	\$760	\$670
1/6 page	\$810	\$780	\$760	\$750	\$670	\$580
2 page spread	\$2,780	\$2,640	\$2,560	\$2,320	\$2,220	\$2,130
	24				S.	
B & W/Grayscale	1x	Зx	6x	9x	12x	24x
Full page	\$1,450	\$1,370	\$1,330	\$1,250	\$1,160	\$1,060
2/3 page	\$1,090	\$1,030	\$1,010	\$920	\$880	\$790
1/2 page	\$900	\$860	\$830	\$750	\$730	\$640

\$570

\$480

\$350

\$560

\$470

\$340

\$470

\$410

\$290

\$2,330 \$2,230 \$2,160 \$2,060 \$1,870 \$1,790

Premium Positions

In addition to space and color charges:
Pages 3, 5 & 7 or
Guaranteed right-hand page \$250
Inside front or inside back cover \$500
Back cover\$1,000

Discounts And Offers

First-time advertisers receive an additional - 10% discount on the gross rate of their first placement. Discounts shown apply to the gross rate before agency discount _ and cannot be combined with any other discounts except the 10% first-time advertiser discount. Frequency rates must be earned before use and may not be taken _ in advance. Right-hand page placement for ads is generally available but not guaranteed unless a premium position surcharge is part of the advertising order. Free polybag inserts, from advertiser-supplied product, - are specified for quantity, weight and size by the publisher. All discounts and offers taken must be shown on the signed insertion order - prepared by SME sales representatives.

Other Rates And Information

All rates are payable in US funds only.
Payment for display ads is by credit card,
wire transfer or invoice, with invoicing at 30-day net the standard payment model.
Credit card prepayment is required for all classified, professional services, web directory and online advertising. Advertising agency commission discount to recognized
agencies only, with supplied press ready files, with no alterations on all regular section
display ads. Signed SME insertion orders are required for all placements.

Classified

\$370

\$310

\$210

\$450

\$370

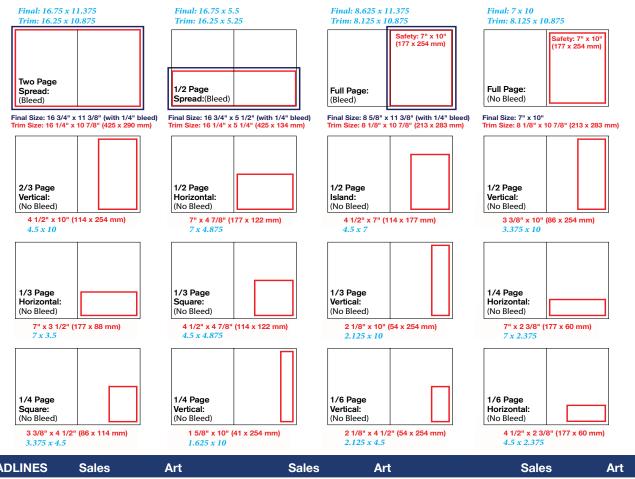
\$250

Classified rates listed are for general classified section placement and guaranteed placement is not available due to production and layout parameters. No spot or Pantone inks on classified ads. Basic typesetting and ad creation offered at no additional cost from advertiser supplied materials. Column-inch ads are not available. Credit card prepayment is required for all classified order bookings. Frequency rebates and agency discounts do not apply on classified ads. Word counts, below, will accommodate one small logo.

Classified advertising word counts

Full page750 words
2/3 page 500 words
1/2 page 250 words
1/3 page 200 words
1/4 page 150 words
1/6 page 100 words
2 page spread 1,500 words





9 May	4/7/20	4/14/20	September	8/4/20	8/11/20
					0/11/20
) June	5/5/20	5/12/20	October	9/1/20	9/8/20
) July	6/2/20	6/9/20	November	10/6/20	10/13/20
) August	7/7/20	7/14/20	December	11/3/20	11/10/20
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Print Advertising Materials Specifications

File Preparation – Display Ads: Images/logos (before placing into native file): Size each original image to match the size it will appear in the final ad file. Convert all images to CMYK or grayscale and do not use spot colors, RGB, LAB, or ICC color profiles. Images/logos must be a MAXIMUM of 300 dpi resolution before placing into the ad file. Use only Type 1 fonts – no TrueType fonts or font substitutions. It is vital to prepare your images correctly to ensure your final PDF file will be small enough to email to **Mining Engineering** and to ensure optimal reproduction.

File Preparation – Logos: Logo art must be CMYK or grayscale. Size each logo to a maximum of 2" or 50.8 mm wide. Convert all logo art to CMYK or grayscale and a MAXIMUM of 400 dpi resolution. Convert EPS, AI, CDR, PSD, CPT, etc., to PDF. TIFs or JPGs are also acceptable, but their quality is sometimes inferior to PDF.

Export to PDF: Export to PDF with fonts and images/logos embedded. Provide PDF/X-1a or PDF/X-4:2008 file. Include crop marks only for ads intended to bleed. Do not send full color ad files for black and white reproduction to ensure optimal reproduction. The final PDF, if properly prepared, should not exceed 1-2MB, a file size accommodated by most email servers.

