

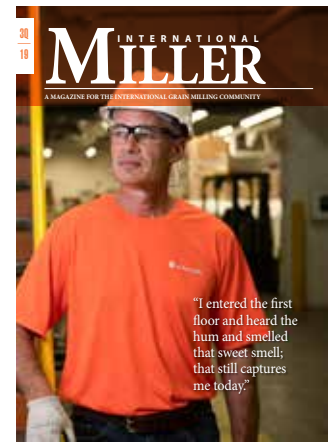
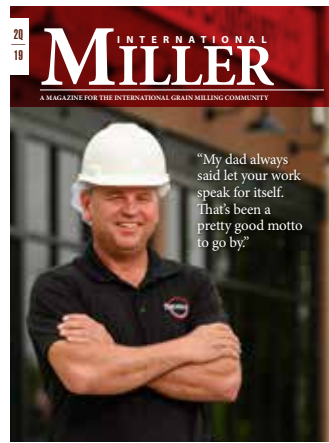


INTERNATIONAL ASSOCIATION OF OPERATIVE MILLERS

2020 MEDIA GUIDE

MILLER

A MAGAZINE FOR THE INTERNATIONAL GRAIN MILLING COMMUNITY



ANNUAL MEMBERSHIP DIRECTORY



WWW.IAOM.INFO



The International Association of Operative Millers (IAOM) is sought after as a resource by milling professionals throughout the world. As IAOM members will often buy from other IAOM members and suppliers, they understand the value of what the association represents.

Through IAOM's publications, you can expand your marketing visibility and build strategic alliances.

ABOUT THE DIRECTORY

The *IAOM Membership Directory* is one of your primary sources for contact information in the milling industry – providing complete listings of milling professionals and equipment and service suppliers at hand. It is one of the most effective advertising tools, since it works on your behalf throughout the entire year. The Directory is sent to more than 1,700 members and is distributed to new members monthly as they join IAOM.

Also included in the 200+ page Directory, is the IAOM Equipment and Service Reference Guide – where the services and products of our Directory advertisers are conveniently divided into more than 60 category listings, from agitators to valves.

2020 ADVERTISING PLANNING CALENDAR

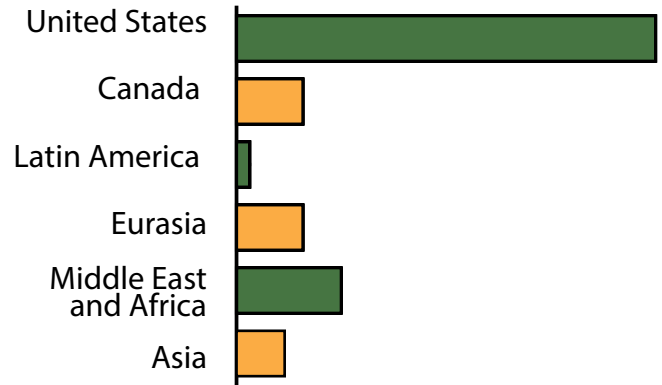
Advertising space reservation.....November 15, 2019
 Advertising materials due.....November 30, 2019
 Scheduled Release.....February 2020

2020 DIRECTORY AD RATES

4-COLOR ADS	IX
2-Page Spread	\$2,250
Back Cover	\$1,700
Front Inside Cover	\$1,450
Back Inside Cover	\$1,450
Full Page (4.5"x7.5")	\$1,350
1/2-Page (4.5"x3.75")	\$1,050

KEY STATISTICS

Circulation: 1,700*
 Frequency: *International Miller* - quarterly
IAOM Membership Directory - annually
 Distribution: Milling professionals located in 90 countries. Chart shows regionally distribution as a percentage of the total.



*Circulation increased for distribution at North American conference.

ABOUT THE MAGAZINE

The *International Miller* is an expanded, quarterly version of IAOM's traditional Technical Bulletin. Its editorial mix of technical articles, features and departments provides milling professionals with strategic information on how to effectively manage their plant operations. Feature articles highlight the individual miller with the larger picture of the industry. Departments cover the milling professional's informational needs in technology, management, safety, sanitation, maintenance and plant operations.

IN EVERY ISSUE

Our editorial content will feature relevant information on a variety of issues including:

- Industry Leader Profiles
- Product and Service Innovations

REGULAR DEPARTMENTS

- IAOM News
- IMEF Update
- Employee Management
- Facility Management
- Product Protection
- Technical Operations
- Innovations
- Beyond the Mill

2020 EDITORIAL AND ADVERTISING PLANNING CALENDAR

1ST QUARTER 2020

123RD ANNUAL CONFERENCE PREVIEW

Advertising space reservation.....January 15, 2020
 Advertising materials dueJanuary 22, 2020
 Scheduled Release.....March 2020

2ND QUARTER 2020

123RD ANNUAL CONFERENCE WRAP-UP

Advertising space reservation.....May 14, 2020
 Advertising materials due.....May 28, 2020
 Scheduled Release.....June 2020

3RD QUARTER 2020

DISTRICT CONFERENCE UPDATES

Advertising space reservation.....July 13, 2020
 Advertising materials due.....July 20, 2020
 Scheduled Release.....September 2020

4TH QUARTER 2020

DISTRICT AND REGION CONFERENCE UPDATES

Advertising space reservation.....October 8, 2020
 Advertising materials due.....October 15, 2020
 Scheduled Release.....December 2020

International Miller reserves the right to modify its editorial calendar without notice.

