

# TRANSMISSION

D I G E S T

The Automotive Powertrain Industry Journal

Thank you for your interest in *Transmission Digest*.

## OUR GOAL:

"To provide a full range of information and education resources to those working in and profiting from the powertrain aftermarket."

## INDUSTRY FOCUS

Our people are full-time, market-oriented account executives and editors working exclusively in the transmission/powertrain market. Our experience, resources and advice are at your disposal.

## WE WANT TO HELP

Regardless of the need, whether it be hard-to-find technical support, a phone number for a supplier or an advertising package to showcase products to the industry, we want to be involved and lending a hand. Serving the transmission/powertrain industry is our sole purpose.

## CONTENT

*Transmission Digest* is the long-standing and credible journal for the transmission/powertrain business. An industry-reflecting editorial mix consists of: business and extensive technical coverage including marketing and management as well as automatic and manual transmission diagnostic, repair and installation information. Each month's magazine offers technical support in the related areas of driveability and torque converter rebuilding.

## Monthly issues include accurate, credible, well-read columns and departments:

**Technically Speaking®** - late-breaking automatic transmission technical issues

**Shift Pointers** - diagnostic and rebuilding processes for automatics

**Up To Standards** - technical rebuilding curriculum for manual transmission rebuilders

**It's Your Business** - shop management and profitability topics

**TASC Force Tips** - automatic transmission tips from the Sonnax TASC Force

**Tech-to-Tech** - drivability and diagnostic tips, electronic and digital troubleshooting

**Industry Products** - review of new products

**R&R Tech** - support resources tailored to the needs of the transmission installer

**Body of Evidence** – Focused on valve body issues

**Feature Profiles** - introducing the people, ideas and processes of industry suppliers

**Standard Issue** – Manual transmission/clutch tech tips from the INA/FAG/LuK support team

**Shop Profiles** - good ideas from successful shops and successful owner

**Torque Converter Tech Tips**- for everyone who rebuilds or installs torque converters

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## 2012 EDITORIAL PLAN

### JANUARY 2012

**TOPIC: VALVE BODY REBUILDING**

**Deadlines:** Space Reservation 12/12/11  
Ad Materials Due 12/15/11

**Coverage:** Technical Emphasis exploring valve body diagnostics and updates.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary company Listing of suppliers of Valve Bodies, Valve Body Components and Valve Body Test Equipment. Listing logo: \$295 color / \$195 Black.

Catalog/Product Showcase: approximately 1/8 page showcase format with reader service number, Web site, phone, fax etc. Showcase investment: Complimentary for 12 and 6-time contract display advertisers. \$395 for January issue display advertisers. Additional spaces available for those with multiple catalogs: \$325.

#### January Planner

- Display Ad
- Valve Body Listing
- Logo In Listing
- Catalog Showcase

### FEBRUARY 2012

**TOPIC: SHOWPOWER EXPO PREVIEW  
TOP 10 CONTESTS WINNERS**

**Deadlines:** Space Reservation 01/10/12  
Ad Materials Due 01/16/12

**Coverage:** Showpower Dallas seminar programs, attractions, must-dos and the 2012 Showpower exhibits.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Company Listings of exhibiting participants in Showpower Expo. Listings include featured product lines, booth numbers etc. Add a logo to this listing, which appears again in the Showpower Official Show Guide. Contact your account representative for details.

Transmission Digest Top 10 Tools and Top Shop Products of the year winners are showcased in this issue.

#### February Planner

- Display Ad
- Exhibitor Listing
- Logo In Listing

### MARCH 2012

**TOPIC: 2012 TRANSMISSION  
& POWERTRAIN INDUSTRY BUYER'S GUIDE**

**Deadlines:** Supplier Listing Forms 02/10/12  
Space Reservation 02/10/12  
Ad Materials Due 02/15/12

**Coverage:** 24th Annual Survey of trends and benchmarks in retail transmission rebuilding and repair facilities

**Distribution:** 20,000 Mailed Copies  
Distribution at Showpower Dallas

**VALUE ADDED:** Complimentary product-by-product listings of companies supplying parts, services and equipment to the transmission aftermarket. Enhance your company listings with catalog covers, logos, boldface listings and more. For prices, contact your account representative.

