

Plant & Works

www.pwemag.co.uk

Engineering

The industry's voice since 1981

■ ONLINE ■ PRINT ■ DIRECT

The complete marketing solution



2016 MEDIA INFORMATION

Official supporters:



CIRCULATION PROFILE

Plant&Works

Engineering

Your efficient route to market

Plant & Works Engineering offers the advertiser the best value for money when targeting decision makers within the UK industrial maintenance market with a strong circulation that is current and relevant; and reflective of the size of the market:

Spend your advertising budget wisely

Current and Qualified

PWE's Circulation is 100% Controlled and 100% individually requested* offering current and relevant value and delivering your target audience.

- All issues are sent to a qualified job function
- All copies have been requested by named individuals
- Extra circulation in most issues at the industry's leading events - see Editorial Calendar

*Verified by Audit Bureau of Circulations www.abc.org.uk
Current certificate for Jan – Dec 2013 period
confirms a 10,032 average circulation.



ABC circulation 10,032 - Reflective of size of the UK market with a further 5,000+ subscriptions to the digital version

Did you know...?

Major manufacturing nations' leading titles:
Germany, Instandhaltung - 12,000 circulation (controlled)
Italy, Manutenzione - 9,000 circulation (controlled)

- SALES DIRECTOR **Stuart Humphrey**
01732 370342 –
stuart.humphrey@dfamedia-energy.co.uk
- SALES EXECUTIVE **Becky Coleman**
01732 370340 –
becky.coleman@dfamedia.co.uk
- EDITOR **Aaron Blutstein**
01732 370340 – aaron.blutstein@dfamedia.co.uk

CIRCULATION BY JOB TITLE

Directors	
Managing.....	687
Works/Plant/Maintenance.....	602
Manufacturing.....	311
Operations/Production.....	358
Others.....	90
Total.....	2048

Managers

Works/Plant/Maintenance.....	1595
Manufacturing.....	382
Operations/Production/Technical.....	622
General/Engineering/Factory.....	972
Facilities/Estates/Energy.....	646
Warehouse/Stores/Logistics.....	377
Purchasing.....	170
Health and Safety/Training.....	927
Project.....	224
Others.....	91
Total.....	6006

Engineers

Chief/ Works/Plant/Maintenance.....	851
Manufacturing/Production/Process.....	473
Mechanical/Electrical.....	114
Facilities/Energy/Site Service.....	174
Project.....	307
Others.....	59
Total.....	1978

Overall Total..... 10,032

CIRCULATION BY BUSINESS ACTIVITY

Mining and quarrying.....	201
Food/Drink/Tobacco.....	1496
Basic Metals & Fabrication.....	908
Wood & Wood Products.....	215
Leather & Leather Goods.....	70
Transport, Communication & Banking.....	144
Hotel & Restaurants.....	137
Pulp, Paper Products, Printing.....	491
Construction.....	125
Mechanical Engineering.....	1047
Non-metallic Mineral Products.....	220
Rubber & Plastics.....	750
Textile.....	224
Electrical/Electronic Engineering.....	885
Motor Vehicle & Parts.....	277
National & Local Government.....	588
Chemicals & Pharmaceuticals.....	737
Coke, Refined Petroleum Products.....	122
Electricity/Gas/Water Supply.....	371
Machinery Manufacture.....	336
Other Transport Equipment.....	141
Other Manufacturing Industry.....	510
Other.....	37

CIRCULATION BY COMPANY (Employee size)

1 - 99.....	3708
100-199.....	2008
200 - 499.....	2238
500 - 999.....	793
1000+.....	1285
Total Circulation.....	10,032

*Data provided by DFA Media

Promote a prominent image to the market

Plant & Works Engineering Display Advertising gives your company the opportunity to promote a prominent and distinct image to the market.

