# OIL, GAS &petrochemequipment®

Reaching 130,000+ Petroleum Professionals

# MEDIA KIT



MORE LEADS. MORE TRAFFIC. MORE SALES.

PennWell<sup>®</sup>

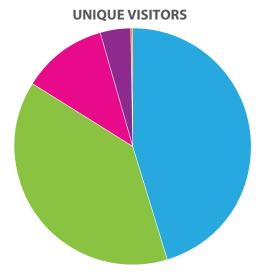
**OGPE.com** 

#### **OVER 60 YEARS OF PRODUCTS & SERVICES**



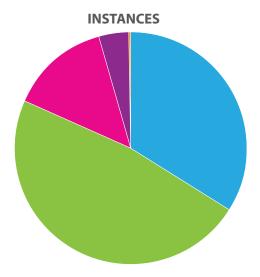
- The oil industry's only all-products magazine and website
- First-Monday-of-the-Month all-products section of *Oil & Gas Journal* with access to its global audience
- Announces more new products than any petroleum brand with lead-generation, driving quality traffic to client websites
- 63rd year as PennWell's second longest magazine in publication
- Engaged media partnerships with manufacturers, service providers, and their agencies

# **HOW OUR AUDIENCE REACHES OG&PE**



Search Engines: 44.9% Typed/Bookmarked: 38.2% Other Websites: 11.5% Social Networks: 4.3%

Email: .2%



Search Engines: 34.1% Typed/Bookmarked: 47.6% Other Websites: 14.1% Social Networks: 4%

Email: .2%

Stats from Omniture SiteCatalyst July 1, 2015 - June 30, 2016



# Audience Insights from OLL, GAS



# **AUDIENCE**

# ONLINE ENGAGEMENT

**ENGINEERS** 

**OPERATING MANAGERS** 

**SUPERVISORS** 

**SUPERINTENDENTS** 

**FOREMEN** 

FIELD & PLANT PERSONNEL

**DESIGNERS** 

**CONSTRUCTION FIRMS & CONTRACTORS** 

9,895 Followers

16,565 Likes

2,696 Members

from August 2016

Global reach includes magazine circulation as Oil & Gas Journal products section, weekly newsletter recipients, social media, monthly unique website visitors, and mobile site visitors



**OVER 49,000+** 

**EQUIP-ALERT NEWSLETTER RECIPIENTS** 

\*internal publishers data

of our audience rely on industry magazine/website as an online

Mobile traffic over the past 12 months makes up 10.73% of total traffic for OGPE.\*

Aug 2015 - Jul 2016



Monthly Website Page Views - 27,962\* Monthly Website Visits - 14,261\* Monthly Unique Visitors - 9,571\*

# WHY THEY VISIT OGPE.com

When you visit OGPE.com, in what format do you access information?\*\*



\*Stats from Omniture SiteCatalyst July 1, 2015 - June 30, 2016

\*\*Stats from 2016 OG&PE Audience Survey

When you visit OGPE.com what type of information are you typically looking for?\*\*





#### **MEDIA SOLUTIONS**

## DESIGNED TO MEET YOUR SPECIFIC MARKETING CAMPAIGN GOALS

THESE ICONS APPEAR THROUGHOUT THE MEDIA GUIDE FOR EASY IDENTIFICATION AND YOUR CONVENIENCE.



A Brand Awareness campaign strengthens your company's image and helps define how your company and products are perceived by professionals in the oil & gas community.



A Lead Generation campaign provides targeted sales leads by actively generating interest from decision-makers and prospects in the oil & gas community.



OBJECTIVES

A Traffic Driving campaign is designed to push oil & gas professionals to your website or other online offerings.



A **Thought Leadership/Engagement** campaign authenticates your sales and marketing message by comprehensively communicating innovation and a sustainable competitive advantage — building business over the long term.



A **Social Engagement** campaign increases your brand's opportunity to engage with a targeted audience and their viral networks via social media platforms



In a **Push Marketing** approach, we create consumer demand by delivering your information directly to key industry professionals who have previously indicated an interest in a topic related to your products andservices.



In a **Pull Marketing** approach, structured oil & gas professionals see your campaign as they actively seek out information via search or browse vehicles.