2020 IM Ad Rates

4-COLOR ADS	1X-2X	3X-4X
2-Page Spread	\$1,450	\$1,200
Back Cover	\$1,275	\$1,100
Front Inside Cover	\$1,125	\$975
Back Inside Cover	\$1,125	\$975
Full Page	\$750	\$675
1/2-Page	\$525	\$450
1/3-Page	\$450	\$400

Guaranteed Special Positions: 10% premium applies



Ask IAOM about advertising opportunities on the new IAOM 365 mobile app. Increase your company's visibility with IAOM members and the milling industry around the world by placing your banner ad in the app. Members will be accessing the app to register for IAOM events, to stay abreast of industry news, to search for colleagues in the Membership Directory and to plan their schedules at IAOM events.

IAOM EXHIBITOR DISCOUNTS

- 15% discount on a reservation for 4 ads
- 10% discount on a reservation for 3 ads
- 5% discount on a reservation for 2 ads

TECHNICAL REQUIREMENTS

Sizes in inches

Ad Size	Standard (Non Bleed)	Trim Size	With Bleed
Spread	15x10	16x10.75	16.25x11
1/2 h.spread	15x4.875	16x5.375	16.25x5.625
Full page	7x10	8x10.75	8.25x11
2/3 vert.	4.625x10	5.25x10.75	5.5x11
1/2 horiz.	7x4.875	8x5.375	8.25x5.625
1/2 vert.	3.375x10	4x10.75	4.25x11
1/2 island	4.625x7.5	5.25x8	5.5x8.25
1/3 horiz.	7x3.25	8x3.75	8.25x4
1/3 vert.	2.125x10	2.75x10.75	3x11
1/3 square	4.625x4.875	5.25x5.375	5.5x5.625

Printing: Offset

Binding: Saddle stitched

Material Required: PDF/X-1a. The color and quality of print reproduction may vary if a SWOP compliant proof is not provided. Laser proofs included are for content only. Graphic images resolution should be at least 300 dpi and converted to CMYK, minimum 150 line screen. Bitmap images and QR code resolution must be 1200 dpi.

Preferred Media: Email or FTP. Files submitted via FTP require a PDF for proofing. PDF/X-1a files can be e-mailed to dme@iaom.info.

4-Color Specifications: Density: Total density of all colors combined in any one area should not exceed 300%. Only one solid color should be used in any one area.

*Live area should be held 3/8" (.375) or 9.52mm from trim size



IAOM PUBLICATIONS

ADVERTISING SPACE RESERVATION FORM

Please reserve advertising space in the following issues: International Miller All 4 Issues in 2020
 1st Quarter 2020 2nd Quarter 2020
 3rd Quarter 2020 4th Quarter 2020

2020 IAOM Membership Directory

ADVERTISER LISTING INFORMATION

Advertiser Name: _____
 Sales Contact Name: _____
 Phone: _____ Fax: _____
 E-mail: _____ Website: _____

BILLING INFORMATION

Company/Agency Name: _____
 Address: _____
 City: State/Province, Zip/Postal Code: _____
 Country: _____ E-mail: _____
 Telephone: _____ Fax: _____

PRINT ADS - International Miller (4-color)

- 2-page spread Back Cover Front Inside Cover
 Back Inside Cover Full-page 1/2 page 1/3 page
 Repeat ad from _____ issue

Directory (4-color)

- 2-page spread Back Cover Front Inside Cover
 Back Inside Cover Full-page 1/2 page
 Repeat ad from _____ issue

Production Material will follow to meet deadline: Materials will be UPLOADED via www.hightail.com or via Dropbox
 Materials will be submitted by E-MAIL to dme@iaom.info
 Production material will be MAILED (e.g. FedEx, UPS).

Note: Ad materials submitted on disk will be kept on file, and will be returned only by request. *We strongly suggest that all e-mail or web upload submissions be accompanied by a fax proof or PDF of the ad, and that on-disk submissions be accompanied by a printed proof.

METHOD OF PAYMENT

Check enclosed (Payable to IAOM, US funds only)

Charge to following credit card: American Express Discover MasterCard Visa

Total \$ _____ Wire Transfer
 Ask for details.