- Proven sales lead generator
- Ability to time your promotion throughout the year
- Target 10k+ qualified professionals in the industrial maintenance industry
- Be seen amongst main players in the market
- Full colour production
- Plan promotion to coincide with relevant topics – see Editorial Calendar 2016
- Create or sustain profile(s)



MOTION & CONTROL
NSK

PARTNERSHIP BASED ON TRUST -
AND TRUST BASED ON QUALITY

Bearings for industrial gears: striking the right balance between speed and controlled motion

All the components of a gearbox have to be resistant to fatigue at the desired torque and speed. Other important considerations include strong life, a compact design and quiet running, none of them more performance. NSK's extensive product portfolio is designed with individual applications and specific functional requirements in mind.

NSK - one of the world's leading manufacturers of bearings and linear systems. A premium brand since 1916.
To find out more about NSK, visit www.nskgroup.com or call us on +44 (0) 123 655 123

NSK Europe Ltd, Northern Road, Newark, Nottinghamshire NG24 2F info@nsk.com



EcoDesign transformers from Schneider Electric

From 1st July it will not be possible to manufacture transformers that do not comply with the EcoDesign regulations.

If it is a fluid filled or a cast resin transformer we can design and manufacture it to your specification. Or, if you wish we have fluid filled transformers in stock ready for immediate delivery.

With a UK manufacturing location backed by a large industrial world-wide platform, we offer the versatility and flexibility to be able to deliver any type of fluid filled, cast resin or package substitution to meet your needs, all from one trusted partnership with Schneider Electric.

- More than 80 years experience
- Over two million transformers installed world-wide
- Proven technology, constantly enhanced in our competence centres
- Designed with efficiency in mind and manufactured to the EcoDesign regulations

To find out more about EcoLosses:
Visit: SEreply.com and enter Keyword: **67884p**

Schneider Electric



First class travel... UPN

...is about moving faster than your competitors

We are the fastest growing palletised freight network in the UK.

With a real focus on service, quality and efficiency
Providing a local service within a national and European network.

We are proud to have the industries most advanced IT systems with real time track and trace

To find out more about what UPN can do for your business call us now on 0844 833 0300

First class travel for palletised freight www.upn.co.uk

Insertion rates

Display adverts	1	6	12
Double Page Spread	£3500	£3315	£3130
Full Page 4 Colour	£1995	£1890	£1785
Junior Page 4 Colour	£1800	£1755	£1710
Half Page 4 Colour	£1100	£1045	£990
Quarter Page 4 Colour	£595	£570	£545

Cover Premium
Inside Front +25% Outside Back +30%

ONLINE PROMOTIONS

Plant&Works

Engineering

Be seen on www.pwemag.co.uk

Plant & Works Engineering is the leading site for the plant, works and maintenance market

- Average 6500+ Unique users per month, 42000+ page impressions per month
- Breaking news stories on business, legislation and relevant products unique to www.pwemag.co.uk
- News on up and coming events, industrial maintenance, handling & storage, energy efficiency and health & safety markets
- Buyers' Guide online – the digital replication of PWE's printed version – the most comprehensive and easy to use guide for the works & maintenance market
- The best features and application stories from recent issues of PWE
- Extensive marketing through in house titles and optimum websearch

For more information please contact the sales team on
Tel: +44 (0) 1732 370342 - +44 (0) 1732 370340
Email: stuart.humphrey@dfamedia-energy.co.uk
becky.coleman@dfamedia.co.uk

Online rates

Video of the Month

Your chance to profile your company video

Unique chance to promote your company video or case study from £400 per month

Banner Advertising

Banner Type	Advert Position	Maximum Size	Monthly Price
Headline	Top of website	950 x 125 pixels	£450.00
Extended	Above latest features	470 x 134 pixels	£300.00
Box	Side	300 x 189 pixels	£375.00
Box	Side	300 x 200 pixels	£275.00
Box	Side	300 x 100 pixels	£200.00
Box	Side	125 x 125 pixels	£150.00
Product of the month		565 x 280 pixels	£400.00



Headline Banner



Extended Banner



150 Box



300x189 Box

Simplify your life cycle with MiCOM!



