official PUBLICATION OF SME Cholineering

2016 Media Guide

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SME

Society for Mining, Metallurgy & Exploration

Who is SME?

The Society for Mining, Metallurgy & Exploration Inc. (SME) is the world's largest international society of professionals in the minerals industry. SME's membership, numbering nearly 15,000, represents almost 100 countries around the globe and is served by a staff of more than 50 professionals located in Englewood, Colorado, USA.

A member society of the American Institute of Mining, Metallurgical and Petroleum Engineers (AIME), SME's roots date back to 1871 when a handful of coal mining engineers founded AIME. In 1949, AIME began publishing *Mining Engineering* magazine and it is the Official Publication of SME. Since its inception, SME has continued to evolve over the years to stay abreast of industry changes and to reflect the ever-broadening interests of its members.

To better serve the diverse needs of its members, SME is organized into eight distinct divisions: Coal & Energy, Environmental, Health & Safety, Industrial Minerals & Aggregates, Mineral & Metallurgical Processing (MPD), Mining & Exploration, Underground Construction Association (UCA), and Woman's Auxiliary to the AIME (WAAIME). SME divisions play an active role in the Society's governance, serving as a framework for SME's committee structure.

Professional development and information exchange have been watchwords at SME from the beginning. Nowhere is this commitment more evident than in the range of programs and services available to SME members. Publications, professional licensure, peer review of technical papers, college accreditation programs, meetings and exhibits, public education, and SME short courses are just a few examples.

Local and international involvement are also distinguishing features in the structure and character of SME as a professional society. Nearly 70 local SME sections facilitate the exchange of information and increase grassroots participation in SME programs and services. In addition, with the SME Foundation and an international online digital library, OneMine.org, SME has considerable reach around the world with related societies. We encourage you to browse our website to learn more about how professionals around the world are benefiting every day from their membership in SME.

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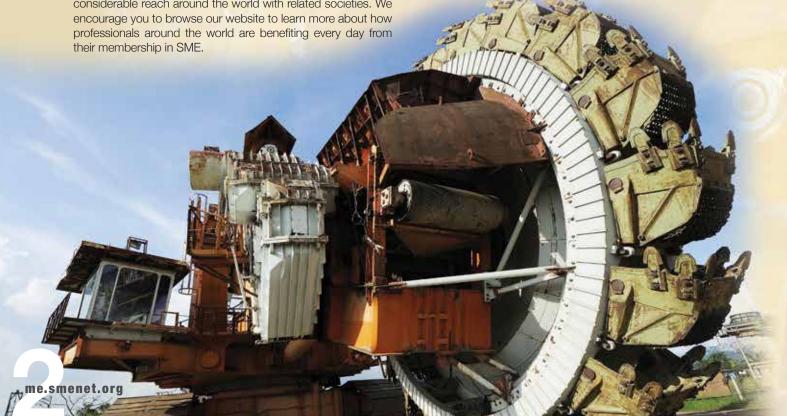
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Circulation and Readership

Published by the world's largest professional mining society serving more than 17,000 members, readers and affiliates in more than 100 countries.

Print Circulation



Mining Engineering's average circulation figures are based on sworn publisher's statements and the confirmation of the Society for Mining, Metallurgy & Exploration Inc. for the period January 2015 - June 2015. See SRDS Media Source for updated 2016 circulation figures.

Mining Engineering magazine is published monthly. Distribution is global, with a distinct saturation in North America. This respected industry publication has been published continually since 1949 and is the official publication of the Society for Mining, Metallurgy & Exploration Inc., the world's largest professional mining society.

The figures below represent SME members only.

BUSINESS SECTOR - Individuals:		JOB TITLE - Individuals:	
Coal mining and processing	1,398	Consultant	1,120
Economics	192	Educator	326
Education	706	Engineer	2,650
Environmental	584	Geologist	747
Geology/exploration	887	General manager, vice president	1,008
Government	252	Marketing, sales	646
Industrial minerals mining and processing	1,477	Mine, plant manager	800
Manufacturing	580	Owner	169
Marine mining	37	President, CEO/COO	1,022
Metallurgy	402	Purchasing agent	11
Metals mining and processing	3,809	Scientist, researcher	248
Underground construction/tunneling	760	Supervisor, foreman	141
Student/educational//retired/other	850	Student, retired, other	2,761

GEOGRAPHICAL - percentage of circulation:						
Africa	0.6%					
Asia, Middle East, Russia	1.7%					
Australia	3.4%					
Canada	5.9%					

GEOGRAPHICAL - percentage of circulation:					
Central/South America	3.7%				
Europe	2.6%				
Mexico	0.6%				
United States	81.5%				

Online

Through me.smenet.org, SME members and *Mining Engineering* subscribers have online access to issues of the magazine dating from 1999 to the most recently published edition.