#### YOUR MARKETING CAMPAIGN OBJECTIVES **OUR MARKETING APPROACH** MEDIA SOLUTIONS Social Push Brand Traffic Lead Thought Pull Banner Ads: Home Page Plus Page Peel Ad Pushdown Ad Topic Center Ad Welcome Ad (Prestitial) Contests, Surveys, Polls E-NEWSLETTER (Product) Magazine (Digital / Print) Mobile Application Ad Slideshow Sponsorship Social Media Boost Video Sponsor Webcast (Vendor)



# SPECIAL REPORTS, BONUS DISTRIBUTION, DEADLINES

# OG&PE Bonus Distribution Will Be At The Same Events As Oil & Gas Journal

MONTH	TITLE	BONUS DISTRIBUTION	MONTH	TITLE	BONUS DISTRIBUTION
JANUARY	Unconventional Oil & Gas Equipment & Services		JULY	Filtration & Separation	
	Ad Close: <b>Dec. 12, 2016</b>	Material Due: Dec. 19, 2016		Ad Close: <b>Jun. 14</b>	Material Due: Jun. 21
FEBRUARY	Maintenance & Plant Operations		AUGUST	Pumps, Compressors, Turbines, Engines, Motors	Turbomachinery & Pump Symposia, September 11-14, Houston, TX
	Ad Close: <b>Jan. 18</b>	Material Due: <b>Jan. 25</b>		Ad Close: <b>Jul. 19</b>	Material Due: <b>Jul. 26</b>
MARCH	Pipeline & Storage	The Pipeline + Energy Expo April 4-6, Tulsa, OK	SEPTEMBER	Instrumentation	
	Ad Close: <b>Feb. 15</b>	Material Due: <b>Feb. 22</b>		Ad Close: <b>Aug. 16</b>	Material Due: <b>Aug. 23</b>
APRIL	Drilling & Production	OTC 2017 May 1-4, Houston, TX	OCTOBER	Valves & Actuators	
	Ad Close: <b>Mar. 15</b>	Material Due: <b>Mar. 22</b>		Ad Close: <b>Sept. 13</b>	Material Due: Sept. 20
MAY	Flow Measurement & Control	International Liquid Terminals Association June 12-14 Houston	NOVEMBER	Health, Safety, Security, Environmental	
	Ad Close: <b>Apr. 11</b>	Material Due: <b>Apr. 19</b>		Ad Close: Oct.18	Material Due: Oct. 25
JUNE	Refining, Petrochem, Gas Processing		DECEMBER	Natural Gas Drilling, Production, Pipeline, Processing	
	Ad Close: <b>May 17</b>	Material Due: <b>May 24</b>		Ad Close: <b>Nov. 13</b>	Material Due: <b>Nov. 20</b>

JANUARY SPE Hydraulic

Fracturina Jan 24-26 The Woodlands, TX

FEBRUARY

ARC Industry World Forum Feb 6-9 Orlando, FL

Convention Feb 14-18 Scottsdale, AZ

NAPE Summit Houston, TX

IP Week Feb 21-23 London, UK Topside, Platforms & Hulls Feb 21-23 Galveston, TX

Pipeline Pigging & Integrity Management Conference Feb 27-28 and Mar 1-2 Houston, TX