**The Powertrain Industry Directory:** An all-year tool for finding suppliers, customer-service representatives, sales people, technical advisers etc. Complimentary listings include company data and key people including phone, cell phone, E-mail, pager etc. Advertising and listing enhancements available. Put your ad in the Guide, and save 50% off the price of placement in the Industry Directory. Directory advertisers and 12 or 6-time contract display advertisers receive unlimited sales and technical personnel listings.

#### March Planner Buyer's Guide

- Display Ad
  - Guide Listing
  - Listing Enhancement
- #### Powertrain Directory
- Directory Ad
  - Directory Listing
  - Directory Enhanced Listing

## APRIL 2012

### TOPIC: HARD PARTS

**Deadlines:** Space Reservation 03/9/12  
Ad Materials Due 03/15/12

**Coverage:** Used, OE new, aftermarket new, and remanufactured (updated) components.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary company listing of hard parts suppliers with description of hard parts product line. Add a logo to the listing: \$295 color / \$195 Black.

Catalog/Product Showcase: approximately 1/8 page showcase format with reader service number, Web site, phone, fax etc. Showcase investment: Complimentary for 12-time contract display advertisers. \$395 for April issue display advertisers. Additional spaces available for those with multiple catalogs: \$325.

#### April Planner

- Display Ad
- Listing
- Listing Logo
- Catalog Showcase

## MAY 2012

### TOPIC: SOFT PARTS/AUTOMATIC TRANSMISSION KITS

**Deadlines:** Space Reservation 04/10/12  
Ad Materials Due 04/16/12

**Coverage:** Kit developments and issues for packagers.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary unit-by-unit company listing of kit suppliers detailed for the 60 most popular rebuilt units. Add a logo to the listing: \$295 color / \$195 Black.

#### May Planner

- Display Ad
- Listing
- Listing Logo

## JUNE 2012

### TOPIC: INTERNATIONAL TRANSMISSION & POWERTRAIN ISSUE

**Deadlines:** Space Reservation 05/10/12  
Ad Materials Due 05/15/12

**Coverage:** Rebuilding operation feature from overseas facility. International business and distribution developments.  
Bonus technical content

**Distribution:** 20,000 Mailed Copies  
Additional copies to overseas builders and distributors.

**VALUE ADDED:** Company listings of U.S./Canada companies looking for overseas products or contract manufacturing and those looking to supply products or contract manufacturing to overseas suppliers. Add a logo to the listing: \$295 color / \$195 Black.

Catalog/Product Showcase: approximately 1/8 page showcase format with reader service number, Web site, phone, fax etc. Showcase investment: Complimentary for 12-time contract display advertisers. \$395 for June issue display advertisers. Additional spaces available for those with multiple catalogs: \$325.

#### June Planner

- Display Ad
- Listing
- Listing Logo
- Catalog Showcase

## JULY 2012

### TOPIC: TORQUE CONVERTER REBUILDING AND SOURCING

**Deadlines:** Space Reservation 06/11/12  
Ad Materials Due 06/15/12

**Coverage:** Coverage from the TCRA 15th annual seminars includes technical and diagnostic tips for torque converter building and transmission rebuilders.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary listing of companies supplying remanufactured converters, converter components and related products. Add a logo to the listing: \$295 color or \$195 Black.

#### July Planner

- Display Ad
- Listing
- Listing Logo

## AUGUST 2012

### TOPIC: PRODUCTION REMAN UNITS R&R TECHNICAL INFORMATION

**Deadlines:** Space Reservation 07/10/12  
Ad Materials Due 07/16/12

**Coverage:** Information on the "build it or buy it" decision that shops make for each retail transmission job. News from the production remanufacturing front. R&R technical tips coverage.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary unit-by-unit listing of companies supplying reman automatics. Add a logo to the listing: \$295 color / \$195 Black.

