Media Opportunities
Smarter. More targeted. Engineered to Deliver.

Ad space now available on the new, rebuilt aiche.org.

Includes Rate Cards and CEP Editorial Calendar
www.aiche.org/ads

Display • Web • e-Newsletters • Classified • Showcase
AIChE.org has been completely redesigned. The site is more accessible, more targeted and a more engaging experience for the user.

You now have:

• A new, better way to reach highly educated engineering professionals with buying power—80% work in industry and have purchasing authority. Dynamic serving means your message reaches the people who can act on it.

• A greater variety of ad space options. Expanded inventory and run of site ads for greater reach allow you to better meet your campaign objectives.

• The ability to tailor your ads to the specific interests of the user so you reach the most qualified audience—targeted ads delivered to engaged users.

Read on for more about AIChE digital—and print—media opportunities.
AIChE Media Opportunities At A Glance

**CEP Magazine**  Page 5

AIChE’s flagship print magazine reaches nearly 30,000 engineering professionals around the world, most with specifying or buying authority. Full content is also available online every month. Plans available for display and classified advertisers.

**AIChE.org**  Page 6

Thousands of AIChE members turn to aiche.org daily for access to articles, research, webinars, conference details, career information, networking and more. Key above-the-fold positions are available run of site, including space on the previously unavailable Home Page.

**AIChE SmartBrief**  Page 7

This weekly email digest of chemical engineering news reaches more than 25,000 key decision makers. Choose from issue heading leader board or sponsorship of sections that align to your product offering.

**Recruitment Advertising**  Page 8

When you need to reach qualified chemical engineers, there’s no better recruitment vehicle than AIChE’s job board, website and print recruitment advertising. Reach entry-level to experienced engineers across a broad spectrum of industry with one buy.

**AIChExchange**  Page 9

The monthly member e-newsletter reaches more than 30,000 members with timely news of association activities and member benefits.

**AIChE Conferences**  Page 9

One of the best ways to meet your product’s end-users in a venue where they are actively seeking information. Exhibiting or sponsoring here can add a valuable sales channel to your overall marketing effort.

**CareerEngineer, Online Career Fairs and Onsite Recruiting**  Page 9

Gives recruiters an easy way to find top-level talent with degrees in chemical engineering, the sciences or engineering.
# CEP 2013 Editorial Calendar

## Advertising Closes
- **JANUARY**: December 11
- **FEBRUARY**: January 18
- **MARCH**: February 15
- **APRIL**: March 18
- **MAY**: April 15
- **JUNE**: May 13

## Feature Articles*
* Potential authors should inquire at least 6–9 months in advance
- **JANUARY**: Economic Outlook
- **FEBRUARY**: Combined Heat and Power (CHP)
- **MARCH**: Streamlining Process Hazard Analyses
- **APRIL**: SBE Supplement: Drug Delivery
- **MAY**: Distillation Column Gamma Scanning, Part 1
- **JUNE**: Process Flow Failure Modes (PFFM) Analysis

## Economic Outlook
- Combined Heat and Power (CHP)
- Streamlining Process Hazard Analyses

## Back to Basics*
- **JANUARY**: Control Loop Tuning
- **FEBRUARY**: Unit Conversion
- **MARCH**: Flowmeters (Coriolis)
- **APRIL**: Membranes
- **MAY**: Pollution Control
- **JUNE**: Compressors

## Product Digest
(Deadline for submissions)
- **JANUARY**: Valves (11/1/12)
- **FEBRUARY**: Materials (12/1/12)
- **MARCH**: Pumps (1/1/13)
- **APRIL**: Bioprocessing Equipment (2/1/13)
- **MAY**: Piping, Tubing, Fittings, and Hoses (3/1/13)
- **JUNE**: Engineering Services (4/1/13)

## Column Material Matters
- **JANUARY**: YPOV
- **FEBRUARY**: Spotlight on Safety
- **MARCH**: Process Automation Corner
- **APRIL**: Material Matters
- **MAY**: Spotlight on Safety
- **JUNE**: Process Automation Corner