MARCH

IADC/SPE Drilling Conference and Exhibition The Hague, The Netherlands

AFPM Annual Meeting Mar 19-21 San Antonio, TX

CIPPE Mar 20-22 Bejing, CN

SPF ICOTA Houston, TX

Subsea Tieback Forum Mar 21-23 San Antonio, TX

AFPM International Petrochemical Mar 26-28 San Antonio, TX

IADC/SPE Managed Pressure Drilling Mar 28-29 Rio De Janeiro

APRIL AAPG Annual Convention Apr 2-5 Houston, TX

Gas Processors Association Annual Meeting Apr 9-12 San Antonio, TX

PESA Annual Meeting Marana, AZ

Apr 24-28 Hannover

API Pipeline Conference Apr 25-26 San Antonio, TX

MAY Offshore Technology Conference May 1-4 Houston, TX

EITEP Pipeline Technology Conference Berlin

May 16-18 Houston, TX

AFPM Reliability & Maintenance New Orleans, LA

POWER-GEN Europe May 30 - Jun 1 Cologne, Germany

JUNE Offshore West Africa June 6 – 8 Lagos, Nigeria

Conference Jun 12-15 Paris, France

Brasil Offshore Macaé, BR

IPPA Midyear Meeting Jun 21-23 Laguna Niguel, CA

IADC World Drilling Conference Jun 28-29 Beurs Van Berlage, Amsterdam

JULY URTeC July 24-26 Austin, TX

AUGUST POWER-GEN Natural Gas Aug 15-17 Pittsburgh, PA

SEPTEMBER SPE Intelligent Energy Sep 5-8 Aberdeen, UK

IPI OCA Paris, FR

SEG Annual Meeting Sep 24-27 Houston, TX

OCTOBER AFPM O&A and Technology Forum Oct 2-4 Austin, TX

Pipeline Week Oct 3-5 Houston, TX

SPE ATCE San Antonio, TX

AAPG I SEG International Conference London, UK

OTC Brasil Oct 24-26 Rio de Janeiro, BR

NOVEMBER

Deepwater Operations Nov 7-9 Galveston, TX

Abu Dhabi, UAE

Nov 8-10 Naples, FI



#### **RATES & SPECIFICATIONS**

# **2017 MAGAZINE RATES**

FREQUENCY	1X	3X	5X	10X	15X	20X
Full Page	\$9,000	\$8,100	\$7,200	\$6,700	\$5,700	\$4,900
2/3 Page	\$7,000	\$6,500	\$5,800	\$5,300	\$4,500	\$3,800
1/2 Page	\$5,700	\$5,100	\$4,600	\$4,200	\$3,600	\$3,100
1/3 Page	\$4,700	\$4,200	\$3,700	\$3,300	\$2,800	\$2,400
1/4 Page	\$3,800	\$3,500	\$3,100	\$2,800	\$2,400	\$2,100

All Rates Are Gross.

Oil, Gas & Petrochem Equipment is distributed within Oil & Gas Journal the first Monday of each month.

# **2017 MAGAZINE SPECIFICATIONS**

	FULL PAGE SPREAD HALF PAGE SPREAD		FULL PAGE	2/3 PAGE	1/2 PAGE ISLAND	1/2 PAGE VERTICAL
AD SIZE						
TRIM (W×H)	16" x 10.5" 406mm x 267mm	16" x 5.25" 406mm x 133mm	8" x 10.5" 203mm x 267mm	-	_	_
BLEED	16.25" x 10.75" 413mm x 274mm	16.25"x 5.5" 413mm x 140mm	8.25" x 10.75" 210mm x 274mm	5.25" x 10.75" 133mm x 274mm	5.25" x 8.25" 133mm x 210mm	4.125" x 10.75" 105mm x 274mm
LIVE AREA	15" × 9.5" 381mm x 241mm	15" x 5" 381mm x 127mm	7" x 9.5" 178mm x 241mm	4.5" x 9.5" 114mm x 241mm	4.5" x 7.375" 114mm x 187mm	3.375" x 9.5" 86mm x 241mm

	1/2 PAGE HORIZONTAL	1/3 PAGE VERTICAL	1/3 PAGE SQUARE	1/3 PAGE HORIZONTAL	1/4 PAGE	1/6 PAGE
AD SIZE						
TRIM (W $\times$ H)	_	_	_	_	_	_
BLEED	8.25" x 5.5" 210mm x 140mm	_	_	-	_	_
LIVE AREA	7" x 4.875" 178mm x 124mm	2.25" x 9.5" 57mm x 241mm	4.5" x 4.875" 114mm x 124mm	7" x 3.3125" 178mm x 84mm	3.375" x 4.875" 86mm x 124mm	2.25" x 4.875" 57mm x 124mm

All text, logos, borders and boxes that do not bleed should stay within the live area. No charge for bleed.

#### **HOW TO SUBMIT YOUR AD MATERIALS**

#### \*To upload ad materials to our FTP site:

Maximum file size is 250MB—please stuff or zip your files before sending and wait to close your browser window until you get your upload confirmation.