#### August Planner

- Display Ad
- Listing
- Listing Logo

## SEPTEMBER 2012

### TOPIC: ELECTRONICS: CONTROLLERS, COMPONENTS AND TESTERS

**Deadlines:** Space Reservation 08/10/12  
Ad Materials Due 08/15/12

**Coverage:** Vital information on the ever-evolving complexity of electronic controls, diagnostics and testers for transmissions. Discussions of drivability issues, reflashing and testing protocols.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary listing of companies supplying online tech support services, solenoids, ECMs, testing platforms etc. Add a logo to the listing: \$295 color / \$195 Black.

#### September Planner

- Display Ad
- Listing
- Listing Logo

## OCTOBER 2012

### TOPIC: ANNUAL TOP 10 CONTESTS

**Deadlines:** Space Reservation 09/10/12  
Ad Materials Due 09/17/12

**Coverage:** A Picturebook of the industry's most demanded products - newly introduced or old stand-bys.

**Distribution:** 20,000 Mailed Copies  
Bonus distribution at Powertrain, AAPEX, SEMA, NACE/CARS and APRA Big R Shows.

**VALUE ADDED:** Advertisers in this issue receive free nominations in the Top 10 Products and Tools contests. Additional product nominations, as many as you like, are available at very attractive prices. In fact, win the coveted Top 10 award or not, this is the most-effective advertising purchase you'll make anywhere this year! Our subscriber list receives ballot cards to vote for their favorite industry products and tools. Ballots not included in copies for distribution at trade shows.

#### October Planner

- Display Ad
- Top Products
- Top Tools

## NOVEMBER 2012

### TOPIC: MANUAL TRANSMISSION REPORT

**Deadlines:** Space Reservation 10/10/12  
Ad Materials Due 10/15/12

**Coverage:** Manual transmissions continue to be an important component of the transmission aftermarket. The Manual report focuses on rebuilding tips, electronic controls and the profitable business of import and performance/racing manual applications.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Complimentary listing of companies supplying remanufactured manual transmissions and components. Add a logo to the listing: \$295 color / \$195 Black

Catalog/Product Showcase: approximately 1/8 page showcase format with reader service number, Web site, phone, fax etc. Showcase investment: Complimentary for 12-time contract display advertisers. \$395 for November issue display advertisers. Additional spaces available for those with multiple catalogs: \$325.

#### November Planner

- Display Ad
- Listing
- Listing Logo
- Catalog Showcase

**DECEMBER 2012**  
**TOPIC: ANNUAL INDUSTRY SUPPLIER PROFILES**  
**END-OF-YEAR BONUS TECHNICAL ISSUE**

- |  |
|--|
| <b>December Planner</b>                  |
| <input type="checkbox"/> Display Ad      |
| <input type="checkbox"/> Company Profile |
| <input type="checkbox"/> Company Profile |
| Reprint                                  |

**Deadlines:** Space Reservation 11/12/12  
Ad Materials Due 11/15/12

**Coverage:** End-of-year technical updates and summaries for transmission professionals.

**Distribution:** 20,000 Mailed Copies

**VALUE ADDED:** Display advertisers purchase an additional full-color page in the special Profiles section (\$895). Profiles include company missions, product line descriptions, key personnel, etc. Reprint your company's supplier profile: a concise, sales-oriented sheet for use as mailers or at seminars and trade shows.

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**CONTACT**  
**TRANSMISSION DIGEST**



**TELEPHONE**  
**(417) 866-3917**



**TOLL-FREE**  
**(800) 274-7890**



**FAX**  
**(417) 866-2781**



**U.S. MAIL**  
**P.O. Box 2210**  
**Springfield, MO 65801-2210**



**OVERNIGHT EXPRESS**  
**3057 E. Cairo**  
**Springfield, MO 65802-6204**



**E-MAIL**

**Ad Material: [publisher@transmissiondigest.com](mailto:publisher@transmissiondigest.com)**

**News releases: [editor@transmissiondigest.com](mailto:editor@transmissiondigest.com)**

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## Amplify Your Advertising!

