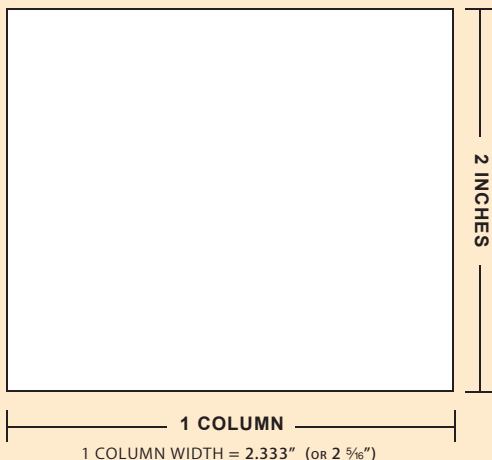


# ORDER FORM | agency sales magazine CLASSIFIED ADS

## MANUFACTURERS' AGENTS WANTED

AD RATES EFFECTIVE | JANUARY 2012 ISSUE



### Display Ad

**1 COLUMN x 2" SAMPLE SIZE**  
(SEE BOX TO LEFT)

- \$233** First insertion
- \$221** Second and third consecutive insertions
- \$210** Fourth and subsequent consecutive insertions

Logo: additional \$30 each.  
Photo or artwork: additional \$30 each.

### Non-Display Ad

**NON-DISPLAY ADS** are \$19 per line for the first insertion order; \$18 per line for the second and third consecutive insertions; \$17 per line for the fourth and subsequent consecutive insertions.

The first line of the ad is in boldface capital letters, and contains approximately 28 letter spaces. Each additional line contains approximately 42 spaces.

No boldface or capital letters permitted after the first line.

### General Information

Choose from DISPLAY or NON-DISPLAY formats, as shown above.  
Ads must be paid in full before publication.  
Change in copy starts new ad.

### Advertising Deadline

30 days prior to the month of publication (i.e. copy received by January 20th would appear in the March issue; the March issue would then be published on February 20th).

### MANA Member Discount

To receive a 20% discount, advertiser's name and location must be the same as that shown on the MANA membership.

### Ad Agency Discount

The ad agency discount is 10% on camera-ready ads, 3 inches or larger. No in-house agency discounts, no agency discount on non-display ads. All ads must be pre-paid in full.

### Advertising Notes

Classified ads are also posted on the MANA website.

No telephone orders are accepted.

E-mail and fax orders are accepted on credit card purchases only.

### Ad Specs

- Display ad size: 1 column x  2"  3"  4" height or larger
- Non-Display ad (minimum of 5 lines)
- Blind Box Service: \$20 for handling up to 10 replies  
\$20 for each additional 10 replies or fraction thereof

**Ad run dates:**  Jan.  Feb.  Mar.  Apr.  May  June  
 July  Aug.  Sept.  Oct.  Nov.  Dec.

Choose a Product/Service Classification: (see page 2)

### Ad Copy.

Please e-mail your text file or Word doc to: [alaplante@manaonline.org](mailto:alaplante@manaonline.org)

### Contact & Payment Information (PLEASE TYPE)

COMPANY	CONTACT
ADDRESS	
STATE, CITY, ZIP / POSTAL CODE	
PHONE	MEMBERSHIP NUMBER
E-MAIL	

Check # \_\_\_\_\_ in the amount of \$ \_\_\_\_\_ enclosed.  
Please make checks payable to **MANA**. Must be in U.S. dollars, drawn on a U.S. bank or international money order for U.S. dollars. There is a \$25 charge on all checks returned by the bank. Mail checks to: MANA, 62913 Collection Center Dr., Chicago, IL 60693-0629.

**Charge to my:**  VISA  MasterCard  AMEX Amount of purchase \$ \_\_\_\_\_

Credit card #: \_\_\_\_\_ Security code \_\_\_\_\_ Exp. \_\_\_\_\_

Name on card: \_\_\_\_\_ Signature \_\_\_\_\_

# ADVERTISING PRODUCT & SERVICE CLASSIFICATIONS

Please note: There are 27 major headings. Under each heading, you'll find product classifications specific to that heading.