- 1. Go to http://digitalads.pennwell.com
- 2. Select <Oil Gas & Petrochem Equipment> from the scroll-down menu
- 3. Choose "magazine ad"
- 4. Fill in the required information and then select "upload ad"

Depending on speed of connection and file size, this may take some time. Please be patient.

#### \*To email ad materials:

For files under 10 MB, please e-mail your ad to: admaterial@pennwell.com. Include advertiser name, publication name and issue date.

#### \*To mail ad materials:

Send contract, insertion order(s), correspondence, proofs, copy and complete advertising materials to:
Ad Traffic Manager
<Oil Gas & Petrochem Equipment>
PennWell Corporation
1421 S. Sheridan Road
Tulsa, OK 74112-6600



#### **MATERIAL SUBMISSION GUIDELINES**

#### **MAGAZINE: ELECTRONIC SUBMISSION GUIDELINES**

Please supply ad materials as PDFs with PDF/X1a format option. If PDF/X1a files cannot be supplied, send "Press Optimized" files. We can also accept ads built in the following programs:

- InDesign current versions. Please run InDesign's "Package" command to collect all files. This is our preferred page layout program.
- QuarkXPress current versions. Use the Collect for Output function to extract your document and artwork. Please Note: If Collect for Output does not collect the fonts, you will need to collect them manually.
- Adobe Illustrator current versions. Please include fonts.
- Photoshop files should be saved as a PDF/X-1a:2001. Use CMYK colors, 300 dpi with preview of 8 bits/pixel and binary encoding.
- Any guidelines or formats not followed in these specifications may cause your ad to not reproduce correctly. This may cause delays and/or additional charges. PennWell cannot guarantee reproduction of files that do not meet our specifications.

#### **Specifications:**

- File names should only consist of the following characters:
  - o Any alpha or numeric
  - o Space(s) or period
  - o Hyphen
  - o Underscore
- Images should not be enlarged or reduced more than 10% in the page layout program.
- Document size on full-page ads should be created to the final trim size
  of the magazine.
- Please add bleeds to all ads when necessary. Use 9 points or .125" minimum for bleed on outside edges.
- Do not use Font Styles from the Style menu in page layout program other than: All Caps, Small Caps, Superscript, Subscript and Superior. Use the appropriate font for styles such as italic or bold.
- · We do not accept TIFF/IT or JPEG for magazine ad material.
- Sending in RGB images or ad files is not recommended. All images and files should be converted to CMYK or CMYK+Pantone before being sent to PennWell. We will automatically convert any supplied RGB files to CMYK for printing but we cannot guarantee results.

**Fonts:** Please include all fonts when sending your documents for output. Use of TrueType or Type 3 fonts is not recommended, and Multiple Master fonts are not supported. If you use TrueType or Type 3 fonts, desired results cannot be guaranteed and delays could result.

**Color Proof:** PennWell is not responsible for ads sent in without proofs or ad material not meeting our electronic specifications. If color matching is critical, a high-quality color match proof must be supplied. Color match on ads will not be guaranteed if you do not provide a high-quality color match proof.

If you require more information regarding any of the above specifications, please contact your sales representative.

#### **General Policy**

Advertisers and advertising agencies assume liability for all content of advertisements printed and also assume responsibility for any claims arising there from made against the publisher. The publisher reserves the right to reject advertising not conforming to publication standards.

The publisher reserves the right to place the word "advertisement" on ads or advertorials that, in the publisher's opinion, resemble editorial material. The publisher is not responsible for errors in key numbers. Publisher is not liable for delays in delivery and/or non-delivery in the event of an Act of God, action by any government or quasi-government entity, fire, flood, insurrection, riot, explosion, embargo, strike, whether legal or illegal, labor or material shortage, transportation, interruption of any kind, work slowdown, or any condition beyond the control of the publisher affecting production or delivery in any manner.

In the event of non-payment, the publisher reserves the right to hold the advertiser and/or agency jointly and severally liable for such monies as are due and payable to the publisher. The publisher will not be bound by any conditions, printed or otherwise, appearing on any insertion order or contract when they conflict with the terms and conditions of the rate card.

#### Cancellations

No cancellations or changes will be accepted after space closing date. Notification of cancellations prior to closing date must be in writing.

