2019 STLE Marketing Resource Guide

Connect with 15,000 technical professionals in the lubricants industry.

Serving the lubricants industry for 75 years
www.stle.org

Society of Tribologists and Lubrication Engineers
Partner with the premier technical society serving the multibillion-dollar lubricants industry.

Who we are
The Society of Tribologists and Lubrication Engineers is the leading technical organization serving those who manufacture, market and support lubricants, lubricant additives, lubrication systems and other lubricant-related products. Headquartered in Chicago, STLE is an international organization serving an audience of some 15,000 lubricant professionals.

Our mission
STLE’s mission is to advance the science of tribology and best practices in lubrication engineering. Our goals include fostering innovation, improving the performance of equipment and products, conserving resources and protecting the environment.

What we do
STLE offers its members industry-specific education and training, professional resources, technical information and career development. Our product suite includes meetings and conferences, certifications, print and digital publications, Webinars and both face-to-face and online education courses.

A powerful partner
STLE is recognized throughout the lubricants industry as the single best source of reliable and accurate technical information. Partnering with STLE confers the seal of authority on your organization and affiliates you with the leading community of lubricant experts.

Building a customized, multimedia program
STLE provides a multitude of marketing opportunities that tap into the powerful STLE audience. Customizing opportunities to fit your needs and budgets maximizes your marketing dollars and ensures that your message reaches the largest possible audience.

Choose from the following print, online and face-to-face opportunities:

- TLT Magazine Print Advertising
- TLT Magazine Digital Advertising
- Trade Show in Nashville, Tennessee
- Annual Meeting Sponsorships
- Tribology Frontiers Conference Sponsorships
- Corporate Membership
- STLE E-newsletter
- Commercial Marketing Forum (CMF)
- CMF Plus – Special Section of TLT Magazine
- Student Events
- Annual Meeting Advance Program
- Annual Meeting Program Guide
- Annual Meeting App
- Webinars
**STLE Demographics**

**Domestic and international reach**

With its print and digital products, plus face-to-face industry events, STLE serves a market of some 15,000 lubricant professionals worldwide. STLE is an international organization, with 22% of our membership coming from 70 nations outside of North America.

**Power buyers**

80% of STLE members authorize purchases, evaluate products and recommend vendors.

**Key markets**

Following are the percentages of STLE members who purchase or recommend these products and services:

- Base oils 34%
- Consulting services 41%
- Formulated oils 48%
- Grease 42%
- Lubricant additives 46%
- Software 32%
- Support services 46%
- Testing/analysis equipment 68%

**Representing many job functions**

STLE members come from all segments of the lubricants industry:

- Senior corporate management
- Plant management & maintenance
- Researchers & product developers
- Sales & marketing personnel
- Technical services
- Formulators
- Engineers & chemists

**Serving a wide range of markets**

STLE members are involved in virtually all lubricant-related markets:

- Aeronautics
- Automobile
- Bearings
- Ceramics/Composites
- Energy
- Gears
- Grease
- Hydraulic Equipment
- Metalworking Fluids
- Mobile Equipment
- Nanotribology
- Nonferrous Metals
- Power Generation
- Seals
- Solid Lubricants
- Synthetic Lubricants
- Tribotesting and more.

**A focused audience**

Two-thirds of STLE members are lubricant manufacturers, additive manufacturers/suppliers or end-users of lubricants and lubricant-related products:

- 26% Lubricant manufacturers
- 24% Additive manufacturers and suppliers
- 16% End-users of lubricants
- 5% Academics
- 5% Base oil suppliers
- 4% Testing
- 2% Equipment manufacturers
- 18% Other technical professionals in the lubricants industry.

**A tech-savvy audience**

85% of STLE members are college grads, and 44% hold advanced degrees in engineering, chemistry or another science-based discipline.

- 20% Doctorate
- 24% Master’s
- 41% Bachelor’s
- 12% Some college
- 3% Other

Start Heightening Your Profile Today!