Media Buying: the Evidence is Clear

Mining Engineering advertising partners purchase on average more advertising pages than our leading competitors.

Why?

- Mining Engineering is distributed to an average of 17,000 global readers every month.
- Mining Engineering's advertising rates are lower than our competitors.
- Mining Engineering offers more valuable discounts than our competitors.
- Mining Engineering has published monthly since 1949 and does not double up on months.
- Mining Engineering editorial products are respected, read often, and peer-reviewed.
- Mining Engineering is actively involved in trade shows around the globe.
- Mining Engineering is backed by the world's largest professional mining society, SME.

Mining Engineering represents the most engaged and most qualified mining industry target audience for companies seeking to get the ultimate advertising and marketing impact for their investment.

To reach that audience, *Mining Engineering* provides many avenues to extend your marketing budget. Through a variety of printed and electronic publications, *Mining Engineering* offers cost-effective opportunities throughout the year:

Free Repeats of Advertisements: Nothing matches the effectiveness of a two-for-one ad buy, and *Mining Engineering* offers several throughout the year, including in the SME Annual Conference Showguide as well as Coal and Canada editorial sections.

Discounts for Special Sections: Whatever your company specializes in, *Mining Engineering* offers editorial sections – and discount advertising offers – throughout the year to help ensure that your advertising reaches its audience.

Mining Engineering Online: The magazine is available digitally on the first day of each month's publication at me.smenet.org – a variety of options for advertising on the magazine's website can help promote product launches or extend brand recognition.

Professional Services Advertisements: At a cost that begins at less than \$21 per month, your ad will appear in each issue of *Mining Engineering* all year long to get your company's name and contact information in front of the magazine's readership.

Mining Engineering Calendar: By appearing in the 2017 *Mining Engineering* monthly calendar, distributed to the magazine's readers and at industry events worldwide, your company will remain top-of-mind for weeks at a time.

Media Review: Have a video or brochure that helps illustrate your products or services? Let Mining Engineering's readers know about your company's marketing productions with very cost-effective ads printed four times each year.

Web Directory Listings: Drive *Mining Engineering* readers to your company's website and extend brand recognition through descriptive product and services listings in each issue's Web Directory, available at a very modest yearly cost.

