

**HOW TO OBTAIN  
A MID-YEAR LISTING IN  
TEST's ONLINE BUYERS' GUIDE**

**(see other page for how to be listed free in  
TEST's Annual Free PRINT Buyers' Guide)**

Using FAX, snail-mail, or a PDF or Word document attached to an e-mail, tell us **on your company letterhead** you'd like to be listed in our Online Buyers' Guide right away. We will e-mail you a PDF of the appropriate forms and instructions.

Once we've OKed and added your data to the online Guide, you will **also** be in line to receive our annual update mailing near the end of the year, just as if you'd been listed in the this year's **print** Buyers' Guide.

Although it is free to be listed in each year's print Buyers' Guide issue *and* the online Guide we create from it each year, adding your company *new* at any point other than annual Guide production times incurs the small production charge of \$50.00. Subsequent annual updates, however, will be free; it is only mid-year *additions* or major changes that incur this charge. We will ask you to include your check for \$50.00 when you send us your completed listing form and materials.

Please note that we are not particularly interested in sending batches of listing forms to agencies. What we want are requests that come one at a time directly from the company itself. It is not necessary at that stage to send literature, though we will ask a newly listed company to substantiate ALL of its listings with marked literature at the time when they return the actual Buyers' Guide listing form. (In subsequent years, we only ask that companies substantiate with literature categories they have checked for the first time that year.)

One final note about TEST's Buyers' Guide: we update listings for all companies each year—that's our guarantee to our readers. So the information we publish is up-to-date and accurate, and consequently the Guide is well-used and usually kept as a reference all year long.

We do offer a much-abbreviated *paid* listing by category—The Blue Pages—in each of our other five issues a year. A listing form for that is included as a downloadable PDF on the home page of our website.

—Eve Mattingley-Hannigan  
Editor and Publisher

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TEST's ANNUAL PRINT BUYERS' GUIDE**  
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It's simple! Just mail us a request on company letterhead, addressed as follows:

Buyers' Guide Editor  
TEST Engineering & Management  
3756 Grand Avenue, Suite 205  
Oakland, CA 94610-1545

Tell us you'd like to be listed in our next free Print Buyers' Guide, and we'll send you the necessary forms to fill out at the appropriate time (in December).

FYI, TEST's annual Buyers' Guide is published as part of each year's February/March issue and goes into the mail approximately the middle of February.

We typically mail listing forms out in early to mid December, with a deadline in early January (there's usually time to prepare the form and send back all requested materials after getting back to work post-holiday).

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