Contact Tracy Nicholas VanEe • 630-922-3459 or tnicholas@stle.org
TLT Magazine

Launched in 2003, TLT is STLE's most visible member service. Membership surveys consistently rate it as STLE's No. 1 service. TLT was created to aid in the technical education and professional development of STLE members and industry colleagues. Each issue is packed with feature articles, industry surveys, interviews with leading professionals, resources, best practices, lubrication fundamentals and more. Through its print and digital editions, TLT delivers world-class technical content to some 15,000 leading lubricant professionals each month.

2019 TLT Editorial Calendar

<table>
<thead>
<tr>
<th>Issue</th>
<th>Content Focus</th>
<th>Ad Close</th>
<th>Ad Materials</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>Synthetic Lubricants • Metalworking Fluids • Engine &amp; Drivetrain • Gear Lubrication • Lube Fundamentals</td>
<td>Nov. 20</td>
<td>Nov. 27</td>
</tr>
<tr>
<td></td>
<td><strong>2019 STLE Annual Meeting Advance Program in this issue!</strong></td>
<td></td>
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<tr>
<td></td>
<td><strong>Special recognition for Exhibitors, CMF Presenters and Sponsor Ads!</strong></td>
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</tr>
<tr>
<td>February</td>
<td>Oil Analysis • Synthetic Lubricants • Base Oils • Environmentally Friendly Fluids • Automotive Tribology</td>
<td>Dec. 21</td>
<td>Dec. 28</td>
</tr>
<tr>
<td>March</td>
<td>Metalworking Fluids • Grease • Condition Monitoring • Aerospace Lube Fundamentals</td>
<td>Jan. 25</td>
<td>Feb. 1</td>
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<tr>
<td></td>
<td><strong>STLE 75th Anniversary issue!</strong></td>
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<td></td>
<td><strong>Bonus Distribution: PittCon, March 17-21, Philadelphia, Pa.</strong></td>
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<tr>
<td>April</td>
<td>Automotive Tribology • Bearing Lubrication • Oil Analysis • Gears • Metalworking Fluids</td>
<td>Feb. 20</td>
<td>Feb. 27</td>
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<td></td>
<td><strong>Bonus Distribution: ILMA Management Forum, April 11-13, Coronado, Calif.</strong></td>
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<tr>
<td>May</td>
<td>Grease • Oil Analysis • Tribotesting • Engine Oils • Lube Fundamentals</td>
<td>March 22</td>
<td>March 29</td>
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<tr>
<td></td>
<td><strong>STLE Pre-Annual Meeting issue!</strong></td>
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<tr>
<td>June</td>
<td>Computer-aided Tribology • Steel • Metalworking Fluids • Automotive Tribology • Lube Fundamentals</td>
<td>April 16</td>
<td>April 19</td>
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<tr>
<td></td>
<td><strong>Bonus Distribution: STLE 2019 Annual Meeting &amp; Exhibition, May 19-23, Nashville, Tenn. NLGI, June 8-11, Las Vegas</strong></td>
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<tr>
<td>July</td>
<td>Oil Analysis • Marine Tribology • Bearing Lubrication • Seals • Lube Fundamentals</td>
<td>May 24</td>
<td>May 31</td>
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<td></td>
<td><strong>Post-convention issue!</strong></td>
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<tr>
<td>August</td>
<td>Metalworking Fluids • Solid Lubricants • Bearing Lubrication • Automotive Tribology • Wind Turbine Special Series: Part I</td>
<td>June 21</td>
<td>June 28</td>
</tr>
<tr>
<td>September</td>
<td>Additives • Seals • Oil Analysis • Surface Engineering • Wind Turbine Special Series: Part II</td>
<td>July 25</td>
<td>Aug. 1</td>
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<tr>
<td></td>
<td><strong>Bonus Distribution: ILMA Annual Meeting, Sept. 21-24, Colorado Springs, Colo.</strong></td>
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<tr>
<td>October</td>
<td>Synthetic Lubricant Base Stocks • Marine Tribology • Computer-aided Tribology • Automotive Tribology • Wind Turbine Special Series: Part III</td>
<td>Aug. 23</td>
<td>Aug. 30</td>
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<tr>
<td>November</td>
<td>Metalworking Fluids • Oil Analysis • Lube Fundamentals • Wear • Market Trends</td>
<td>Sept. 24</td>
<td>Oct. 1</td>
</tr>
<tr>
<td>December</td>
<td>Additives • Oil Analysis • Metalworking Fluids • Automotive Tribology • Lube Fundamentals</td>
<td>Oct. 25</td>
<td>Nov. 1</td>
</tr>
</tbody>
</table>
2019 Ad Rates and Mechanical Specs