2016 Editorial and Advertising Calendar

	EDITORIAL TOPIC/ADVERTISING OFFERS	BONUS DISTRIBUTION EVENT	SPONSOR	EVENT DATE	LOCATION
JAN Sales Close 12/8	 Crushing & Grinding, SME Preshow Guide Display Ad Discount: 25% for all ads placed in the Preshow Guide for SME exhibitors, with a free repeat in February's Showguide and Official Showguide Display Ad Offer: All full-page advertisers earn a free polybag insert with the February SME show distribution 	Mineral Exploration Roundup	Association for Mineral Exploration British Columbia	1/25-1/28/2016	Vancouver, British Columbia
Material Close 12/15	Display Au Offer. All full-page advertisers earl a free polybay firsers with the February SME Show distribution	George A. Fox Conference	Underground Construction Association of SME	1/26/2016	New York City, New Yor
FEB	Surface Mining, SME Showguide	TMS Annual Meeting 2016	The Minerals, Metals and Materials Society	2/14-18/2016	Nashville, Tennessee
Sales Close 1/5 Material Close 1/12	 Display Ad Discount: 25% for all ads placed in the Showguide for SME exhibitors, with a free repeat in February's Official Showguide Display Ad Offer: All full-page advertisers earn a free polybag insert with the February SME show distribution Display Ad Offer: Media Review, full-color media and literature offerings: 4x \$1,640, 1x \$800 	SME Annual Conference	SME	2/21-2/24/2016	Phoenix, Arizona
MAR	 Coal, Conveyors Special Advertising Offer: All ads positioned in the Coal section will be repeated free in October's Coal section 	PDAC 2016	Prospectors & Developers Association of Canada	3/6-3/9/2016	Toronto, Ontario
Sales Close 2/2 Material Close 2/9	Display Ad Discount: 20% for all ads placed in the Conveyors section	National Western Mining Conference	Colorado Mining Association	3/21-3/24/2016	Denver, Colorado
APR	Canada, Marine Mining, Tunneling & Underground Construction Supplement	SME Minnesota Annual Conference	SME Minnesota Section	4/11-4/13/2016	Duluth, Minnesota
Sales Close 3/1 Material Close 3/8	 Special Advertising Offer: All ads positioned in the Canada section will be repeated free in November's Canada section Display Ad Discount: 20% for all ads placed in the Marine Mining section 	BAUMA 2016	Messe München GmbH	4/11-4/17/2016	Munich, Germany
Material Globe G/G	Display Ad Offer: Free custom advertorial in Business Profiles section for all advertisers in this section	World Tunneling Congress 2016	Underground Construction Association of SME	4/22-4/28/2016	San Francisco, Californ
		Coal Prep 2016	Penton Media	4/25-4/27/2016	Louisville, Kentucky
		Expomin 2016	Fisa	4/25-4/29/2016	Santiago, Chile
MAY	Mineral & Exploration Review 2015, Mining Software & Technology, SME Annual Meeting • Display Ad Discount: 20% for all ads placed in the Mining Software & Technology section	CIM 2016	Canadian Institute of Mining, Metallurgy and Petroleum	5/1-5/4/2016	Vancouver, British Colur
Sales Close 4/5 Material Close 4/12	Display Ad Offer: Media Review, full-color media and literature offerings: 4x \$1,640, 1x \$800	2016 Offshore Technology Conference	отс	5/2-5/5/2016	Houston, Texas
	 Products & Services Directory Display Ad Discount: 20% for all ads placed in the Products & Services Directory Display Ad Offer: Free Products & Services listing for all active advertisers 	MassMin 2016	Australasian Institute of Mining and Metallurgy	5/9-5/11/2016	Sydney, Australia
JUN Sales Close 5/3 Material Close 5/10	Precious Metals & Base Metals, Heavy Equipment, <i>Tunneling & Underground Construction</i> Supplement Display Ad Discount: 20% for all ads placed in the Heavy Equipment section Display Ad Discount: 20% for all fractional ads				
JUL Sales Close 6/7 Material Close 6/14	Industrial Minerals, Construction Aggregates • Display Ad Discount: 20% for all ads placed in the Construction Aggregates section				
AUG Sales Close 7/5 Material Close 7/12	 Exploration, Drilling Display Ad Discount: 20% for all ads placed in the Exploration or Drilling sections Display Ad Offer: Media Review, full-color media and literature offerings: 4x \$1,640, 1x \$800 				
SEP Sales Close 8/2 Material Close 8/9	 MINExpo, Business Profiles, Tunneling & Underground Construction Supplement Display Ad Discount: 25% for all ads placed in the MINExpo section Display Ad Offer: Free custom advertorial in Business Profiles section for all advertisers in this section 	MINExpo 2016	National Mining Association	9/26-9/28/2016	Las Vegas, Nevada
OCT Sales Close 9/6 Material Close 9/13	Coal, Health & Safety • Display Ad Discount: 20% for all ads placed in the Coal or Health & Safety section	SME Florida Annual Conference	SME Florida Section	10/12-10/13/2016	Lakeland, Florida
NOV Sales Close 10/4 Material Close 10/11	 Canada, Openpit Mining Display Ad Discount: 20% for all ads placed in the Canada section Display Ad Discount: 20% for all fractional ads Display Ad Offer: Media Review, full-color media and literature offerings: 4x \$1,640, 1x \$800 				
		AEMA 122nd Annual Meeting	American Exploration and Mining Association	12/4-12/10/2016	Reno, Nevada
DEC	 Underground Mining, Wastewater & Filtration, Tunneling & Underground Construction Supplement Display Ad Discount: 20% for all ads in Underground Mining or Wastewater & Filtration sections 	ALIVIA 122110 Affiliadi Meeting	7 thoroan Exploration and many topolation	12, 1 12, 10, 2010	1.10.10, 1.10.10.0.