Learn more >

Schneider Electric

Video Corner



eNewsletter Plant & Works Engineering

The PWE emailed newsletter reports on the latest industrial news and product information from around the UK and rest of the world, providing a wealth of information for engineering professionals.

- Leading source of news and product information for the UK maintenance and industrial sectors.
- High-exposure to over 10,000 subscribers.
- Sponsorship positions.
- Opportunity to promote your company's products and services to a large audience of key decision makers throughout the UK industrial arena.
- Click through facility to chosen webpage.
- Read by key engineering professionals often on mobile devices.



To book your newsletter contact Nicola Crawley
Tel: 01732 370 340 - Mail: nicola.crawley@dfamedia.co.uk

eNewsletter

Newsletter Rates:

Banner Type	Position	Size	Monthly Price
Headline	Top of Newsletter	672x85 Pixels	£450
Side	Right Hand Column	150x280 Pixels	£275
Box Banner	Right Hand Column	125x125 Pixels	£150
Skyscraper	Right Hand Column	120x600 Pixel	£400

Feature your latest product on the newsletter with full press release included on www.pwemag.co.uk
Cost: £105 per insertion

Proven sales lead generator

Drive traffic and interest to your website and product

Target your campaign from a pool of 80k+ named individuals across DFA Medias engineering titles

Drives & Controls

Hydraulics & Pneumatics
THE JOURNAL OF FLUID POWER AND SYSTEMS

Plant & Works
Engineering

Aftermarket

POWER
ELECTRONICS
EUROPE

OFFSHORE DESIGN & ENGINEERING EQUIPMENT

PROCURE • BUILD • UPGRADE • MAINTAIN www.offshoreeuropejournal.com

Select from:

- Job Function
- Areas of Interest
- Geography
- Company Size

Select from E-Cast, Postal or Telephone.

- Target your campaign to the second, direct to you clients
- Ability to interrogate results and measure campaign
- Plan for future programs with confidence



Media E-Cast rate

Price: **£395.00 per thousand**

Telephone Campaign

Generate current interest to your company product

Price: **On application**

For more information please contact
Ian Atkinson
t: 01732 370340 f: 01732 360034
e: ian.atkinson@dfamedia.co.uk

SOURCE APPOINTMENTS

Plant & Works Engineering

Are you seeking a professional?

Are you seeking a Professional within the Works and Maintenance Industry?

PWE offers a great platform to source experienced professionals within the works and maintenance industry.

PWE Appointments offers you:

- Over 30,000 readership. Works and Maintenance Engineers, Chief of Works – Consultants, Higher Education, Design Engineers, Sales, R&D, Marketing Management
- The most cost effective way to recruit in industry
- Every appointment advert booked direct and within PWE Magazine is placed on our website free of charge for 28 days from publication
- Editorial coverage of the latest appointments within new 'Training & Career Development' section
- Special long-term options for recruitment agencies
- Contact: Becky Coleman on 01732 370340
becky.coleman@dfamedia.co.uk

RYCO JOIN THE WINNING TEAM

OPPORTUNITIES IN AUSTRALIA

- Mobile Connector Specialists
- Sales Opportunities
- Technical / Engineering Roles
- Business Opportunities

Celebrating 65 years, RYCO continues to be a world class leader in the manufacture and supply of hydraulic hose and fittings around the world. Successful companies require quality people. RYCO continues to pursue and develop quality people across all business locations. Privately owned, RYCO offers an innovative and vibrant working environment for our people. RYCO Australia is looking for quality people with experience in the above positions to 'Join The Winning Team'.