**Magazine Trim Size:** 8.5 inches wide by 11.25 inches high. Please keep text at least half an inch from edges of full-page bleed ads to ensure that important information is not trimmed in production.

**Electronic File Requirements:** TLT only accepts Press Quality high-resolution (at least 300 dpi) electronic files. PDF is preferred.

<table>
<thead>
<tr>
<th>Ad Size</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>9x</th>
<th>12x</th>
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</thead>
<tbody>
<tr>
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<td>$2,751</td>
<td>$2,454</td>
<td>$2,155</td>
<td>$1,858</td>
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<td>$2,255</td>
<td>$2,010</td>
<td>$1,768</td>
<td>$1,522</td>
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<tr>
<td>Half</td>
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<td>$1,925</td>
<td>$1,716</td>
<td>$1,509</td>
<td>$1,302</td>
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<tr>
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<td>$1,593</td>
<td>$1,355</td>
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<tr>
<td>Quarter page</td>
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<td>$1,428</td>
<td>$1,274</td>
<td>$1,119</td>
<td>$963</td>
</tr>
</tbody>
</table>

**Special Positions**

- **IFC** (color charge included): $6,558  $5,903  $5,245  $4,588  $3,993
- **IBC** (color charge included): $6,419  $5,678  $5,052  $4,418  $3,786
- **OBC** (color charge included): $7,230  $6,507  $5,782  $5,061  $4,337
- **Center spread**           | $7,273| $6,910 | $5,262| $5,719 | $5,104|
- **Contents (p. 3)**          | $5,023| $4,653 | $4,279| $3,907 | $3,543|

**Color Charges:**
- One-color: $427  PMS Match: $519
- Four-color: $1,157  Bleed: n/c

**Special Positioning:** 10% upcharge

**Additional Options in Digital TLT:**
- Audio embedded in ad: $315
- Video embedded in ad: $525
- Animation in ad: $315
74th STLE Annual Meeting & Exhibition

STLE’s three-day exhibition is the lubricant industry’s premier trade show and the place where you and your company connect with some 1,600 leading professionals looking to do business with you.

Annual Meeting Dates: May 19-23
Trade Show Dates: May 20-22

Do you fit at STLE’s exhibition?
The answer is YES if your organization markets any of the following products and services:

- Base Oils
- Condition Monitoring/Testing Analysis
- Consulting Services
- Environmental Protection Re-refining
- Equipment Material Supplies and Services
- Industrial Fluids
- Lubricant Additives
- Lubricant Management
- Metalworking Fluids
- Metalworking Fluid Additives
- Synthetic Lubricants.

Pricing for Standard Booths

Standard booths at the Omni Nashville Hotel are 10-by-10 feet and cost $2,575 for STLE Corporate Members and $2,975 for all others.

Included:

- Standard 7-by-44-inch ID sign displaying your company’s name, city and booth number
- An 8-foot-high back wall and 36-inch-high divider rails of quality fabric
- General overhead lighting
- Security guard service
- Listing in the Program Guide distributed on site
- Listing in TLT magazine distributed on site
- List of preregistered attendees suitable for one pre-meeting mailing.