Card No. _____ CVV: _____

Expiration Date ____/____/____

Cardholder Signature _____ Print Name on Card _____

COPY AND CONTRACT REGULATIONS

International Miller (IM) is published quarterly. All space contracted to be used within one calendar year, or frequency discount will be forfeited and ads will be billed at their actual frequency. Advertiser/agency to supply all material. Advertiser and agency assume responsibility for all content of advertisements printed, as well as any claims arising therefrom against the publisher. Copy and images which do not meet material requirements as described on the *IM* 2020 Media Guide are subject to additional production charges. Notwithstanding anything contained herein to the contrary, it is expressly agreed between the parties thereto that the advertiser's damage, in the event of any error in publication by the publisher shall be limited to the cost charged by the publisher for said materials. Agencies must add the amount of commissions to rates stated on the Media Guide and collect from the advertiser. Net 30 days. Prepayment may be required. Rendering bill to an advertising agency shall not release advertiser in case of nonpayment by agency. Nonpayment will result in ads being barred from *IM* until such time that all outstanding bills are paid. Publisher reserves the right to hold advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to the publisher. Publisher reserves the right to refuse any advertising. The advertiser is responsible for all legal fees involved in collecting overdue balances.

CANCELLATIONS

Cancellations must be received in writing by the space reservation deadline. Failure to send materials does not constitute cancellation.

I understand and agree to the above contract regulations. _____
 Signature (required) _____ Date _____

Please send all checks and a copy of the signed contract to: IAOM, 12351 W. 96th Terrace, Suite 100,
 Lenexa, KS 66215 USA, FAX: +1-913-338-3553, dme@iaom.info

EQUIPMENT AND SERVICE REFERENCE GUIDE

Please select up to **four (4)** categories for your company's free listing in the IAOM Membership Directory "Equipment and Service Reference Guide."

DEADLINE FOR "EQUIPMENT AND SERVICE REFERENCE GUIDE" LISTING

November 15, 2019

FAX to: (913) 338-3553 (or)

e-mail to: dme@iaom.info

Name: _____

Company: _____

Please check the categories and limit selections to four (4) categories:

- | | |
|---|---|
| <input type="checkbox"/> Agitators | <input type="checkbox"/> Locomotive |
| <input type="checkbox"/> Analytical Equipment | <input type="checkbox"/> Magnets |
| <input type="checkbox"/> Bearings | <input type="checkbox"/> Manlifts |
| <input type="checkbox"/> Bins | <input type="checkbox"/> Material Handling/Packaging Equip. |
| <input type="checkbox"/> Bolts, Elevator | <input type="checkbox"/> Milling Equipment |
| <input type="checkbox"/> Brushes | <input type="checkbox"/> Milling Products/Ingredients/Enrichments |
| <input type="checkbox"/> Buckets, Elevator | <input type="checkbox"/> Mycotoxin Testing |
| <input type="checkbox"/> Bulk Transfer | <input type="checkbox"/> Other Milling/Food Processing Equipment/Services |
| <input type="checkbox"/> Computers (hardware/software) | <input type="checkbox"/> Painting/Waterproofing/Masonry |
| <input type="checkbox"/> Communications/Publications/Trade Journals | <input type="checkbox"/> Personnel Recruitment/Search |
| <input type="checkbox"/> Concrete Restoration | <input type="checkbox"/> Pressure Washers |
| <input type="checkbox"/> Consulting | <input type="checkbox"/> Probes/Samplers |
| <input type="checkbox"/> Contractors/Builders/Design Engineers | <input type="checkbox"/> Process Measurement Instrumentation |
| <input type="checkbox"/> Conveyors | <input type="checkbox"/> Pumps/Blowers |
| <input type="checkbox"/> Diverters | <input type="checkbox"/> Respirators |
| <input type="checkbox"/> Dust Control | <input type="checkbox"/> Rolls |
| <input type="checkbox"/> Duct Cleaners | <input type="checkbox"/> Roll Corrugating |
| <input type="checkbox"/> Education | <input type="checkbox"/> Sandblasting |
| <input type="checkbox"/> Electrical Contractors | <input type="checkbox"/> Scales/Weighers/Feeders |
| <input type="checkbox"/> Elevator/Legs | <input type="checkbox"/> Sign Design/Painting |
| <input type="checkbox"/> Fasteners | <input type="checkbox"/> Sifters |
| <input type="checkbox"/> Flow Control Devices | <input type="checkbox"/> Slide Gates |
| <input type="checkbox"/> Fumigants/Pest Control | <input type="checkbox"/> Spouting |
| <input type="checkbox"/> Gas Detection Equipment | <input type="checkbox"/> Spout Cleaners |
| <input type="checkbox"/> Grain Handling/Grain Cleaning | <input type="checkbox"/> Storage Systems |
| <input type="checkbox"/> Hammermills | <input type="checkbox"/> Test Milling |
| <input type="checkbox"/> Hoppers/Hopper Equipment | <input type="checkbox"/> Track Material |
| <input type="checkbox"/> Ingredients | <input type="checkbox"/> Transportation |
| <input type="checkbox"/> Laboratory Services | <input type="checkbox"/> Vacuums |
| <input type="checkbox"/> Linings | <input type="checkbox"/> Valves |