

# Manufacturers' Agents Wanted

## Agency Sales Classified Advertising Order Form

Rates Effective April 2005 Issue

**CHOOSE DISPLAY or NON-DISPLAY STYLES** shown on the right — and note the low costs detailed in the ad copy.

**DEADLINE:** 50 days prior to the month of publication — i.e. copy received by January 10th will appear in the March issue. Thus the March issue will be published on February 20th.

**MANA membership discount** — To receive 20% discount, advertiser's name & location must be the same as shown on membership.

**Classified Ads are online @** [www.MANAonline.org](http://www.MANAonline.org)

**No telephone orders accepted.**  
**Fax and e-mail orders accepted only on charge cards.**  
**No proofs provided for classified ads.**

### Rates for Display

2 INCHES	<b>1 column by 2" display style ad</b>
	\$212— First insertion (\$106 per column inch)
	\$202— Second and third <b>consecutive</b> insertions (\$101 column per inch)
	\$184— Fourth and subsequent <b>consecutive</b> insertions (\$92 per inch)
	<b>Minimum deposit is \$106</b>
	Artwork or logo is an additional \$30 each. Screen or photo is an additional \$30 each.
	<b>Change in copy starts new ad.</b>
	1 COLUMN

Color ad, additional \$50.

### Rates for Non-Display

**THIS NON-DISPLAY STYLE AD IS ONLY \$17 per line for the first insertion order; \$16 per line for the second & third consecutive insertions; \$15 per line for the fourth and subsequent consecutive insertions. Change of copy starts new ad. Minimum deposit is \$85.**

**First line in boldface capital letters** contains approximately 28 letter spaces; following lines contain approximately 42 spaces.

**No boldface or capital letters** permitted after the first line.

**AD AGENCY DISCOUNT** 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.**

Display Style size: 1 Col. x  2"  3"  4" deep or larger OR  Non-Display Style: (minimum 5 lines)

Blind Box Service: \$20.00 for handling up to 20 replies; \$20.00 for each additional 20 replies or fraction thereof.

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

**CHOOSE A PRODUCT/SERVICE CLASSIFICATION** (see back) \_\_\_\_\_

Advertising copy (please type or attach):

Company (for our records, please type): \_\_\_\_\_

Address \_\_\_\_\_  
Street / P.O. Box City State/Prov. Zip+4/Postal Code

Attention \_\_\_\_\_ Phone ( ) \_\_\_\_\_

Authorized signature \_\_\_\_\_ Date \_\_\_\_\_

MANA membership # \_\_\_\_\_

#### PAYMENT METHOD:

Check # \_\_\_\_\_ in the amount of \$ \_\_\_\_\_ payable to MANA. Order **MUST** be accompanied by a **minimum deposit of \$85.00 for non-display; \$106.00 for display. Foreign ads must be prepaid in FULL.**

*(All payments must be made in the form of a check for U.S. dollars drawn on a U.S. bank or International Money Order for U.S. dollars. \$25 dollar charge on all returned checks.)*

Charge to my:  VISA\*  MASTERCARD\*  AMERICAN EXPRESS \*3-digit security code from card back \_\_\_\_\_

Credit Card Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Mail to: Agency Sales Magazine • 16 A Journey, Suite 200 • Aliso Viejo, CA 92656

Call: (877) 626-2776 or (949) 859-4040 • Fax: (949) 855-2973 • E-mail: [sjoffe@MANAonline.org](mailto:sjoffe@MANAonline.org) • Web site: [MANAonline.org](http://MANAonline.org)

# Agency Sales Classifications

To simplify reader use of ASM classified advertising, we have compiled a list of the most frequently used classification headings. Some headings are more general, to be used as a reference index for products/markets specified in the ad itself. If your product/service does not fit under any listed below, please contact the advertising department.