### Prestige Package

**Value based on 12X Rate Card: More than \$35,000**

**Requires contract for 12 full-page 4-color ads over 12-month period.**

- 1) Complimentary Feature (4-page + Cover) approximately every three years
- 11) 1/6-Page product release items appearing in the Powertrain Products section
- 4) 1/8-Page Catalog Showcase listings (Jan., Apr., Jun. & Nov.)
- 4) Complimentary 1/3-page Tech Tips how or why to use one of your products.
- Complimentary Supplier listings (applicable issues) throughout the year
- Complimentary unlimited listings of key personnel in March Industry Directory
- Complimentary Logo Link to your website from transmissiondigest.com – All Year
- Complimentary Summaries of inquiries via reader service cards

### Premier Package

**Value based on 12X Rate Card: More than \$16,645**

**Requires contract for 6 Full-pages or more total ad space over 12-month period.**

- 1) Complimentary Feature (4-page + Cover) approximately every three years
- 5) 1/6-Page product release items appearing in the Industry Products section
- 2) 1/8-Page Catalog Showcase listings (Jan., Apr., Jun. & Nov.)
- 2) 1/3-page Tech Tips how or why to use one of your products.
- Complimentary Supplier listings (applicable issues) throughout the year
- Logo hot linked to your website from transmissiondigest.com – months of insertion
- Complimentary Summaries of inquiries via reader service cards

### Power Package

**Value based on 6X Rate Card: More than \$13,810**

**Requires contract for six or more display ads over 12-month period**

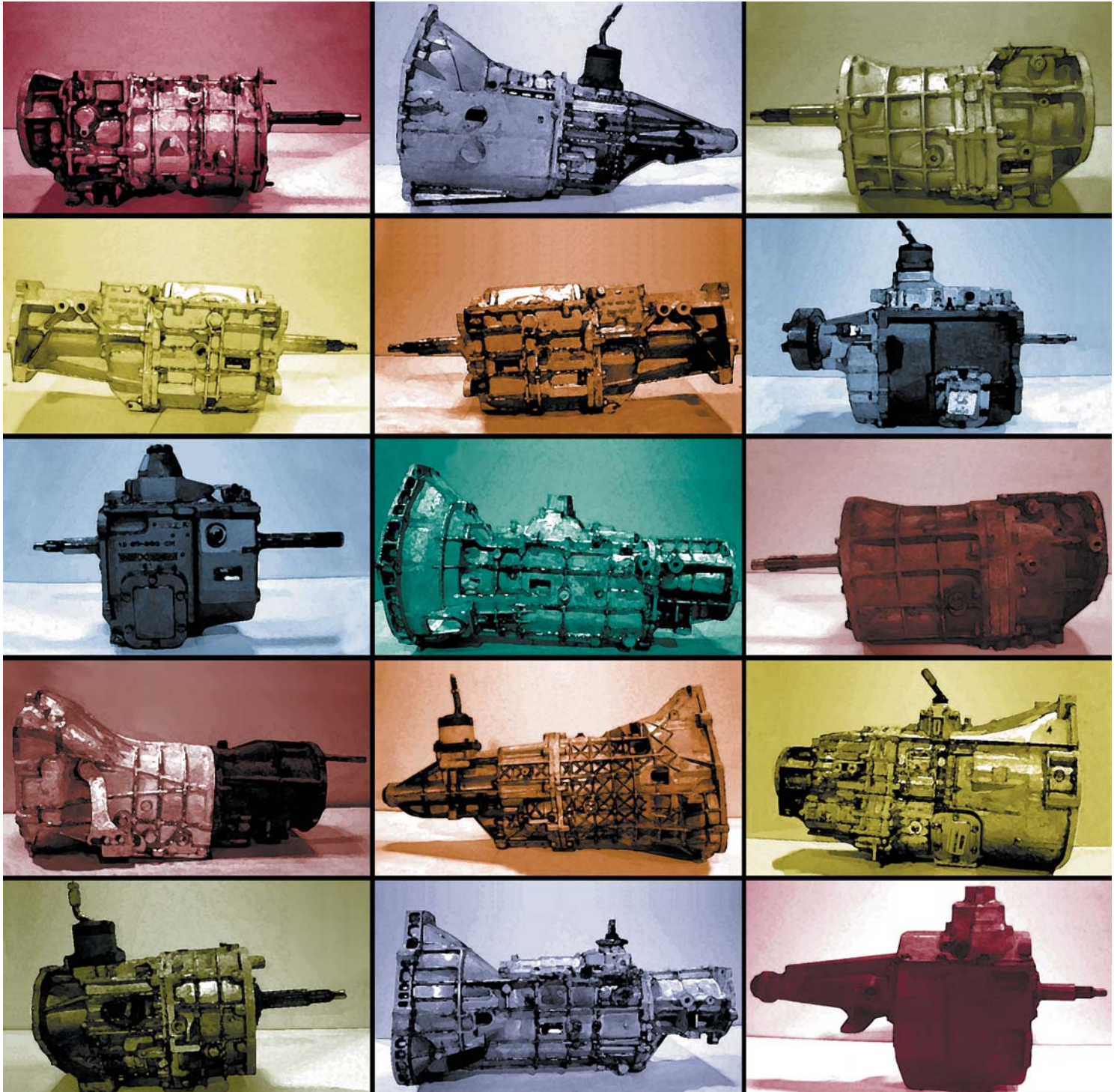
- 1) Complimentary Feature (4-page + Cover) approximately every three years
- 3) 1/6-Page product release items appearing in the Industry Products section
- 2) 1/8-Page Catalog Showcase listings (Jan., Apr., Jun. & Nov.)
- 2) 1/3-page Tech Tips how or why to use one of your products
- Complimentary Supplier listings (applicable issues) throughout the year
- Logo hot linked to your website from transmissiondigest.com – months of insertion
- Complimentary Summaries of inquiries via reader service cards