## Special Features and Show Previews
- **JANUARY**: SBE Supplement: Drug Delivery
- **FEBRUARY**: AIChe Spring Meeting Preliminary Technical Program Grid
- **MARCH**: Interphex Exhibit Preview
- **APRIL**: AWMA Exhibit Preview
- **MAY**: AIChe Biennial Salary Survey
- **JUNE**: Offshore Technology Conference Exhibit Preview

## Bonus Distribution
(Current issues of CEP are distributed at AIChe conferences and workshops)
- **JANUARY**: SBE Accelerating Biopharmaceutical Development Conference 2/24-2/26
- **FEBRUARY**: Quality by Design in Biologics Conference 2/26-2/27
- **MARCH**: Interphex 4/23-4/25
- **APRIL**: AIChe Spring Meeting, Global Congress on Process Safety, and Sustainable Packaging Symposium 4/28-5/2
- **MAY**: Offshore Technology Conference 5/6-5/9
- **JUNE**: Industrial Energy Technology Conference 5/21-5/24

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* YPOV: Young Professionals in Chemical Engineering
* PFFM: Process Flow Failure Modes
<table>
<thead>
<tr>
<th>JULY</th>
<th>AUGUST</th>
<th>SEPTEMBER</th>
<th>OCTOBER</th>
<th>NOVEMBER</th>
<th>DECEMBER</th>
<th>Advertising Closes</th>
</tr>
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<tbody>
<tr>
<td>June 12</td>
<td>July 15</td>
<td>August 12</td>
<td>September 16</td>
<td>October 14</td>
<td>November 11</td>
<td></td>
</tr>
<tr>
<td>Biology for ChEs</td>
<td>Combustion (Equipment, e.g., Burners)</td>
<td>Engineering Economics (Cost Estimating)</td>
<td>Relief Valves (Sizing Basics)</td>
<td>Storage Silos</td>
<td>Filtration</td>
<td>Back to Basics*</td>
</tr>
<tr>
<td>Measurement Equipment (5/1/13)</td>
<td>Solids Handling (6/1/13)</td>
<td>Instrumentation (7/1/12)</td>
<td>Heat Transfer (8/1/12)</td>
<td>Safety Equipment (9/1/13)</td>
<td>Fluids Handling (10/1/13)</td>
<td>Product Digest (Deadline for editorial submissions)</td>
</tr>
<tr>
<td>SBE Supplement: Industrial Biotechnology</td>
<td>AIChe Annual Meeting Preliminary Technical Program Grid</td>
<td>Energy Supplement: Advanced Energy Storage (Batteries)</td>
<td>Chem Show Exhibit Preview</td>
<td>Chem Show 12/10-12/12</td>
<td>Chem Show 12/10-12/12</td>
<td>Special Features and Show Previews</td>
</tr>
<tr>
<td>Ammonia Safety Conference, Frankfurt, Germany 8/25-8/29</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Bonus Distribution (Current issues of CEP are distributed at AIChE conferences and workshops)</td>
</tr>
</tbody>
</table>

For additional information and updates, visit [http://www.aiche.org/cep-editorial-calendar](http://www.aiche.org/cep-editorial-calendar)
Independent research shows that CEP readers are a unique audience who can’t be reached through other print sources. Who are they?

**CEP Readers**

- Work at leading companies across the chemical enterprise such as 3M, BP, Chevron, DuPont, ExxonMobil, Honeywell, Merck, Pfizer and Shell
- Work in key job functions that use your products, such as process engineering, R&D, equipment design, quality control, process safety, IT and more
- Are involved in the purchasing process for products such as software, tanks, vessels, reactors, instrumentation equipment, pumps, compressors and motors, construction materials, filtration and pollution control equipment, chemicals and raw materials and more
- Can’t be reached through other publications
- Visit AIChE advertisers’ websites
- Recommend and buy advertised products

**Actions Taken by CEP Readers as a Result of Seeing an Ad**

- Discussed an ad/article with someone else in the company: 44%
- Visited advertiser’s website: 41%
- Referred an ad/article to someone else in the company: 37%
- Recommended the purchase of these products: 13%
- Bought products or services advertised: 7%

\(^1\) Source: Harvey AdQ Study
The AIChE website is the definitive portal for the chemical engineering community. Featuring webinars, technical presentations, specialty conferences, CEP Magazine articles, and thousands of pages tailored to the specific interests of chemical engineering professionals, it engages users starting on the home page and keeps them engaged throughout the site.

