

# IEC 2021 MEDIA PLANNER









**FOUNDED IN 1957** as the Associated Independent Electrical Contractors of America, the primary goal of the original association was to consider and deal with, by all lawful means, common problems of management, distribution, employment, and financial functions of the electrical construction industry: to foster cooperation in advancing the common purposes of its members; and to promote activities that enabled the industry to advance with the greatest economy and efficiency.

The association's first offices were located in Texas, and in 1962, IEC was granted a certificate of incorporation. IEC convinced the U.S. Department of Labor to adopt national pattern standards of Apprenticeship and Training, and for the first time, registered apprenticeship was recognized across the country for those adopting the "Open Shop" or "Merit Shop" philosophy.

IEC has now grown into an influential 52-chapter association representing more than 3,600 company members and nearly 80,000 electrical workers. IEC has expanded its alliance to include nearly 14,000 apprentices who are in the process of learning to become prominent and productive electricians.

The association will continue to expand its services to members and serve as a strong voice for independent electrical and systems contractors on the many issues that affect the industry.

IEC 2021 MEDIA PLANNER ieci.org

## IEC AUDIENCE

#### INDUSTRY SPECIALIZATION OF IEC MEMBERS









#### SALES VOLUME OF MEMBER COMPANIES

**Under \$1 Million 10%** 

**\$1-2 Million** 9%

**\$2-3 Million 9%** 

\$3-9 Million 20%

\$10-15 Million 18%

**\$16-22 Million** 5%

\$22-30 Million 10%

\$30 Million + 19%



## 3,667 TOTAL MEMBERS



# REACH MORE THAN 3,600 MEMBER COMPANIES & THEIR EMPLOYEES

Presidents

**Vice Presidents** 

**Project Managers** 

**General Managers** 

Foremen

**Field Electricians** 

**Electrical Apprentices** 

...and more

## ADVERTISE WITH IEC

IEC will present and promote your brand, services, and products to members of the electrical contracting industry eager to do business with you, including commercial, industrial, residential, and service professionals.

Choose from these outstanding opportunities to put the power of IEC behind your brand.

Together, we will power the industry forward.

#### **CONTACT:**

Christy Ronaldson, Director of Business Development and Industry Partnerships cronaldson@ieci.org | 703-650-0052

#### **IECI.org Website**

Get onboard with the new IEC National website, scheduled to launch in early 2021. Featuring a dynamic new design, inspirational messaging, and an easy, user-friendly navigation, the new website will be a must for organizations seeking to get their brand in front of electrical contractors, practitioners, and the public at large.

**IEC Insights Magazine** is the official bi-monthly hallmark publication of the Independent Electrical Contractors. It is delivered directly to 7,000 electrical industry professionals across North America who work in all areas of the electrical and systems contracting community.

**IEC Insights Online** goes digital with the world-class content found in the *IEC Insights* print magazine. Featuring exclusive additional content, an archive of past editions, the ability to share content via social media, and biographies of our expert authors, you can't afford to let this opportunity pass you by.

**The IECX newsletter** is emailed to our full membership on a bi-weekly basis. Advertise in this publication and watch your ROI soar.

**IEC E-Blasts and Social Media** reach an expanded IEC audience of prospects, field technicians, electrical contractors, and the public. Get your brand and innovative products and services in front of your target audiences quickly and easily.

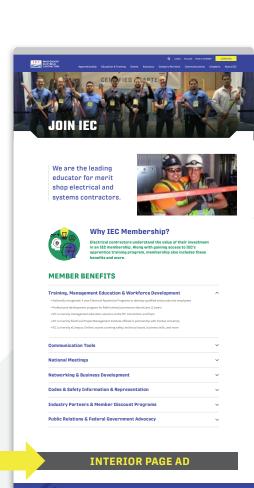
**NEW FOR 2021** 

# IEC NATIONAL WEBSITE

Get onboard with the new IEC National website, scheduled to launch in early 2021. Featuring a dynamic new design, inspirational messaging, and an easy, user-friendly navigation, the new website will be a must for organizations seeking to get their brand in front of electrical contractors, practitioners, and the public at large.

Ad Size	Qty	Cost Per Month
1200px W x 150px H (Home Page – Top)	1	\$5,000
1200px W x 150px H (Home Page – Bottom)	1	\$3,000
1200px W x 150px H (Interior Pages)	6	\$3,000

- Chapter Corner
- Events
- Education Page
- Membership Page





## IEC INSIGHTS











*IEC Insights* is the award-winning, hallmark publication for today's electrical and systems contractors. The magazine reaches a subscriber base of more than 7,000 professionals per issue.

Published six times per year, IEC Insights is packed with timely feature articles, expert columns, innovative new products, and specialty pieces written by and for electrical contracting industry professionals.

With themes that explore building a resilient business, creating a safety culture within your organization, developing leaders, promoting apprenticeships, advocacy, diversity and inclusion, and more, *IEC Insights* highlights current trends and provides the leading voice for the electrical contracting industry.