***Schedule these added value impact promotions when you approve your Transmission Digest Plan for the coming year.***

# TRANSMISSION

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Media Guide  
Rate Card #12a

## Coverage and Focus:

*Transmission Digest* is more than an industry publication in that it represents a community of suppliers and retail service providers engaged in the repair, rebuilding and installation of automatic and manual transmissions, drivetrain components, transfer cases and torque converters.

Your investment in advertising pays for monthly delivery of a targeted editorial mix of technical and business information as well as your advertisement to virtually every U.S. retail shop in this aftermarket segment. A vast majority of Canadian shops receive the magazine each month, as do large importers, rebuilders and distributors around the globe.

## About Our Subscribers

We appreciate that your investment in advertising is critical to the success of your business. *Transmission Digest* maintains USPS standards as a Requester Periodical. As such, the majority of recipients must have in writing requested to receive or to continue to receive the magazine no less often than every 36 months. This provides assurance of a pre-qualified and interested audience, both willing and able to purchase products. Return postage is guaranteed on all subscriptions in order to update shops that move and to remove those that have closed. New shops are constantly being sought and added.

## Industry Knowledge and Understanding:

Our entire library of aftermarket research is available for your use. The information is updated during the first quarter of each calendar year and is available from the *Transmission Digest* publisher.

## Working for You:

Our account executives are respected in the industry for their knowledge of advertising, publishing and the transmission aftermarket. Their consultation, reflecting many years of experience, is a valuable asset at your disposal.

## We Can Prepare Your Ads:

While many advertisers prefer to prepare ad materials themselves or through advertising agencies, we offer a very cost-effective alternative for designing the creative and mechanical aspects of any ad or display graphics you may require. Our account executives will be happy to provide quotes for any such project. Materials needed to prepare ads should be supplied no later than the 15th of the month preceding the issue month.

## Advertiser-supplied Inserts:

*Transmission Digest* is happy to include a limited number of inserts in any issue.