If you are interested in becoming a member of the RYCO team please forward your CV and covering letter to hr@ryco.com.au
To learn more about RYCO visit our website www.ryco.com.au

DOLD

Field Sales Engineer Midlands / North of England

We currently have a vacancy for an experienced Field Sales Engineer with a sound working background in electrical controls, to promote our range of Safety Relays, Monitoring Relays, Trips and Motor Control Products. The preferred candidate will be a proactive professional team player with 10 years' experience in a related product range and must possess excellent negotiation skills. We offer a competitive remuneration package and company car.

Please forward your CV and covering letter to: hr@dold.co.uk
STRICTLY NO AGENCIES

Business Development Manager - Hydraulics

UK based - SEWERSIDE/LANCASTER

Successful manager with 10+ years' experience in the hydraulic industry. The role involves identifying and securing new business opportunities, managing existing accounts, and providing technical support to customers. The candidate should have a strong background in hydraulic systems and a proven track record in sales and business development.

FLOTECH
EXCEEDING EXPECTATIONS

On Target Recruitment Ltd

Central Systems & Automation Ltd

SOFTWARE DEVELOPERS, SOFTWARE ENGINEERS AND CONTROL SYSTEM ENGINEERS

Applications welcome from experienced software developers, software engineers and control system engineers. The role involves designing, developing, testing, and maintaining software applications for industrial control systems. The candidate should have a degree in a relevant field and several years of professional experience.

Autostore

F.T.N. Parker

Senior Engineer - Technical Support

As Senior Engineer - Technical Support you will be a key member of a support team providing technical support to our customers. The role involves diagnosing and resolving technical issues, providing training and support to customers, and maintaining accurate records of all support activities. The candidate should have a degree in a relevant field and several years of professional experience.

Parker

Parker Hannifin Ltd has an exciting opportunity for an experienced **Senior Engineer** to join the expanding Engineering team. The successful candidate must have the benefit of the following attributes:

- 5+ years' experience in a related role
- Proven track record in a similar role
- Excellent communication skills
- Strong technical background
- Ability to work independently
- Excellent customer service skills
- Ability to work in a fast-paced environment
- Ability to work in a team

Insertion rates

Full Page	£1475	Half Page	£815
Quarter Page	£495	Eighth Page	£304

One month online £250

Colour insertions + 20%

Don't forget to include:

- Company name (if required)
- Job Title
- Salary and Benefits
- Key Responsibilities
- Attributes
- Contact Details

PRODUCTS & SERVICES AND EDITORIAL SPOTLIGHTS

Plant & Works

Engineering



Looking for additional ways to promote your company?

Products & Services Directory

Products & Services Directory offers you:

- Continued presence in the UK's only dedicated journal for the Works Maintenance Industry
- Quick and effective reader reference
- Full colour listing
- Heading of your choice
- Multiple entry options available
- Cost effective sales lead generation
- 12 month schedule

Products & Services rates

Standard entry:	7cm x 1 col	£395.00
Extended entry:	10cm x 1 col	£570.00

Editorial Feature Spotlights

Have your product, website, news or application story included in *Plant & Works'* Editorial Spotlight pages

- Monthly selection by the Editor
- Full colour image plus 100 words of text
- Full contact details

Editorial Spotlight rates

£105.00 per insertion

For more information please contact the sales team on
Tel: +44 (0) 1732 370340 Fax: +44 (0) 1732 360034
Email: nicola.crawley@dfamedia.co.uk

PRODUCTS AND SERVICES DIRECTORY

TESEO
Aluminium Pipework
HBS and AP Modular
Aluminium Pipework

- COMPRESSED AIR
- VACUUM
- NITROGEN
- FLUIDS
- OILS
- INERT GASES
- RATED TO 15 BAR

20 Year Warranty
Available in the following sizes:- 20, 25, 32, 40, 50, 63, 80 and 110mm

TESEO UK
Tel: 08701 672150
Fax: 08701 672151
E-mail: info@teseouk.co.uk
Web: www.teseouk.co.uk

16 Maintenance Matters

Finalists announced

The winners of the 2014 Plant & Works Maintenance Matters competition have been announced. The winners are: Best Maintenance Practice: JCB; Best Maintenance Product: JCB; Best Maintenance Service: JCB.