Ad units are now available throughout the site. Choose key, above the fold leader board positions on the run of the site or appear more frequently in select subject areas that align with your product offering.

Aiche.org offers new opportunities to reach key prospects when they are most engaged. There's no better way to reach the chemical engineering community.

Target Your Advertising in Appropriate Content Areas:

- **AIChE** — encompassing all aspects of chemical engineering
- **CCPS** — focusing on process safety
- **CEI** — energy-focused content and readers
- **CEP** — readers interested in the latest developments in chemical engineering
- **IfS** — centered on issues related to sustainability
- **SBE** — dedicated to biological engineering

**AIChE.org**

- **Leaderboard (A)**
  
  Size: 728 pixels wide x 90 pixels high
  
  Max file size: 50k, Resolution: 72 dpi
  
  GIF, JPEG or animated GIF only

- **Medium Rectangle (B)**
  
  Size: 300 pixels wide x 250 pixels high
  
  Max file size: 50k, Resolution: 72 dpi
  
  GIF, JPEG or animated GIF only

- **Leaderboard Sidebar Button (C)**
  
  Size: 220 pixels wide x 90 pixels high
  
  Max file size: 25K, Resolution: 72 dpi
  
  GIF, JPEG or animated GIF only

**Pricing**

All banners are priced on a cost-per-thousand (CPM) basis. An initial minimum buy of 10M is recommended in order to gauge effectiveness. Discounts begin at buys above 20M. Highly targeted buys available at a higher CPM, ask your representative for details.

**Website Stats**


<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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<tbody>
<tr>
<td>Total Visits</td>
<td>1,382,648</td>
</tr>
<tr>
<td>Unique Visitors</td>
<td>819,858</td>
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<tr>
<td>Page Views</td>
<td>5,786,995</td>
</tr>
<tr>
<td>Number of Pages Per Visit</td>
<td>4.19</td>
</tr>
<tr>
<td>Average Visit Time</td>
<td>3:18</td>
</tr>
</tbody>
</table>

* Source: Google Analytics
**AIChE SmartBrief** goes where others can’t

**AIChE SmartBrief** arrives every Tuesday in more than 25,000 email inboxes. This electronic digest brings chemical engineers a summary of the most important business and technology news from hundreds of top sources. Read by key decision makers at major companies (who opt-in to receive it), AIChE SmartBrief delivers:

- average weekly **circulation** of 25,756
- 31% **open rate** on average
- 15% **unique click rate** on average

AIChE SmartBrief is a trusted news resource for chemical engineering professionals. It offers exceptional market exposure, with your message delivered straight to the desktops of your prospects.

**SmartBrief also offers unparalleled campaign reporting** as your customized reports will include:

- total clickthroughs to your site
- name of every company that clicks on your ad
- title of every person who clicks on your ad

**AIChE SmartBrief Pricing**

<table>
<thead>
<tr>
<th>Unit</th>
<th>Description</th>
<th>1-4 insertions</th>
<th>5-8 insertions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leaderboard</td>
<td>Banner Ad</td>
<td>$2,000/issue</td>
<td>$1,800/issue</td>
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<tr>
<td>Business Update</td>
<td>News Section Sponsorship</td>
<td>$1,750/issue</td>
<td>$1,575/issue</td>
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<tr>
<td>Chemical Technology News</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
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<tr>
<td>Energy, Sustainability &amp; Safety</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
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<tr>
<td>Biological Engineering &amp; Pharmaceuticals</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
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<td>Materials &amp; Nanotechnology</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
</tr>
<tr>
<td>Education &amp; Government Update</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
</tr>
<tr>
<td>Career Focus</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
</tr>
<tr>
<td>Institute News</td>
<td>News Section Sponsorship</td>
<td>$1,500/issue</td>
<td>$1,350/issue</td>
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</tbody>
</table>
Recruitment Advertising  

find the right people fast

When You Need to Fill Positions: 
Recruitment Advertising

Use AIChE as your resource to connect with candidates that have the talent and credentials to help your organization grow and prosper. AIChE members span all industries and experience levels with accredited degrees in chemical engineering and the sciences.