Pricing for SuperSized Booths—save more than $9,200!

For companies that want to set themselves apart in the lubricants industry, STLE is offering five 20-by-20-foot SuperSized booths that are four times the square area of a standard booth. Companies that display in these booths differentiate themselves and are guaranteed high traffic.

All of the services that come with a standard booth are included with the SuperSized booths. In addition, to help you get the most from your premium booth, STLE offers a SuperSized Exhibitor Package combining exhibit space with an unbeatable marketing combination that still allows you to realize more than $9,200 in savings:

- Premium booth size (20-by-20 feet)
- Full-page, color ads in the Pre-convention, Convention and Post-convention issues of TLT, STLE’s official magazine that reaches 15,000 lubricant professionals monthly
- One full-page color tab advertisement in the Program Guide distributed on site at the Omni Nashville Hotel.

SuperSized booths: Corporate Member Price:

Total value .............................................$23,619
Your cost ..............................................$15,522
Your savings: ......................................$8,097

SuperSized booths: Non-Corporate Member Price:

Total value .............................................$25,219
Your cost ..............................................$15,922
Your savings: ......................................$9,297

PROFILE ENHANCEMENT TIP: Promote your exhibit with an ad in the January 2019 TLT, which contains the release of the Annual Meeting Advance Program. The Advance Program is the first release of the entire technical agenda for the meeting, including paper titles and authors. Follow up with the same ad in the May Pre-convention issue of TLT, the June Convention issue of TLT, the Annual Meeting Program Guide and the July Post-convention issue of TLT.
Exhibit Hours:
Sunday: Set up from 8 am – 5 pm
Monday: Noon – 5 pm
Tuesday: 9:30 am – Noon & 2 – 5:30 pm
Wednesday: 9:30 am – Noon

Future STLE Annual Meeting Dates & Locations:
Chicago, Ill.: May 3-7, 2020
New Orleans, La.: May 16-20, 2021
Orlando, Fla.: May 15-19, 2022
Other Annual Meeting Marketing Opportunities

Sponsorships

Typically attracting about 1,600 attendees, STLE’s Annual Meeting & Exhibition is the place where the lubricants community gathers to conduct business, renew relationships and make marketing plans for the upcoming year. Sponsorships at STLE’s Annual Meeting are a great way to gain exposure and raise the profile of your company in Nashville.

Sponsorships come in all shapes, sizes and prices and are designed to fit everyone’s marketing budget.

Palladium Level Sponsorship Opportunities

This highest category of offering promises maximum exposure to companies looking to stand out in the crowd at the 2019 STLE Annual Meeting & Exhibition. Individual acknowledgement features are outlined below and are added to the following standard STLE Sponsorship exposure benefits:

• Your company’s name appears in STLE’s Program Guide (see page 10), which is delivered on site at the Omni Nashville Hotel and referred to constantly during all five days of the Meeting.

• Your sponsorship is promoted on STLE’s Website, in three TLT convention-themed issues (May, June, July), in STLE’s E-newsletter plus slide presentations and signage throughout the Omni Nashville Hotel.

• A sponsorship listing in the Annual Meeting Mobile App keeps your company name at the forefront before, during and after the Meeting week.

Palladium Level—$4,000 (plus material costs)

Badge Lanyards

Let Annual Meeting attendees wear your company’s name and serve as walking advertisements throughout the meeting. The meeting’s most visible sponsorship and certainly its biggest bargain—this one never stops working!

Education Course Lunches

Help provide sustenance to more than 500 Education Course participants who will be issued plastic charge cards for use at the Omni’s food outlets throughout the week. Your company’s name and logo will appear on the cards as well as on the personal greeting card in which they will be distributed.

Directional Floor Signs

Providing highly visible direction to the Exhibition Hall, these large floor decals are placed throughout the venue to point the way. If your company is also an exhibitor, a special Sponsor floor decal is placed directly in front of your booth!