Prevention rather than cure

Prevention is the key to reducing maintenance costs. Regular maintenance can prevent major breakdowns and extend the life of your equipment.

Cost-efficient enclosures

Enclosures protect your equipment from dust, dirt, and weather. They also improve safety and reduce noise.

Largest book unveiled

The largest book in the world has been unveiled. It contains information on a wide range of topics, including science, history, and geography.

New generation of gutter cleaners

New gutter cleaners are designed to be more efficient and easier to use. They can clean gutters in less time and with less effort.

Industrial floor tour

An industrial floor tour provides a unique opportunity to see how a factory or plant operates. It can be a valuable learning experience for students and professionals alike.

PRODUCTION DETAILS

Plant&Works

Engineering

Mechanical data

DOUBLE PAGE SPREAD

Bleed: 303 x 432
Trim: 297 x 420
Type: 264 x 386

FULL PAGE

Bleed: 303 x 216
Trim: 297 x 210
Type: 264 x 178

JUNIOR PAGE

Type: 190 x 130

HALF PAGE HORIZONTAL

Bleed: 152 x 216
Trim: 146 x 210
Type: 124 x 178

HALF PAGE VERTICAL

Bleed: 303 x 110
Trim: 297 x 104
Type: 264 x 87

HALF PAGE DOUBLE PAGE SPREAD

Bleed: 149 x 432
Trim: 146 x 420
Type: 124 x 386

QUARTER PAGE

Standard: 124 x 87
Horizontal: 59 x 178
Vertical: 264 x 43

THIRD PAGE

Horizontal: 59 x 178
Vertical: 264 x 56

(Depth x width mm)

LOOSE AND BOUND INSERTS

Please contact Ewa Hodden on ewa.hodden@dfamedia.co.uk for mechanical data

Folding or extra cutting/trimming of inserts will be charged at cost.

SPREAD GUTTER LOSS

For both double page spreads and half page spreads, allow for 6mm perfect binding gutter loss (3mm per page) in bleed size.

MATERIAL REQUIREMENTS

Advertising copy can be supplied as QuarkXpress or InDesign files (including all support files and fonts), high-resolution, press-optimized pdf, eps, tiff or jpg files. All graphics should be supplied at 300dpi at size to be used. All colours should be CMYK or grayscale for mono.

Please also supply a colour proof to the address below as we cannot be held responsible for any colour variations otherwise.

CANCELLATIONS

Cancellation: 4 weeks preceding the publication date.

Any queries, regarding supply of material, reproduction, etc., please contact our Production Manager.

Tel: +44 (0) 1732 370340
Fax: +44 (0) 1732 360034
Email: ewa.hodden@dfamedia.co.uk

DFA Media Ltd
192 High Street
Tonbridge
TN9 2BL



2016 PRODUCTION / PUBLISHING DATES

ISSUE	EDITORIAL	ADVERTISING	PUBLISHING DATE
FEBRUARY	8 JANUARY	15 JANUARY	29 JANUARY
MARCH	8 FEBRUARY	15 FEBRUARY	29 FEBRUARY
APRIL	12 MARCH	19 MARCH	1 APRIL
MAY	12 APRIL	19 APRIL	3 MAY
JUNE	13MAY	20 MAY	3 JUNE
JULY	13 JUNE	20 JUNE	4 JULY
AUGUST	16JULY	23 JULY	5 AUGUST
SEPTEMBER	16 AUGUST	23 AUGUST	6 SEPTEMBER
OCTOBER	16 SEPTEMBER	23 SEPTEMBER	7 OCTOBER
NOVEMBER	20 OCTOBER	27 OCTOBER	10 NOVEMBER
ANNUAL BUYERS GUIDE	25 NOVEMBER	2 DECEMBER	16 DECEMBER