2016 Advertising Rates

Four color process	1x	3x	6x	9x	12x	24
Full page	\$5, <mark>860</mark>	\$5,550	\$5,240	\$4,940	\$4,630	\$4,2
2/3 page	\$4,740	\$4,510	\$4,270	\$4,030	\$3,800	\$3,5
1/2 page	\$4,150	\$3,960	\$3,760	\$3,570	\$3,390	\$3,
1/3 page	\$3,190	\$3,070	\$2,950	\$2,820	\$2,700	\$2,4
1/4 page	\$2,950	\$2,840	\$2,720	\$2,620	\$2,510	\$2,3
1/6 page	\$2,520	\$2,440	\$2,360	\$2,280	\$2,200	\$2,0
2 page spread	\$8,620	\$8,110	\$7,610	\$7,110	\$6,610	\$6,0
Two color process	1x	3x	6x	9x	12x	24
Full page	\$4,930	\$4,610	\$4,290	\$3,990	\$3,690	\$3,4
2/3 page	\$3,790	\$3,560	\$3,330	\$3,090	\$2,870	\$2,6
1/2 page	\$3,200	\$3,010	\$2,820	\$2,630	\$2,440	\$2,2
1/3 page	\$2,240	\$2,130	\$2,000	\$1,880	\$1,750	\$1, ⁻
1/4 page	\$2,000	\$1,890	\$1,780	\$1,670	\$1,570	\$1,
1/6 page	\$1,570	\$1,490	\$1,420	\$1,340	\$1,260	\$1,
2 page spread	\$7,670	\$7,170	\$6,660	\$6,160	\$5,670	\$5,
B & W/Grayscale	1x	3x	6x	9x	12x	24
Full page	\$4,500	\$4,180	\$4,290	\$3,990	\$3,690	\$3,4
2/3 page	\$3,380	\$3,140	\$2,900	\$2,660	\$2,440	\$2,2
1/2 page	\$2,780	\$2,590	\$2,400	\$2,200	\$2,020	\$1,8
1/3 page	\$1,830	\$1,700	\$1,570	\$1,450	\$1,330	\$1,2
1/4 page	\$1,580	\$1,470	\$1,360	\$1,240	\$1,140	\$1,0
1/6 page	\$1,150	\$1,070	\$990	\$920	\$840	\$7
2 page spread	\$7,240	\$6,740	\$6,240	\$5,730	\$5,240	\$4,8

Full page	\$1,760	\$1,670	\$1,620	\$1,500	\$1,410	\$1,320
2/3 page	\$1,430	\$1,360	\$1,320	\$1,220	\$1,140	\$1,060
1/2 page	\$1,240	\$1,180	\$1,150	\$1,090	\$1,000	\$920
1/3 page	\$960	\$910	\$890	\$850	\$760	\$680
1/4 page	\$890	\$840	\$820	\$780	\$700	\$610
1/6 page	\$750	\$720	\$700	\$690	\$610	\$530
2 page spread	\$2,580	\$2,460	\$2,390	\$2,160	\$2,070	\$1,990
B & W/Grayscale	1x	3x	6x	9x	12x	24x
Full page	\$1,350	\$1,280	\$1,240	\$1,160	\$1,080	\$99 <mark>0</mark>
2/3 page	\$1,010	\$960	\$940	\$850	\$820	\$730

\$690

\$2,170 \$2,070 \$2,010 \$1,920 \$1,740 \$1,660

\$670 \$590

\$350

CLASSIFIED ADVERTISING RATES 2016 (NET)

1/3 page

2 page spread

Premium Positions

In addition to space and color charges: Pages 3 5 & 7 or

	1 4903 0, 0 4 7 01
0	Guaranteed right-hand page \$250
0	Inside front or inside back cover \$500
	Back cover\$1.000

Discounts And Offers

First-time advertisers receive an additional 10% discount on the gross rate of their first placement. Discounts shown apply to the gross rate before agency discount and cannot be combined with any other discounts except the 10% first-time advertiser discount. Frequency rates must be earned before use and may not be taken in advance. Right-hand page placement for ads is generally available but not guaranteed unless a premium position surcharge is part of the advertising order. Free polybag inserts, from advertiser supplied product, are specified for quantity, weight and size by the publisher. All discounts and offers taken must be shown on the signed insertion order prepared by SME sales representatives.