Guestroom Keycards

Your company name and logo are printed on each card which keeps your sales message at the fingertips of all 2019 STLE Attendees.

WiFi Service

Your company name appears on the signal and on log-in information cards distributed at the registration area.

PROFILE ENHANCEMENT TIP: Package your sponsorship with a four-point ad program in the January issue of TLT, which includes the release of the Annual Meeting Advance Program, and TLT’s Pre-convention, Convention and Post-convention issues.
Titanium Plus—More than $3,000

Welcome Gift
Be the first to greet STLE Attendees with a gift item of your choosing and design. Depending on size, the items—branded with your company’s name and logo—will either be distributed at the registration area or inside the Registration Bags.

Recharging Lounge
This inviting lounge area in the Omni Nashville Hotel features a smartphone recharging unit branded with your company’s name and logo. Signage throughout the lounge area further identifies the company sponsoring this area to “take a break and recharge.”

Exhibitor Appreciation Hour Raffle
Introduced in 2013, the Exhibitor Appreciation Hour provides dedicated time for STLE attendees to visit the STLE exhibition and now is a sponsored event. Adding to the excitement are raffles on Monday and Tuesday to win a prize of your choice (attendees must be present to win). Announcement cards will be distributed at the Annual Meeting, drawing prime attention to your company’s generous gift.

Titanium—$3,000

Education Course Materials
In 2018 more than 600 people attended STLE’s Annual Meeting education courses. In 2019 the society is offering 12 world-class educational courses taught by the industry’s top experts. Notebooks are referenced continuously after the meeting is over. Your sponsorship includes a full-page, four-color advertisement in the notebooks.

Presidents Luncheon
The Presidents Luncheon is an excellent way to reach a captive audience of more than 800 Annual Meeting attendees. Exposure benefits include signage outside the door of the banquet hall and all promotion in TLT, the Program Guide and the Annual Meeting Mobile App.

Platinum—$2,000

Speakers Breakfast Series
The Speakers Breakfasts are held on Monday, Tuesday, Wednesday and Thursday. Between 75-150 high-level decision-makers attend each breakfast.

Multilevel Sponsorships

Networking Reception
Held Monday night, the Networking Reception is an Annual Meeting highlight and a great business-networking event. Attendees come to talk business and enjoy friendly conversation and entertainment. This event, which draws multiple sponsors, is available at all of the above levels plus:

- Gold ($1,000)
- Silver ($750)
- Bronze ($500)

Student Activities Sponsorships
The 2019 STLE Annual Meeting & Exhibition again is incorporating programs and activities designed to engage young people pursuing careers in the fields of lubrication engineering and tribology research. Programs like the Student Poster Competition and the annual Student Networking Reception benefit greatly from corporate support. If your company is interested in helping to support and advance STLE’s student programs and services, please contact Tracy Nicholas VanEe at 630-922-3459, tnicholas@stle.org.

Start Heightening Your Profile Today!
Contact Tracy Nicholas VanEe • 630-922-3459 or tnicholas@stle.org
Annual Meeting Advance Program

**Audience:** 15,000 top lubricant professionals.

**Distribution:** Included in the January TLT. Emailed (in January, February, March & April), posted on STLE’s Website and archived.

The 2019 Annual Meeting Advance Program is a special section in the January issue of TLT. This is the first release of the technical agenda for the 2019 STLE Annual Meeting, including paper titles and authors.

Advertising in this issue lets your key audience know in advance that your company is participating in the 2019 STLE Annual Meeting and looking to do business with them. To maximize your exposure, run the same ad in the Annual Meeting Program Guide, distributed to 1,600 convention attendees in Nashville.

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### Annual Meeting Program Guide

**Audience:** 1,600 Annual Meeting attendees plus 15,000 top lubrication professionals.

**Distribution:** On site at the Omni Nashville Hotel and via email.

This guide is the compass attendees use to navigate STLE’s complex five-day meeting. Included are programs, room numbers, times and other essential information. Since the guide is the same size as TLT, you can re-use your magazine ad, which also ensures consistency of your message. Create a high-impact package of the Annual Meeting issue of TLT, the Annual Meeting Advance Program and the Annual Meeting Program Guide.