- A full proof of all insert pages and a paper sample must be transmitted to *Transmission Digest* before a final quote can be provided.
- Rates for perfect-bound issues (typically March, October, December) may vary slightly from those listed.
- *Transmission Digest*, as a USPS registered periodical, offers very attractive rates for most insert projects. Due to postal periodical regulations, no document that contains the word "catalog" ("catalogue") can be inserted into the magazine (terms such as "Product Guide" are allowed). Such prohibited items can be bundled with the magazine inside a poly wrapper. All poly-wrapped projects require additional preparation and postage. A customized quote will be provided by your account executive.
- Regardless of page count, inserts are counted as one insertion for purposes of frequency discount rates.
- Insert dimensions are slightly smaller than page dimensions. Your account executive will provide dimensional and folding requirements and shipping instructions for insert projects.

## Preparing Your Own Ads:

Advertising materials should arrive no later than the 15th of the month preceding the issue month.

## AD SUBMISSION

**Preferred:** PDF/X-1a or a properly formatted **Press-ready PDF** which has been distilled from a Postscript (.ps) file.

**Accepted:** ■ High resolution TIFF or JPEG files (minimum 300 ppi).  
■ EPS files with fonts converted to paths.

**Fonts information:** • Make sure that all fonts are embedded when creating Postscript or PDF files.  
• Avoid using OpenType fonts, and Multiple Master Fonts.

**File Information:** • When submitting full page ads the file must show crop marks and bleeds.  
• All color images must be CMYK.  
• For images use TIFF or EPS, do not use JPEG, GIF, PNG or PICT files in layouts.  
• Dmax 280%

## METHODS OF FILE TRANSFER

- CD with hard copy proof.
- E-mail to publisher@transmissiondigest.com or editor@mdpuplications.com  
• When sending us E-mail it is important to include the following information along with the attached text and/or graphic files: publication title and issue month in which ad will appear, the client name and the name of the person sending the E-mail. Subject line should indicate name.
- FTP Contact a Sales Account representative for more information

## DESIGN REQUIREMENTS

- Dmax: **The sum total of tone value percentages should not exceed 280%**, of which one color can be solid.
- PMS colors and spot colors will be converted to CMYK unless a matched color is purchased.
- Reverse lettering should be made with a minimum of colors and should not use small letters or fine serifs.
- Minimize color combinations to a maximum of two process colors where small type and thin rules are involved.
- For full page ads the document size in your layout application should match the trim size of the magazine (8.125" x 10.875")
- Full page bleeds should extend 1/8 inch beyond the trim (trim size: 8.125" x 10.875" 8.376, bleed size: 8.375" x 11.125").
- Keep live images and type at least 3/8 inch away from trim.
- Furnish an actual size hard-copy proof when submitting digital files.
- Line screen is 133 lpi.

## CORRECTIONS AND ALTERATIONS

Our design and production department is equipped to handle any corrections needed to bring your files into compliance with our specifications and can make modifications or revisions for future issues. Any corrections required or modifications requested will be charged accordingly and invoiced separately.

## General Display Advertising Rates

### Space (Black and White) Rates

Size	1x	6x	12x	18x	24x	36x
Full Page	\$2,975	\$2,590	\$2,285	\$2,180	\$2,115	\$2,050
2/3-Page	2,425	2,090	1,815	1,735	1,665	1,610
1/2-Island	2,125	1,880	1,630	1,580	1,540	1,485
1/2-Page	1,880	1,665	1,450	1,400	1,360	1,320
1/3-Page	1,535	1,305	1,165	1,110	1,050	1,020
1/4-Page	1,305	1,115	975	930	880	855

### Cover Positions (Rates include 4-color process)

Cover	1x	6x	12x
2nd Cover	\$5,105	\$4,620	\$4,230
3rd Cover	4,870	4,410	4,040
4th Cover	5,330	4,830	4,420

### Color Rates (per page or fraction thereof)

Black and any standard process ink.....	add \$530
Black and one color; matched or special process ink; each color .....	add \$795
Four-color process.....	add \$1,060
Special positions.....	add 15%

### Advertiser Supplied Insert Rates

**Standard Weight/Size 4 or 8-page insert** .....50% of earned space rate times number of inserted pages.

#### Standard 2-page insert (single sheet)

Printed both sides.....120% of the earned single page space rate  
Printed one side.....100% of the earned single page space rate

**Post Card Insert**.....100% of the 1/2-island space rate

#### Post Card Insert tipped to client full-page

advertisement .....60% of earned 1/2-island space rate

#### Standard Insert Binding Charges:

Saddle-stitched .....\$495  
Tip-in standard insert.....\$1,075

Regional inserts are available. Call your account executive for quotations.