#### **HOW TO SUBMIT YOUR AD MATERIALS**

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Ad Traffic Manager

<Oil Gas & Petrochem Equipment>

PennWell Corporation

1421 S. Sheridan Road

Tulsa, OK 74112-6600



#### **WEEKLY E-NEWSLETTER**



#### 2017 DIGITAL RATES

#### **EQUIP-ALERT WEEKLY E-NEWSLETTER**

Every Thursday, 49,000+ global petroleum professionals will receive your Product Showcase message with direct link to your website. The "Above the Fold" announcements – along with top, middle, and bottom leaderboards – are our biggest traffic and page view generators.



#### **RATES**

Top & Bottom Leaderboards \$1,800 (4-week month)

Middle Leaderboard \$1,500 (4-week month)

#### PRODUCT SHOWCASE

1X	6X	12X	26X	52X
\$1,400	\$1,200	\$1,000	\$800	\$700

<sup>\*</sup>Frequency is per week (Thursday through Wednesday) All Rates Are Gross.

#### **E-NEWSLETTER LEADERBOARDS**

728x90 Max 40K +URL link (\*no larger than 150x150 image (max 30k) + max word count 45 +one URL link). Plain text ad is acceptable.

#### **E-NEWSLETTER PRODUCT SHOWCASE**

70 words max text, no larger than 150x150 +URL link

Send digital materials to: webmaterial@pennwell.com



A **Brand Awareness** campaign strengthens your company's image and helps define how your company and products are perceived by professionals in the Oil & Gas community.



A **Traffic Driving** campaign is designed to push Oil & Gas professionals to your website or other online offerings.



In a **Push Marketing** approach, we create consumer demand by delivering your information directly to key industry professionals who have previously indicated an interest in a topic related to your products and services.

# SOCIAL MEDIA

PUSHED OUT EVERY THURSDAY MORNING TO TWITTER, FACEBOOK, LINKEDIN OIL & GAS COMMUNITY MEMBERS









OF OUR AUDIENCE RELY ON E-NEWSLETTERS TO DO THEIR JOB.



#### **OGPE.com WEBSITE**



## **2017 DIGITAL RATES**

#### **OGPE.com WEBSITE**

OGPE.com is the only upstream, midstream, and downstream all-products-and-services website. It is continuously updated with the newest products and services plus daily industry news. OGPE.com helps you effectively present who you are and what you make or offer – even post videos of your demos, tradeshow activity, tutorials, etc.



#### RATES (FULL RUN OF SITE)

Top & Bottom Leaderboard \$1,800/month – 3 rotations Site Sponsor Right Rail – 2 Rotations

1X	1X 3X		12X	
\$1,800	\$1,600	\$1,400	\$1,200	

#### **OGPE.COM WEBSITE LEADERBOARD AND AN ANCHOR**

728x90 click-thru url. File size 40k

#### SITE SPONSOR RIGHT RAIL

300x250 graphic + click-thru url or 6 text/url links. File size 40k

#### **All Rates Are Gross.**

Send digital materials to: webmaterial@pennwell.com



\*All advertisements show in responsive format with our responsive website.

**47**%

OF OUR AUDIENCE VISITED COMPANY WEBSITES AS A RESULT OF VIEWING AN ADVERTISEMENT ON OG&PE MEDIA.

















# SOCIAL MEDIA FACEBOOK BOOST

#### **REACH & ENGAGE YOUR AUDIENCE**

The Social Media Boost is a specialized posting on OG&PE's social media page directing groups and followers to topic specific sponsored content on OGPE.com.

The Social Media Boost increases awareness of your sponsored Webcasts, White Papers, Videos, or other products to thousands of industry professionals actively engaged in social media.

Aligning with OG&PE's highly respected all oil & gas products to increase awareness to your target audience. This unique opportunity invites industry professionals to engage with your content via social networks.

#### SPONSORSHIP INCLUDES:

- One "Boost" or post per week, subject to inventory availability
- The Boost consists of an image and linked headline/text that will display in the targeted user's newsfeed for up to a maximum of seven (7) days per boost.