## Manufacturers' Agents/Representatives Wanted

Abrasives	Electronic Consumer Products	Laboratory Equipment & Instruments	Recreational Water Products & Services
Adhesives & Sealants	Electronic Industrial Products	Lasers	Recycling Equipment & Supplies
Advertising Specialty Products & Services	Energy Management Equipment & Services	Lawn & Garden Products	Refractories
Aerospace & Aviation Parts & Services	Engineering & Design Services	Lighting Products	Refrigeration & Cold Storage Equipment & Supplies
Agricultural Chemicals	Environmental Products	Lubricants	Rental Equipment & Supplies
Agricultural Equipment, Parts & Supplies	Ergonomic Products, Systems & Supplies	Lumber Products	Retail
Apparel	Extrusions	Machining Equipment, Services, Supplies & Parts	Roofing Materials & Supplies
Appliances	Fans & Blowers	Maintenance Supplies	Rubber Products
Architectural Design Products & Services	Fasteners	Marine Products	Safety, Emergency & Security Products
Arts & Crafts	Filtration Equipment & Systems	Material Handling Equipment & Supplies	School Supplies
Assembly/Contract Assembly	Financial Products & Services	Medical Equipment, Supplies & Services	Scientific Research Equipment & Supplies
Automation & Robotics—Factory	Floor & Wall Coverings	Metals—Fabricated Products & Assemblies	Screw Machine Products
Automotive Aftermarket Parts & Supplies	Food & Beverage Ingredients	Metals—Steel & Raw Materials & Products	Special Services
Automotive OEM Parts & Supplies	Food & Beverage Products & Services	Millwork, Doors & Windows	Sporting Goods, Supplies & Accessories
Banking Equipment & Services	Food & Beverage Service Equipment	Mining Supplies	Springs
Bearings	Food, Snacks, Candy	Mobile Homes, Accessories & Supplies	Stampings
Boilers & Related Equipment	Furniture & Furnishings	Motion Control	Steel Mills & Foundry Equipment
Building & Contracting Supplies	Gas, Oil & Petroleum Products & Services	Motors & Drives	Store Fixtures & Displays
Business to Business Services	Gaskets & Seals	Noise & Vibration Control	Tanks, Pressure Vessels, Towers & Columns
Castings & Forgings	General Merchandise	OEM Components	Telecommunication Equipment, Services & Supplies
Chemicals—Industrial	Giftware	Office Supplies & Equipment	Testing Equipment, Systems & Supplies
Chemical Products—Consumer	Glass—Raw Materials & Products	Optical Equipment & Supplies	Textile Equipment & Supplies
Coatings, Paints & Varnishes	Graphics & Printing Equipment, Supplies & Services	Packaging Equipment	Tools—Cutting, Hand, Power
Compressors	Hardware—Consumer	Packaging Products & Services	Toys, Gifts & Novelties
Computer Hardware & Peripheral Equipment	Hardware—Industrial	Paper Products	Transportation Services
Computer Software	Hazmat Products & Services	Pharmaceuticals	Truck & Trailer Equipment
Computer Supplies	Health & Beauty Aids	Photographic Equipment & Supplies	Tubing & Pipe
Concrete Supplies, Accessories & Repair	Hearth & Patio Products	Plastic Components—OEM	Utility Equipment & Supplies
Construction Equipment, Machinery & Supplies	Heat Transfer Equipment	Plastic Products—Other	Valves & Fittings
Construction Services	Heating, Ventilation, Air Conditioning Equipment & Components	Plating & Finishing	Veterinary Equipment & Supplies
Consulting Services	Home Improvement Products	Plumbing Supplies	Waste Handling & Processing Equipment & Supplies
Contract Manufacturing	Housewares	Pollution & Purification Products & Services	Water Treatment Equipment, Products & Services
Controls & Instrumentation	Identification Products	Pool, Spa & Playground Equipment & Supplies	Welding Equipment & Supplies
Conveying Equipment, Systems & Parts	Industrial Equipment & Machinery	Powdered Metal Parts & Components	Wholesale Consumer Products & Services
Electrical Products—Consumer	Industrial Heaters	Power Transmission Products	Wire & Wire Products
Electrical Products—Industrial	Industrial Supplies	Private Label	Wood Products & Supplies
Electromechanical Products	Injection Molding—Metal	Process Equipment	Woodworking Supplies & Equipment
Electronic Communications & Audio-Visual Equipment	Injection Molding, Parts & Supplies	Pumps	
Electronic Components & Materials	Jewelry	Recreational Vehicle, OEM & Aftermarket Parts	
	Kitchen, Bath & Residential Millwork Products		