## Marketplace Classified Rates

All orders must be in writing accompanied by a check, money order or MasterCard/Visa in U. S. funds.

### Word advertising

Word advertiser base rate-25 words.....	\$95.00
Each additional word.....	\$2.50
Additional cost for blind ad.....	\$15.00
No charge for address and telephone number	

Classified Display advertising (Column is 2 1/4" wide)

Column inches	1x	6x	12x
1 inch	\$200	\$175	\$160
2 inch	345	305	280
3 inch	485	415	375
4 inch	570	485	445

Marketplace classified ads cannot be combined with display advertising to achieve frequency discounts.

Payment must accompany ads.

Complimentary color is available to all 6x or 12x classified contracts.

## Showpower Guide Rates

The annual Showpower Guide is available for advertising to exhibitors.

Contract Advertisers who are exhibitors may take an additional 10% off the Show Guide rate.

### Specifications

### Show Guide Rate\*

Full Page.....	\$1,840
2/3-Page .....	1,605
1/2-Page Island .....	1,420
1/2-Page .....	1,345
1/3-Page .....	1,080
1/4-Page .....	875
Second Cover .....	2,585
Third Cover .....	2,385
Fourth Cover .....	2,920

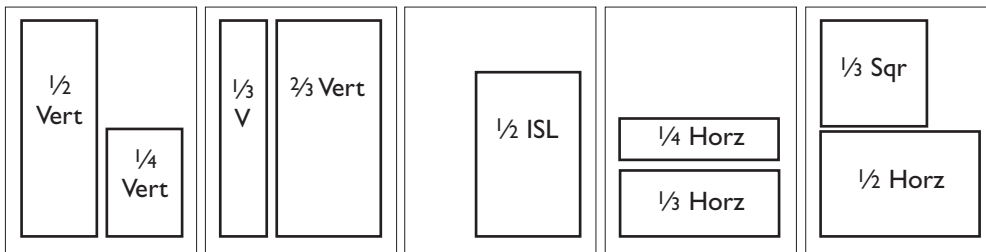
Ask your account executive about printing your company's logo above your exhibit listing in the Showpower Guide.

\*includes 4-color process

## Ad Dimensions

Advertisements that do not conform to standard size units will be modified to size or treated as bleed ads. Charges for modifications may be applied.

All dimensions are in inches.



### PARTIAL PAGE ADS

Size	Width	Depth
2/3 Page V	4 3/4	9 7/8
1/2 Island	4 3/4	7
1/2 Page V	3 1/2	9 7/8
1/2 Page H	7 1/4	5
1/3 Page V	2 1/4	9 7/8
1/3 Page H	7 1/4	3 3/8
1/3 Page S	4 3/4	4 3/4
1/4 Page V	3 1/2	4 3/4
1/4 Page H	7 1/4	2 1/2

### FULL PAGE ADS

Size	Width	Depth
Trim Size	8 1/8	10 7/8
Bleed Size	8 3/8	11 1/8

### 2-PAGE SPREAD ADS

Size	Width	Depth
Trim Size	16 1/4	10 7/8
Bleed Size	16 1/2	11 1/8

Bleeds should extend min. 1/8" beyond trim. Keep live copy and photos 3/8" from trim edge. Leave 1/2" free of live matter at bottom for reader service number.

### Advertising Acceptance

Advertising is accepted on written contract basis only. The length of the contract is one year from the date on the contract. Space orders based on a frequency discount must contain a schedule of insertions. Otherwise, advertising will run at the one-time rate, and credit for frequency discounts will be applied as earned. Advertisers not fulfilling frequency contracts will be issued an invoice reflecting the actual earned rate.