# **PRODUCT SPECIFICATIONS**

- 100-250 characters of body text
- Text headline (75 characters max.)
- Image: 484 x 252 pixels
  - Recommended upload size: 1200 x 627
- Image can NOT contain more than 20% text

#### **SPONSORSHIP RATE:**

\$500 net (per one-week Boost)

Please inquire with your sales representative for sponsorship.

# **EMAIL LIST RENTALS**

Gain direct access to highly targeted prospects when you rent the OG&PE and petroleum industry email lists. With email addresses from all segments of the upstream, midstream, and downstream industry, you can identify your best prospects and deliver your message directly to them.

\$450/thousand for current advertisers

\$550/thousand for non-advertisers

(Rates are net)















WHEN VISITING OGPE.com.

OF OUR AUDIENCE ARE LOOKING FOR PRODUCTS OR SERVICES THEIR COMPANY MAY NEED.

## **VIDEO ADVERTISING**











#### **Video Advertising**

With the support of a full broadcast quality video production crew, you can create a product demonstration or conduct a one-on-one interview with the editor at a tradeshow or the location of your choice. The final video will be posted on OGPE.com, giving you valuable exposure to qualified industry buyers. Also included in the video packages are additional marketing efforts to help promote your video. Call for package details and pricing.

# OF OUR AUDIENCE REGULARLY WATCHES ONLINE VIDEOS ABOUT THEIR JOB/INDUSTRY

\*stats from 2016 OG&PE Audience Survey

#### **Tradeshow Video**

The package includes up to three days of online video and news coverage of your event, giving you the opportunity to extend and promote your event to a global audience. The video is produced by OGPE.com and distributed through post-event direct email promotions, driving viewer traffic to your website. Call for packaging details and pricing.

#### **Customer Provided Video**

Provide a 3 to 5 minute video of your latest product information, company news, etc. to be \$600/month (net) posted on OGPE.com.

Your video will be announced on our weekly E-NEWSLETTER with a link to its' OGPE.com posting.





OF OUR AUDIENCE USE WEBCASTS DURING THE RESEARCH STAGE OF THE BUYING PROCESS

\*stats from 2016 OG&PE Audience Survey

# **WEBCASTS**









- Vendor Sponsored
- Continuing Education/Certification
- Editorial

Generate sales leads and raise awareness with an audience that registers to participate in an educational industry event. Sponsor an event or create your own, leveraging PowerPoint and/or Video, plus a testing and certification option. Webcasting products are highly interactive with global reach, a twelve-month archive, and 24/7 access to a complete registrant report.

**Single Sponsorship** \$10,000





#### **2017 ANNUAL CONTEST**



THROUGHOUT THE YEAR, OG&PE ENGAGES ITS OIL AND GAS AUDIENCE WITH TOPICAL CONTESTS. THESE CONTESTS DELIVER QUALITY LEADS, DRIVE TRAFFIC TO SPONSORS WEBSITES, AND INCREASE OVERALL AUDIENCE ENGAGEMENT.

Contest types include trivia, photo submission, or customized to fit your brand.

Contests use social media and broad marketing channels to reach the audiences most likely to participate.

As a contest sponsor, your company awareness will grow with increased audience engagement.

#### **CONTEST SPONSORSHIP BENEFITS:**

- Branding Logo on 4 email promotions within a month, as well as on cover and inside spread of OG&PE magazine
- Lead generation
- Web traffic
- Logo on all marketing materials
- Logo on promotional emails
- Banner ads on OGPE.com
- Banner ads in Weekly eNewsletter
- Within OG&PE magazine
- Wrap-up slideshow (photos) on OGPE.com

As a unique lead-gen and web traffic opportunity, OG&PE contest sponsors receive all data on contest participants.

Contact your OG&PE sales representative for contest sponsorship specifics.



# WHEN VISITING OGPE.com,

OF OUR AUDIENCE SAY PHOTO GALLERIES CAPTURE THEIR ATTENTION OR FIND THEM USEFUL









OIL & GAS JOURNAL MARKETING SOLUTIONS IS A FULL-SERVICE MARKETING AGENCY THAT WORKS ALONGSIDE PENNWELL MEDIA BRANDS TO PROVIDE DATA, EXPERIENCE, AND INDUSTRY KNOWLEDGE. WHETHER IT'S BRANDING, THOUGHT LEADERSHIP, SEO, OR CONTENT MARKETING, OUR INTEGRATED APPROACH ENABLES US TO CREATE FRESH NEW MARKETING PIECES, CAMPAIGNS, AND STRATEGIES TO FULFILL YOUR MARKETING OBJECTIVES.