Other Rates And Information

All rates are payable in US funds only. Payment for display ads is by credit card, wire transfer or invoice, with invoicing at 30-day net the standard payment model. Credit card prepayment is required for all classified, professional services, web directory and online advertising. Advertising agency commission discount to recognized agencies only, with supplied press ready files, with no alterations on all regular section display ads. Signed SME insertion orders are required for all placements.

Classified

Classified rates listed are for general classified section placement and guaranteed placement is not available due to production and layout parameters. No spot or Pantone inks on classified ads. Basic typesetting and ad creation offered at no additional cost from advertiser supplied materials. Column-inch ads are not available. Credit card prepayment is required for all classified order bookings. Frequency rebates and agency discounts do not apply on classified ads. Word counts, below, will accommodate one small logo.

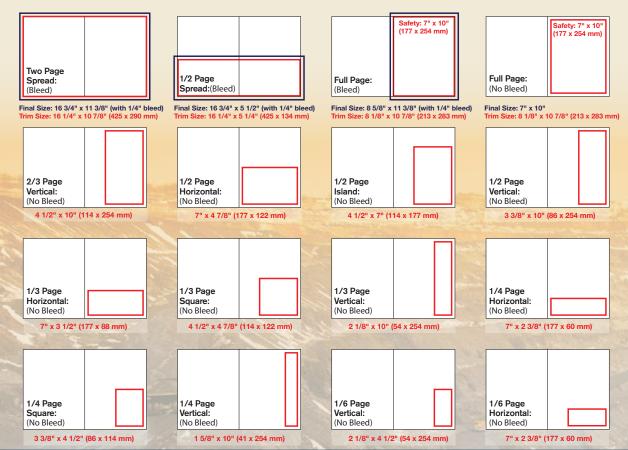
Classified advertising word counts

-	Full page750 word
_	2/3 page 500 word
	1/2 page
	1/2 page
-	1/4 page
	1/6 page
	2 page spread
_	

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Specifications



DEADLINES	Sales	Art		Sales	Art		Sales	Art
January	12/8/15	12/15/15	May	4/5/16	4/12/16	September	8/2/16	8/9/16
February	1/5/16	1/12/16	June	5/3/16	5/10/16	October	9/6/16	9/13/16
March	2/2/16	2/9/16	July	6/7/16	6/14/16	November	10/4/16	10/11/16
April	3/1/16	3/8/16	August	7/5/16	7/12/16	December	11/1/16	11/8/16

Print Advertising Materials Specifications

File Preparation – Display Ads: Images/logos (before placing into native file): Size each original image to match the size it will appear in the final ad file. Convert all images to CMYK or grayscale and do not use spot colors, RGB, LAB, or ICC color profiles. Images/logos must be a MAXIMUM of 300 dpi resolution before placing into the ad file. Use only Type 1 fonts – no TrueType fonts or font substitutions. It is vital to prepare your images correctly to ensure your final PDF file will be small enough to email to Mining Engineering and to ensure optimal reproduction.

File Preparation – Logos: Logo art must be CMYK or grayscale. Size each logo to a maximum of 2" or 50.8 mm wide. Convert all logo art to CMYK or grayscale and a MAXIMUM of 400 dpi resolution. Convert EPS, AI, CDR, PSD, CPT, etc., to PDF. TIFs or JPGs are also acceptable, but their quality is sometimes inferior

Export to PDF: Export to PDF with fonts and images/logos embedded. Provide PDF/X-1a or PDF/X-4:2008 file. Include crop marks only for ads intended to bleed. Do not send full color ad files for black and white reproduction to ensure optimal reproduction. The final PDF, if properly prepared, should not exceed 1-2MB, a file size accommodated by most email servers. **Send PDF:** All ad files are to be emailed to goering@smenet.org.

An exception is made if your file is very large (but file must be under 25MB) and requires FTP upload at http://www.smenet.org/upload/fileuploadpageAdvertisers.cfm; please alert us whenever you upload a file.