**Insertion instructions must include the following information:**

- Name of publication and advertiser
- Issue of insertion
- Size of advertisement
- Identification of advertisement (include ad proof)
- Special Instructions such as bleed, color, position, etc.

Cancellations must be made in writing by the 10th of the month preceding the month of issue.

The Publisher reserves the right to reject or cancel advertisements not meeting MD Publications' standards.

The Publisher reserves the right to insert the word "Advertisement" above or below any copy having the appearance of editorial material.

### Advertiser's Responsibility

Advertiser and authorized agents agree to indemnify Publisher against all claims, damages or liability whatsoever arising out of, or in any way caused by, or connected with the printing or publication of the advertising.

MD Publications reserves the right to hold the advertiser and its agents jointly and severally liable for such monies as are due and payable to the publisher.

### Publisher's Limitation of Liability

The Publisher will not be liable for slight changes or typographical errors that do not lessen the value of an advertisement.

In the event of an error for which the Publisher is responsible, liability shall be limited to one re-publication of the advertisement or cancellation of the charges for the portion of the advertisement rendered valueless by the error. No allowance will be granted for any error that does not affect the value of the advertisement.

Liability of the Publisher for failure to publish an advertisement or insert, for any reason, in the issue specified will be limited to publishing of the advertisement or insert in a subsequent issue.

### Advertising Agencies

Agency must be appointed by the advertiser and recognized by M D Publications. Credit approval is required for both advertiser and agency.

When paid within credit terms a 15% agency commission is available on space, special position and color charges as well as the space charge for advertiser-supplied inserts.

### Billing, Credit & Payment Policy (U.S. Funds Only)

Through strict enforcement of our payment terms we continue to maintain our position as the lowest-cost-per-thousand magazine in our field. Our payment policy is rigid and therefore needs to be explained in advance.

**Prepayment:** Required by issue closing date until credit is established.

**Establishing Credit:** Your account executive will send you an Application for Credit.

**Billing Dates:** Once credit is established, advertising is invoiced on the 25th of the month preceding the month of issue. Art and production charges are invoiced at the end of the month of issue.

**Credit Account Terms:** 2/10 net 30

**Service Charge:** A 1.5% per month service charge is added to all balances not paid within 30 days of invoice date and to any balance created by deducting commissions not earned as the result of late payment.

**Collection Charges:** In the event the services of an outside collection agency are required to effect collection, a 25% collection fee will be added. If suit becomes necessary to effect collection, reasonable attorney fees and all court costs will also be added to the balance due M D Publications Inc.

**Contract Prepayment Discount:** A 15% discount is granted to display advertisers who prepay the entire balance of any annual schedule of six or more insertions. The discount is not offered to accounts on which we offer agency commission.

### Showpower

Each year *Transmission Digest* holds an annual meeting of educational seminars and product exhibitions known as Showpower.

Retail shops, franchise chain buyers and aftermarket distributors are invited to attend Showpower. Showpower is typical of today's selectively targeted trade expositions, exposing products and equipment to a well-defined vertical aftermarket audience of specialized automotive shops.

Contact Bob Jacobsmeyer for Showpower exhibition information.

### Showpower Guide

The annual Showpower Guide contains the official schedules and list of exhibiting companies. Advertising in the Showpower Guide is limited to current-year exhibiting companies. Advertisers with current general display advertising contracts of six or more insertions receive a 10% discount on the attractive Showpower Guide rates.



## CONTACTING US

**TELEPHONE** (417) 866-3917

**TOLL-FREE** (800) 274-7890

**FAX** (417) 866-2781

**U.S. MAIL** P.O. Box 2210 Springfield, MO 65801-2210

**OVERNIGHT EXPRESS** 3057 E. Cairo Springfield, MO 65802-6204

**E-MAIL** Ad Material: publisher@transmissiondigest.com

**E-MAIL** News releases: editor@transmissiondigest.com