Send PDF: All ad files are to be emailed to goering@smenet.org. An exception is made if your file is very large (but file must be

under 25MB); please contact your advertising representative or goering@smenet for FTP instructions.

Magazine Printing: Web printing, perfect binding.

Technical Support: Advertisers or designers with questions about the preparation or reproduction of advertising in *Mining Engineering* may contact the magazine's media manager for technical and/or prepress assistance, goering@smenet.org.

SME and *Mining Engineering* mailing list rentals available by calling +1-800-708-5478 x3262. All publication pages, including advertising, appear at me.smenet.org.

ALSO SEE SRDS PRINT MEDIA SOURCE, www.srds.com.

Send all correspondence, contracts, insertion orders, and ad materials to:

Ken Goering, Media Manager, SME Publications 12999 E. Adam Aircraft Circle, Englewood, CO 80112 USA goering@smenet.org, telephone: +1-303-948-4243, fax: +1-303-973-3845. Inserts, stickers, bellybands, reprints, trade show

distribution, specialty advertising: call for specifications.

All advertising in the print and online editions of *Mining Engineering* is subject to publisher's approval. SME reserves the right to reject any advertisement or space reservation.

MARKETING AND ADVERTISING OPPORTUNITIES

Premium Positions

Best position advertising on a cover or in the first few pages captures immediate reader attention. These rates are in addition to the earned frequency rate.

PREMIUM	
Pages 3, 5 or 7 or guaranteed right-hand placement	\$250
Inside front cover or inside back cover	\$500
Back cover	\$1,000
CENTER SPREAD	

Center Spread Pullout	\$6.000

Take center stage with a pullout, center fold/poster of your product.

 Business Profiles, April & September Editions — With the purchase of any size ad 1/4 page or larger, at regular price in this section, receive a matching size custom advertorial to complement your ad. Preformatted section is created from your supplied copy and images at no additional cost.
 First-time Advertiser Discount — First-time advertisers receive an additional 10% discount on the gross rate of

Magazine Bellybands — Magazine wrap on any show-related issue, for bonus distribution only. From customer-supplied stock or custom printed, based on custom quote.
Magazine Inserts, All Editions — High-visibility insert positions are available in any issue, in a position of your

choice, from customer-supplied inserts and based on custom quote.

• Magazine Mail Lists — Available through a third-party resource at very affordable prices.

• Magazine Polybag Inserts, January and February Editions — All full-page advertisers earn a free insert position in polybagged issues, from customer-supplied inserts.

• Media Review, February, May, August and November Editions — For a very low annual cost - \$1,640 net – offer a company CD or literature to readers four times a year. A onetime insertion is \$800 net. Preformatted section is created from supplied copy and images at no additional cost.

• **Products & Services Directory** — All *Mining Engineering* advertisers earn a free company listing in this May publication. Display ads in this publication are discounted by 20% and color logos are available for \$250. This publication will be a stand-alone directory for year-round reference by buyers worldwide and distributed at the events listed on page 5; the publication will also appear on the *Mining Engineering* website for one year.

• **Trade Show Distribution** — Distribution at trade shows reaches attendees who have come to get the best industry information available. Extend your advertising message – choose the trade shows that reach your target audience.

• Tunneling & Underground Construction (T&UC)

Supplement – T&UC sections appear in March, May, September and December issues.

• Web Directory and Professional Services Sections — Choose Web Directory listings or Professional Services display ads in every issue of ME for one low price. Priced starting at \$275 for a full-year program.

• *Mining Engineering* Online — *Mining Engineering* is available online at me.smenet.org, where current and archive issues are available to all SME members and ME subscribers, a total audience of more than 15,000 mining industry professionals worldwide. Online advertising space, beginning at \$500/month, is available by contacting your advertising representative.

To become an SME member (and receive *Mining Engineering* magazine free) or to subscribe to *Mining Engineering* – both options include full website access — contact SME customer service at cs@smenet.org or +1-800-763-3132.



ME Online – Completely Redesigned!

Thousands of people visit the *Mining Engineering* website, me.smenet.org, each month - and the site has been redesigned to be mobile-friendly and attract even more visitors with daily updates, serving as the go-to resource for industry news. When the online version of each issue of Mining Engineering is posted to the site on the first day of each month, every SME member and magazine subscriber receives an email notification of its availability. Whether you're promoting a new product or looking for ways to improve brand awareness, advertising on ME Online provides effective and measurable methods of getting your company in front of thousands of online readers each month. Contact your advertising representative to discuss the variety of size and placement options.

me.smenet.org

Advertising works! Contact us to reserve space today!

ADVERTISING STAFT

United States, Northwest, Central

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Society for Mining, Metallurgy & Exploration Inc. 12999 E. Adam Aircraft Circle Englewood, CO 80112 USA

Publisher of:

Mining Engineering Tunneling & Underground Construction

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