Magazine Printing: Web printing, perfect binding.

Technical Support: Advertisers or designers with questions about the preparation or reproduction of advertising in *Mining Engineering* may contact the magazine's media manager for technical and/or prepress assistance, goering@smenet.org.

SME and *Mining Engineering* mailing list rentals available by calling +1-800-708-5478 x3262. All publication pages, including advertising, appear at me.smenet.org.

ALSO SEE SRDS PRINT MEDIA SOURCE, www.srds.com.

Send all correspondence, contracts, insertion orders, and ad materials to:

Ken Goering, Media Manager, SME Publications 12999 E. Adam Aircraft Circle, Englewood, CO 80112 USA goering@smenet.org, telephone: +1-303-948-4243, fax: +1-303-973-3845.

Inserts, stickers, bellybands, reprints, trade show distribution, specialty advertising: Call for specifications.

Marketing and Advertising Opportunities

Premium Positions

Best position advertising on a cover or in the first few pages captures immediate reader attention. These rates are in addition to the earned frequency rate.

PREMIUM	
Pages 3, 5 or 7 or guaranteed right-hand placement	\$250
Inside front cover or inside back cover	\$500
Back cover	\$1,000

CENTER SPREAD

Center Spread Pullout	\$6,000
Ochici Opicaa i alloat	Ψ0,000

Take center stage with a pullout, center fold/poster of your product.

- Business Profiles, April & September Editions With the purchase of any size ad 1/4 page or larger, at regular price in this section, receive a matching size custom advertorial to complement your ad. Preformatted section is created from your supplied copy and images at no additional cost.
- First-time Advertiser Discount First-time advertisers receive an additional 10% discount on the gross rate of their first placement, in addition to any other discounts.
- Magazine Bellybands Magazine wrap on any showrelated issue, for bonus distribution only. From customersupplied stock or custom printed, based on custom quote.
- Magazine Inserts, All Editions High visibility insert positions are available in any issue, in a position of your choice, from customer-supplied inserts and based on custom quote.
- Magazine Mail Lists Available through a third-party resource at very affordable prices.
- Magazine Polybag Inserts, January and February Editions All full-page advertisers earn a free insert position in polybagged issues, from customer-supplied inserts.
- Media Review, February, May, August and November Editions For a very low annual cost \$1,640 net offer a company CD or literature to readers four times a year, with direct customer response on each inquiry sent to the advertiser. A one-time insertion is \$800 net. Preformatted section is created from supplied copy and images at no additional cost.
- Products & Services Directory All Mining Engineering advertisers earn a free company listing in this May publication. Display ads in this section are discounted by 20% and color logos are available for \$250. This publication will be a stand-alone directory for year-round reference by buyers worldwide and distributed at the events listed on page 5; the publication will also appear on the Mining Engineering website for one year.
- Trade Show Distribution Distribution at trade shows reaches attendees who have come to get the best industry information available. Extend your advertising message choose the trade shows that reach your target audience.

- Tunneling & Underground Construction (T&UC) Supplement T&UC sections appear in April, June, September and December issues.
- Web Directory and Professional Services Sections Choose Web Directory listings or Professional Services display ads in every issue of ME for one low price. Priced starting at \$250 for a full-year program.
- Mining Engineering 2016 Online Mining Engineering is available online at me.smenet.org, where current and archive issues are available to all SME members and ME subscribers, a total audience of more than 15,000 mining industry professionals worldwide. Online advertising space is available by contacting the media manager at goering@smenet.org or +1-303-948-4243.

To become an SME member (and receive *Mining Engineering* magazine free) or to subscribe to *Mining Engineering* – both options include full website access — contact SME customer service at cs@smenet.org or +1-800-763-3132.

Priority Points - SME Conference Exhibitors
Exhibitors earn priority points for their booth
space at the SME Annual Conference, NAT and
RETC by advertising in *Mining Engineering* or a
related showguide or pocket program.
The points are applied to their next SME exhibit
purchase, moving them up in the selection
process. For more information, contact SME
Exhibits at gury@smenet.org.

Advertising works!
Contact us to reserve space today!

Advertising Staff

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SME

Society for Mining, Metallurgy & Exploration

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Minerals & Metallurgical Processing

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