Plant & Works Engineering Editorial Programme 2016

2016	MAINTENANCE MATTERS	PROCESS, CONTROLS & PLANT	ENERGY, THE ENVIRONMENT & WATER	SPECIAL FOCUS	FEATURED EXHIBITION'S
February	Thermal Imaging Condition Monitoring	Boilers, Burners, & Controls Industrial Cooling	Drives, Motors, & Controls	Handling, Storage, & Logistics Training & Recruitment	Southern Manufacturing
March	Seals, Bearings, & Lubrication CMMS/Asset Management	Compressed Air, Vacuum & Generators Industrial Services/HVAC	Pumps & Valves	Health & Safety Premises & Facilities Management	Hannover Fair PAM Preview
April	Thermal Imaging Condition Monitoring	Drives, Motors, & Controls Boilers, Burners, & Controls	Water & Waste Management	Handling, Storage, & Logistics Production Engineering	Sustainability Live PAM/Air-Tech Show Catalogue
May	Seals, Bearings, & Lubrication CMMS/Asset Management	Compressed Air, Vacuum & Generators Pumps & Valves	Environmental Services	Health & Safety Training & Recruitment	
June	Thermal Imaging Maintenance Strategy	Boilers, Burners, & Controls Industrial Services	Heating, Ventilation, & Air Conditioning	Handling, Storage, & Logistics Premises & Facilities Management	Safety & Health Expo
July	Condition Monitoring Inspection, Maintenance, & Repair	Compressed Air, Vacuum & Generators Drives Motors, & Controls	Pumps & Valves	Health & Safety Production Engineering	
August	Thermal Imaging CMMS/Asset Management	Boilers, Burners, & Controls	Drives, Motors, & Controls	Handling & Storage	The Energy Event
September	Seals, Bearings, & Lubrication Maintenance Strategy	Pumps & Valves Industrial Services/HVAC	Boilers, Burners, & Controls	Premises & Facilities Management Health & Safety	
October	Condition Monitoring CMMS/Asset Management	Boilers, Burners & Controls Industrial Cooling	Heating, Ventilation, & Air Conditioning	Production Engineering Handling Storage, & Logistics	
November	Thermal Imaging Inspection, Maintenance, & Repair	Drives, Motors, & Controls Pumps & Valves	Compressed Air, Vacuum & Generators	Training & Recruitment Health & Safety	
Annual Buyers Guide	Seals, Bearings, & Lubrication CMMS/Asset Management	Industrial Services	Energy Management	Premises & Facilities Management Handling, Storage & Logistics	
PWE Annual Buyers' Guide 2017 Issue					

Over
13,000
visitors



Over
350
exhibitors



Three day
seminar
programme



Seven
shows under
one roof

Plant & Asset Management 2016

Plant & Asset Management, which enjoyed its highly successful inaugural outing in 2012, is a show dedicated to all aspects of the management and maintenance of physical assets. The exhibition provides an ideal opportunity for maintenance professionals to see first-hand the latest products and services all at one event. On offer will be everything from condition monitoring systems, facilities management solutions and maintenance management software, together with training, contract maintenance and consultancy services. Visitors to the event will include chief, plant, works, maintenance, mechanical, electrical, production engineers and managers, plus professionals responsible for their company's health & safety, training, logistics, facilities management, operations and factory management. Running concurrently with the exhibition will be a series of technical seminars covering a diverse range of topics that will be of interest and value to plant, maintenance and asset management professionals.

www.maintenanceuk-expo.com

12-14 APRIL 2016 - NEC BIRMINGHAM

To discuss exhibiting contact:

Stuart Humphrey t: +44 (0) 1732 370342

e: stuart.humphrey@dfamedia-energy.co.uk

Becky Coleman t: +44 (0) 1732 370340

e: becky.coleman@dfamedia.co.uk