#### 2018 Annual Meeting Program Guide Rates*

- Full page: $495
- IBC: $1,695
- IFC: $1,795
- OBC: $1,895
- Tabs (8 positions available) $1,595

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### Commercial Marketing Forum (CMF) and CMF Plus

The CMF is a series of 30-minute marketing sessions at STLE’s 2019 Annual Meeting where you may promote your company’s products and services, something not allowed in the technical sessions. Your CMF session is promoted in the Annual Meeting Program Guide, directing attendees to your presentation.

Then take your message to 15,000 lubricant professionals by converting it to writing and publishing in CMF Plus, a special section in the November TLT. You receive two spreads (four pages)—three to present your CMF information plus a full-page ad.

**Commercial Marketing Forum Pricing:**

- $610 for STLE Corporate Members who exhibit
- $750 for STLE Corporate Members
- $890 for individual members
- $970 for non-members

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**Profile Enhancement Tip:** Combine your Annual Meeting technical presentation with a Commercial Marketing Forum session to establish your company’s expertise and sell products.
Corporate Membership—the ultimate strategy for getting the most from STLE

For more than 70 years the lubricant industry’s leading companies have supported STLE by sponsoring employee memberships, volunteering their best people for leadership positions and technical committees and participating in our meetings and conferences.

To reward these loyal companies, STLE created the Corporate Member program. Becoming a Corporate Member means access to STLE’s best marketing features and shows support of the lubricant industry’s premier technical society. Corporate Members achieve significant savings on STLE products and services, particularly the Annual Meeting.

In 2013 STLE expanded the program to include a Corporate Member Premium plan to allow for even greater savings. To determine which plan makes the most sense for your organization, contact STLE national sales manager Tracy Nicholas VanEe: tnicholas@stle.org, 630-922-3459.

If your company sends two or more individuals to the STLE Annual Meeting or participates through an exhibit or Commercial Marketing Forum, then Corporate Membership is the ultimate strategy for raising your industry profile while saving thousands of dollars.

<table>
<thead>
<tr>
<th>Corporate Member:</th>
<th>Corporate Member Premium:</th>
</tr>
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<tbody>
<tr>
<td>Price: $1,285  • Savings: $1,935</td>
<td>Price: $3,540  • Savings: $2,677</td>
</tr>
</tbody>
</table>

**E-Opportunities**

**Digital TLT Sponsorship**

**Audience:** 15,000 top lubricant professionals worldwide

**Distribution:** Emailed, posted on STLE Website & archived

Your company can be the sole sponsor of a digital edition of TLT. Your full-page promotional copy appears opposite the front cover and reaches 15,000 top lubrication professionals around the world. Readers clicking on the sponsor page are directed to your Website.

DTLT is archived on STLE’s Website, so your ad message never stops working for you. Choose an issue with content relating to your company’s product offering and establish your presence as an industry leader.

**Rate:** $3,000 net

**Webinars**

Your company can design its own one-hour presentation, choosing both the topic and speaker. STLE will promote, host (via WebX) and moderate your Webinar, making this marketing service simple but impactful for presenting companies. For dates and pricing, contact Tracy Nicholas VanEe at 630-922-3459, tnicholas@stle.org.

**STLE E-newsletter**

Covering industry news, society events and professional resources, the STLE newsletter is emailed weekly to 15,000 leading professionals in the lubricants industry. A great way to keep your company’s image continuously in view of the people who purchase your products and services.

For pricing and specs, please contact Tracy Nicholas VanEe at 630-922-3459.

**Start Heightening Your Profile Today!**

Contact Tracy Nicholas VanEe • 630-922-3459 or tnicholas@stle.org
Join the growing list of companies partnering with STLE!