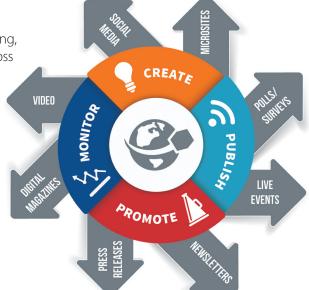
- With our roots in media, we are knowledgeable in creating effective marketing pieces that translate into print, mobile, and online.
- Our affiliation with numerous conferences and exhibitions around the world provides experience in driving results from your tradeshow presence.
- As a familiar face in multiple industries, Oil & Gas Journal Marketing Solutions excels in introducing new brands and products to uncharted market segments.

 Access to PennWell information resources gives us the data and intelligence necessary to provide a thorough competitive analysis — perfect for exploring and navigating new geographic or industry markets.

From copywriting to design and production, our team creates compelling, specialized, and targeted messaging that resonates with audiences across new and traditional media platforms.

Speak with our team of marketing professionals about developing your next website; corporate brochure; tradeshow display promotional video; print, online, or social campaign; whitepaper or technical article.

From industry to industry, we know what works. Partner with Oil & Gas Journal Marketing Solutions — the brand you know and trust — to deliver sound marketing solutions and results.



Visit www.ogj.com/marketing to learn more or contact JIM KLINGELE at 713-963-6214.



#### **OG&PE WORLDWIDE SALES CONTACTS**

#### **NORTH AMERICA**

#### **ED TISCORNIA**

edt@pennwell.com Phone: 201 374 1911 Fax: 918 832 9201

UNITED KINGDOM, SCANDINAVIA, THE NETHERLANDS, THE MIDDLE EAST

#### **GRAHAM HOYLE**

grahamh@pennwell.com Phone: +44 1934 733871 GERMANY, SWITZERLAND, EASTERN EUROPE, AUSTRIA, HUNGARY, ROMANIA, CZECH REPUBLIC AND SLOVAK REPUBLIC

#### **ANDREAS & WILHELM SICKING**

wilhelms@pennwell.com Phone: +49 0 2903 3385 70

FRANCE, SPAIN, PORTUGAL, BELGIUM, SOUTHERN SWITZERLAND NORTH AFRICA, EGYPT

#### STEFY PICIOTTI THOMPSON

stefaniat@pennwell.com Phone: +33 0 4 94 70 82 63

#### **ITALY**

#### **FERRUCCIO & FILIPPO SILVERA**

info@silvera.it Phone: +39 02 28 46716

SINGAPORE, ASIA PACIFIC, AUSTRALASIA

#### MICHAEL YEE

yfyee@singnet.com.sg Phone: +65 9616 8080

#### **CENTRAL & SOUTH AMERICA**

#### JIM KLINGELE

Publisher, Oil & Gas Journal jimk@pennwell.com Phone: 713 621 9720

#### **OG&PE / OGPE.com PUBLISHING**

#### PENNWELL CORPORATION

1421 South Sheridan Road Tulsa, OK 74112-6600 USA Box 1260

Tulsa, OK 74101-1260 USA

1 800 331 4463 Fax: 918 832 9201 www.OGPE.com

#### JIM KLINGELE

Publisher, Oil & Gas Journal jimk@pennwell.com Phone: 713 621 9720

#### J.B. AVANTS

Editor jba@pennwell.com Phone: 918 832 9351

#### **DANIEL BELL**

Marketing Manager dbell@pennwell.com Phone: 918 831 9579

#### **KRISTINE DURAN**

Digital Product Manager kduran@pennwell.com Phone: 918 831 9434

#### **JESSE FYLER**

Audience Development Manager jessef@pennwell.com
Phone: 918 832 9208

#### **ANNA C. ALABACK**

Social Media Marketing Analyst annaa@pennwelll.com Phone: 918 831 9716