Reach Prospects Online and in Print

- Easily increase the reach, frequency and effectiveness of your recruitment efforts—91% of individuals recall a company when it is seen across media
- Be in front of prospects at the different stages of their job search
- Remove media preference as a barrier to reaching prime prospects

CareerEngineer, AIChE’s Targeted Job Board for Chemical Professionals

Reach members and non-members who visit AIChE’s job board.

$350 Gross rate for a 45-day timeslot. Posting packages offer discounts and are good for 1 year from date of purchase.

Additional recruitment opportunities include banners on AIChE.org, in AIChExchange, and AIChE SmartBrief as well as Online Career Fairs and Onsite recruiting at AIChE Conferences.

For more information on AIChE Recruitment advertising contact Denise DeLuca Mallon.

CLASSIFIED PRINT

Straight-text/regular ads

$3.95/word Net rate less 10% for conjunctions. Word document format. Add a 45-day job board posting for just $150 (special rate for print advertisers).

Display ads

These “boxed” ads stand out and generate a higher response from jobseekers. Display ads in the Recruitment Classified Section receive the following:

- 6x Gross rate for a single insertion (see Display rates)
- color at no additional cost
- link to your site from the online edition of the magazine
- 45-day job board posting
AIChExchange offers an additional opportunity to deliver your message. This monthly e-mail newsletter, delivered to more than 30,000 members, places your ad next to the newsletter’s most read department or between member news, previews of CEP articles, calls for papers, course listings, webinar schedules and other information important to AIChE members.

AIChExchange offers:

- Average monthly circulation of 31,274
- A unique open rate of 24%
- An 18% average unique click rate

Banners are available in 2 sizes in 4 positions within the newsletter. Choose the position that best meets your budget. Sole sponsorship also available.

**AIChExchange Pricing**

<table>
<thead>
<tr>
<th>Unit</th>
<th>Description</th>
<th>1-4 insertions</th>
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<tbody>
<tr>
<td>Vertical 1</td>
<td>Vertical Banner Ad opposite CEP preview</td>
<td>$2,000/issue</td>
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<tr>
<td>Vertical 2</td>
<td>Vertical Banner Ad opposite CEP preview</td>
<td>$1,500/issue</td>
</tr>
<tr>
<td>Horizontal 1</td>
<td>Horizontal Banner Ad below CEP preview</td>
<td>$1,000/issue</td>
</tr>
<tr>
<td>Horizontal 2</td>
<td>Horizontal Banner Ad middle of newsletter</td>
<td>$1,000/issue</td>
</tr>
</tbody>
</table>

**Additional ways to round out your campaign.**

In addition to print and digital, AIChE offers these ways to reach your target audience.

**AIChE Conferences**

Whether you are looking to meet prospects or just want to establish your firm as a leader, AIChE conferences offer an ideal solution. Meet with key decision makers when they are seeking new information.

Sponsoring and/or exhibiting can add a valuable channel to your overall marketing effort.

For more information, visit [http://www.aiche.org/confopportunities](http://www.aiche.org/confopportunities)

**AIChE CareerEngineer and Career Fairs**

Many members turn to AIChE for job opportunities. You can find the best Chemical Engineering talent at AIChE’s CareerEngineer and online Career Fairs. Candidates possess accredited engineering degrees and span a range of experience levels across industry.

AIChE’s CareerEngineer and online Career Fairs have the added convenience of letting you recruit talent right from your desktop.

For more information, visit [www.aiche.org/resources/careers](www.aiche.org/resources/careers)
Sizing