- 1. Advertising Specialty Products & Services**
- 2. Aerospace & Aviation Components**
- 3. Agricultural**
  - a. Veterinary Supplies
  - b. Other Agricultural
- 4. Automotive Aftermarket Parts & Supplies**
- 5. Automotive Components**
- 6. Building, Architectural & Contracting Equipment & Supplies, except HVAC/R & Plumbing**
  - a. Architectural Coatings, Paints & Varnishes, Floor & Wall Coverings
  - b. Architectural Design Products & Services
  - c. Building & Contracting Supplies
  - d. Construction Equipment, Machinery & Supplies
  - e. Floor & Wall Coverings
  - f. Home Improvement Products
  - g. Store Fixtures & Retail Product Displays
  - h. Lumber Products
  - i. Roofing Materials & Supplies
  - j. Tools, Hand-Held
  - k. Other Building, Architectural & Contracting Equipment & Supplies, except HVAC/R & Plumbing
- 7. Computers, Software & Related Products**
- 8. Controls, Motion Controls**
- 9. Electronic/Electrical**
  - a. Electrical Products — Industrial
  - b. Electrical/Electronic Wire & Wire Products
  - c. Electromechanical Products
  - d. Electronic Components & Materials
  - e. Electronic Industrial Products
  - f. Electronic/Electrical Contract Assembly & Manufacturing
  - g. Lighting Products
  - h. Other Electronic/Electrical
- 10. Environmental Products**
  - a. Energy Management Equipment
  - b. Waste Handling & Processing Equipment & Supplies
  - c. Water Treatment Equipment, Products & Services
  - d. Other Environmental Products
- 11. Gas, Oil & Petroleum Products & Services**
- 12. General Retail Merchandise**
  - a. Consumer Electronics
  - b. Furniture & Furnishings
  - c. Giftware
  - d. Gourmet
  - e. Hardware — Consumer
  - f. Health & Beauty Aids
  - g. Housewares
  - h. Office Supplies & Equipment
  - i. Pet Supplies
  - j. Toys, Gifts & Novelties
  - k. Other General Retail Merchandise
- 13. Hardware — Industrial**
- 14. Heating, Ventilation, Air Conditioning & Refrigeration (HVAC/R) Equipment & Components**
  - a. Boilers & Related Equipment, except HVAC/R
  - b. Fans & Blowers, HVAC/R
  - c. HVAC/R Equipment
  - d. Noise & Vibration Control, HVAC/R
  - e. Other Heating, Ventilation, Air Conditioning & Refrigeration (HVAC/R) Equipment & Components
- 15. Laboratory, Scientific Research Equipment, Instruments & Supplies**
  - a. Laboratory Equipment & Instrumentation
  - b. Lasers
  - c. Scientific Research Equipment & Supplies
  - d. Testing Equipment, Systems & Supplies
  - e. Other Laboratory, Scientific Research Equipment, Instruments & Supplies
- 16. Lawn, Garden, Patio, Hearth, Pool, Sporting Goods, Spa & Playground Equipment & Supplies**
- 17. Manufacturing, Process Equipment & Supplies**
  - a. Abrasives
  - b. Adhesives & Sealants
  - c. Automation & Robotics — Factory
  - d. Boilers & Related Equipment, except HVAC/R
  - e. Chemicals — Industrial
  - f. Coatings, Paints & Varnishes, except Architectural
  - g. Compressors
  - h. Conveying Equipment, Systems & Parts
  - i. Filtration Equipment & Systems
  - j. Heat Transfer Equipment, except HVAC/R
  - k. Industrial Equipment & Machinery
  - l. Industrial Heaters
  - m. Lubricants
  - n. Machining Equipment
  - o. Maintenance Supplies
  - p. Material Handling Equipment & Supplies
  - q. Mining Supplies
  - r. Packaging Equipment, Products & Services
  - s. Plating & Finishing
  - t. Process Equipment & Instrumentation
  - u. Steel Mills & Foundry Equipment
  - v. Tanks, Pressure Vessels, Towers & Columns
  - w. Tools, Machinery
  - x. Utility Equipment & Supplies
  - y. Welding Equipment & Supplies
  - z. Other Manufacturing, Process Equipment & Supplies
- 18. Marine Products**
- 19. Mechanical Components**
  - a. Bearings, except Power Transmission
  - b. Castings, Forgings, & Metal Injection Molding
  - c. Extrusions
  - d. Fabricated Metal Products & Assemblies
  - e. Fans & Blowers, except HVAC/R
  - f. Fasteners
  - g. Gaskets & Seals
  - h. Identification Products
  - i. Mechanical Contract Assembly & Manufacturing
  - j. Noise & Vibration Control, except HVAC/R
  - k. Plastic & Thermoset Molded, Formed & Cut Parts
  - l. Powdered Metals Parts & Components
  - m. Pumps, except Plumbing
  - n. Rubber Molded, Formed & Cut Parts
  - o. Screw Machine Products
  - p. Springs & Formed Wire
  - q. Stampings
  - r. Tubing & Pipe, except Plumbing
  - s. Valves & Fittings, except Plumbing
  - t. Other Mechanical Components
- 20. Medical Equipment, Supplies & Services**
- 21. Plumbing**
  - a. Kitchen, Bath & Millwork Products
  - b. Plumbing Equipment
  - c. Pumps, Plumbing
  - d. Tubing & Pipe, Plumbing
  - e. Valves & Fittings, Plumbing
  - f. Other Plumbing
- 22. Power Transmission Products — Electrical**
- 23. Power Transmission Products — Mechanical**
  - a. Bearings
  - b. Motors & Drives
  - c. Power Transmission Products
  - d. Other Power Transmission Products — Mechanical
- 24. Raw Materials**
  - a. Steel, Plastics, Glass, etc.
  - b. Other Raw Materials
- 25. Safety, Emergency & Security Products**
- 26. Telecommunication Equipment, Services & Supplies**
- 27. Truck, Trailer, & RV OEM & Aftermarket Parts**