**Printing:** Web Offset, Binding: Perfect

**Publication trim size:** 8-1/8” x 10-7/8” (206.4 mm x 276.2 mm)

**Spread trim size:** 16-3/4” x 11-1/8” (425.5 mm x 282.6 mm)

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<tr>
<th>Units</th>
<th>Inches</th>
<th>Millimeters</th>
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<tr>
<td>Full Page (bleed)</td>
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<td>212.7 mm x 282.6 mm</td>
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<tr>
<td>Full Page (non-bleed)</td>
<td>7” x 10”</td>
<td>177.8 mm x 254.0 mm</td>
</tr>
<tr>
<td>2/3 Page</td>
<td>4-9/16” x 9-1/2”</td>
<td>115.9 mm x 241.3 mm</td>
</tr>
<tr>
<td>1/2 Page Island</td>
<td>4-9/16” x 7-3/8”</td>
<td>115.9 mm x 187.3 mm</td>
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<tr>
<td>1/2 Page Vertical</td>
<td>3-3/8” x 9-1/2”</td>
<td>85.7 mm x 241.3 mm</td>
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<tr>
<td>1/2 Page Horizontal</td>
<td>7” x 4-7/8”</td>
<td>177.8 mm x 123.8 mm</td>
</tr>
<tr>
<td>1/3 Page Vertical</td>
<td>2-3/16” x 9-1/2”</td>
<td>55.6 mm x 241.3 mm</td>
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<tr>
<td>1/3 Page Horizontal</td>
<td>4-9/16” x 4-7/8”</td>
<td>115.9 mm x 123.8 mm</td>
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<tr>
<td>1/4 Page</td>
<td>3-3/8” x 4-7/8”</td>
<td>85.7 mm x 123.8 mm</td>
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<tr>
<td>1/6 Page</td>
<td>2-1/8” x 4-3/4”</td>
<td>54.0 mm x 120.6 mm</td>
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</table>

**Display Advertising**

**Specifications for Web Offset Publications (SWOP) 9th Edition.**

Files can be supplied on a CD or sent by E-mail. Disks will not be returned after use unless requested. Color proofs are required for all color ads to be used as a press color match. If not received, reproduction and registration quality is at advertiser’s risk. All files must be supplied at exact size and color. Size, art, or type cannot be corrected. Only InDesign, PDF, TIFF or EPS documents will be accepted. Improper file formats will incur translation charges. When creating a PDF, fonts must be embedded. Images must be supplied either as Photoshop EPS, TIFF or Illustrator EPS in CMYK or grayscale mode. Include all fonts and 266 dpi (minimum) versions of EPS or TIFF images.

**Position of Ads on Page**

**Contract Conditions**

All advertisements for CEP, the AIChE website and sundry publications are accepted and published by AIChE on the representation that the advertiser and/or advertising agency are authorized to publish the entire contents and subject matter thereof. The advertiser and/or advertising agency will defend, indemnify and hold CEP and AIChE harmless from and against any loss, expense or other liability resulting from any claims or suits for libel, violation, or right of privacy or publicity, plagiarism, copyright or trademark infringement, and any claims or suits that may arise out of publication of such advertisement. CEP and AIChE reserve the right to reject or exclude advertising copy which in its opinion is unethical, misleading, unfair, in bad taste, detrimental to the public interest or otherwise inappropriate or incompatible with the character of these publications. The publisher is not liable for delays in delivery and/or non-delivery in the event of Act of God, action by governmental or quasi-governmental entity, fire, flood, insurrection, riot, explosion, embargo, strikes whether legal or illegal, labor or other material shortage, transportation interruption of any kind, work slowdown, or any matter. Orders are accepted subject to the terms and provisions of our current Advertising Rate Card. We reserve the right to change rates upon notice. Contracts may be canceled at the time a change in rates becomes effective without incurring a short rate adjustment provided the contract rate has been earned up to the date of cancellation. Rateholders not accepted. The publisher will not be liable for any consequential loss or damage occasioned by the failure of any advertisement to appear from any cause whatsoever, nor does it accept liability for errors in any advertisement published, nor for its failure to appear on any specified date. Conditions applying to an order should be incorporated in the order. Printed conditions on orders will not be accepted as binding. Copy matter must conform to publisher’s published requirements; any additional work involved will be charged to the client. Orders subject to contract discount must be completed within 12 months (Jan.-Dec.). Credit accounts are strictly net and must be settled within 30 days of receipt. If an account is overdue, the publisher reserves the right to suspend insertions.
CEP Address & Contact Information

Please send all advertising materials to Karen Simpson, CEP Production Coordinator, AIChE, 3 Park Avenue, New York, NY 10016; Phone: 646.495.1346; Fax: 646.495.1506; E-mail: kares@aiche.org.

CEP Showcase

Showcase image area for each item is 2-1/8” wide by 4-3/4” high.

CEP Marketplace

Marketplace column width is 2-1/8”.

AIChE.org

<table>
<thead>
<tr>
<th>Advertising Options</th>
<th>Specifications</th>
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<tbody>
<tr>
<td>Leaderboard</td>
<td>Size: 728 pixels wide x 90 pixels high</td>
</tr>
<tr>
<td>Medium Rectangle</td>
<td>Size: 300 pixels wide x 250 pixels high</td>
</tr>
<tr>
<td>Leaderboard Sidebar Button</td>
<td>Size: 220 pixels wide x 90 pixels high</td>
</tr>
</tbody>
</table>

*Advertising available on select pages within each website. Please speak with your CEP Sales Manager about page availability and custom-crafted package.

AIChE SmartBrief Leaderboard

- **Size:** 728 x 90 pixels. 40k maximum; .gif or .jpg
- **Click Through URL**
- **Alternate text (100 characters maximum) can be embedded behind image**
- **Animation:** No limits on animation, Maximum 4 frames recommended

AIChE SmartBrief News Section Ads (choose from these options)

**Option 1: Rectangle Text Ad**
- **Advertiser Logo:** 120 x 60 pixels. 30k maximum; .gif or .jpg
- **Headline:** 50 characters, excluding spaces
- **Ad Logo:** 180 x 150 pixels. 40k maximum; .gif or .jpg
- **Copy:** 300 characters maximum, excluding spaces
- **Click Through URL**
- **Animation:** No limits on animation, Maximum 4 frames recommended

**Option 2: Outline Ad**
- **Advertiser Logo:** 120 x 60 pixels. 30k maximum; .gif or .jpg
- **Headline:** 50 characters, excluding spaces
- **Copy:** 300 characters maximum, excluding spaces
- **Click Through URL**
- **Animation:** No limits on animation, Maximum 4 frames recommended

**Option 3: Banner Ad**
- **Advertiser Logo:** 120 x 60 pixels. 30k maximum; .gif or .jpg
- **Banner:** 468 x 60 pixels. 60k maximum; .gif or .jpg
- **Click Through URL**
- **Alternate text (100 characters maximum) can be embedded behind image**
- **Animation:** No limits on animation, Maximum 4 frames recommended

**The Buzz Text Ad**
- **Copy:** 300 characters maximum, excluding spaces
- **Click Through URL**

Classifieds & CareerEngineer

Line ads can be submitted by e-mail to Denise DeLuca Mallon, CEP Sales Representative, at denid@aiche.org. Electronic files should be in either Microsoft Word or text format, and should be sent as an attachment and not in the body of the e-mail message. Display ads in the classifieds section are subject to the same specifications previously mentioned. Posting for CareerEngineer can be done directly online. Please contact Denise DeLuca Mallon at 646.279.2149 (direct phone), 646.495.1382 (alternate phone), or denid@aiche.org for more information.

KEY REPRESENTATIVES CONTACTS

<table>
<thead>
<tr>
<th>Equipment/Service Advertising</th>
<th>Recruitment Sales</th>
<th>Production Coordinator and Reprints</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Firms A-L:</strong> Doris B. Deutsch, CEP/AIChE</td>
<td><strong>Denise DeLuca Mallon, CEP/AIChE</strong></td>
<td><strong>Karen Simpson, AIChE</strong></td>
</tr>
<tr>
<td>Tel 646-495-1361 Fax 775-254-6963 <a href="mailto:sales@aiche.org">sales@aiche.org</a></td>
<td>Tel (dir.) 646-279-2149 Tel (alt.) 646-495-1362 Fax 646-495-1506 <a href="mailto:denid@aiche.org">denid@aiche.org</a></td>
<td>Tel 646-495-1346 Fax 646-495-1506 <a href="mailto:kares@aiche.org">kares@aiche.org</a></td>
</tr>
<tr>
<td><strong>Firms M-Z:</strong> Ian Sergo, CEP/AIChE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tel 646-495-1339 Fax 646-495-1506 <a href="mailto:sales@aiche.org">sales@aiche.org</a></td>
<td></td>
<td></td>
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</tbody>
</table>