#### JANUARY/FEBRUARY Workforce Development

Ad Reservation: 12/23/2020 Ad Submission: 12/23/2020 Mailing Date: 1/2/2021

#### MARCH/APRIL Lighting Special

Ad Reservation: 1/15/2021 Ad Submission: 1/25/2021 Mailing Date: 2/20/2021

#### MAY/JUNE Safety Issue

Ad Reservation: 3/19/2021 Ad Submission: 3/29/2021 Mailing Date: 5/3/2021

#### JULY/AUGUST Tools & Equipment

Ad Reservation: 5/14/2021 Ad Submission: 5/26/2021 Mailing Date: 7/1/2021

#### **SEPTEMBER/OCTOBER Pre-Convention Edition**

Ad Reservation: 7/16/2021 Ad Submission: 7/27/2021 Mailing Date: 9/1/2021

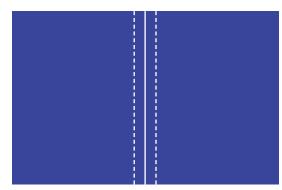
## NOVEMBER/DECEMBER Award Winners and Post-Convention

Ad Reservation: 9/21/2021 Ad Submission: 9/24/2021 Mailing Date: 11/1/2021

## IEC INSIGHTS

# Advertising Specs



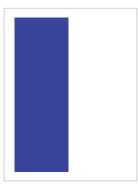


FULL PAGE SPREAD (2 PAGES)
16.75"W x 10.875"H
Leave 1" space between text/important graphics

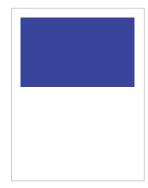
where they cross the gutter (or 0.5" on each side)

#### **ARTWORK REQUIREMENTS**

- Minimum 300dpi resolution
- 4-color, CMYK only (no RGB or spot colors)
- 0.125" bleed around all sides if submitting a full page or full page spread ad
- Submit as high-resolution .pdf or .tif



**1/2 PAGE – VERTICAL** 3.375"W x 8.93"H



**1/2 PAGE – HORIZONTAL** 7"W x 4.325"H

	Trim	Live area	Bleed
Full page	8.375"W x 10.875"H	6.875"W x 9.875"H	8.625"W x 11.125"H
Full page spread (2 pages)	16.75"W x 10.875"H	15.25"W x 9.875"H*	17"W x 11.125"H
1/2 page – vertical	3.375"W x 8.93"H	n/a	do not include bleed
1/2 page – horizontal	7"W x 4.325"H	n/a	do not include bleed

<sup>\*</sup>This publication is perfect bound. Leave 1" space between text/important graphics where they cross the gutter (or 0.5" on each side). Hyperlinks within ads are included in the digital version of magazine.





## IEC INSIGHTS ONLINE

IEC Insights Online presents the world-class content found in the IEC Insights print magazine and features exclusive additional content including an archive of past editions, the ability to share content via social media, and biographies of our expert authors.

Ads appear in the following sections of the *Insights Online* website:

insights.ieci.org

insights.ieci.org/articles

insights.ieci.org/insights-archive

#### **WEBSITE DIGITAL SPECIFICATIONS**

- Each ad space is purchased for a period of 60 days, and includes one change to artwork during that time period
- Art should be submitted at a minimum resolution of 72dpi
- RGB color only

#### **2021 INSIGHTS PRINT ADVERTISING RATES**

Ad Size	1x insertion	3x insertion	6x insertion
Full page (8.375"W x 10.875"H)	\$3,795	\$3,595	\$3,495
Full page spread (16.75"W x 10.875"H)	\$5,695	\$5,395	\$5,245
1/2 page – vertical (3.375"W x 8.93"H)	\$3,025	\$2,875	\$2,783
1/2 page – horizontal (7"W x 4.325"H)	\$3,025	\$2,875	\$2,785

#### **2021 INSIGHTS ONLINE WEBSITE DIGITAL ADVERTISING RATES**

Ad Size	1x insertion	3x insertion	6x insertion
300px W x 250px H (sidebar ad)	\$1,850	\$1,665	\$1,480
300px W x 500px H (sidebar ad)	\$3,700	\$3,330	\$2,960
300px W x 750px H (sidebar ad)	\$5,550	\$4,995	\$4,440
900px W x 125px H (banner ad)	\$2,165	\$1,950	\$1,732

#### 2021 INSIGHTS PRINT +

#### **INSIGHTS ONLINE WEBSITE DIGITAL ADVERTISING RATES**

DIIN	AND	CAME	20%

Ad Size	1x insertion (20% off)	3x insertion (20% off)	6x insertion (20% off)
Full page print + 300px W x 250px H digital	\$4,516	\$4,208	\$3,980
Full page print + 300px W x 500px H digital	\$5,996	\$5,540	\$5,164
Full page print + 300px W x750px H digital	\$7,436	\$6,872	\$6,348
Full page print + 900px W x125px H digital	\$4,768	\$4,436	\$4,182
Full page spread print + 300px W x 250px H digital	\$6,036	\$5,648	\$5,380
Full page spread print + 300px W x 500px H digital	\$7,516	\$6,980	\$6,564
Full page spread print + 300px W x 750px H digital	\$8,956	\$8,312	\$7,748
Full page spread print + 900px W x 125px H digital	\$6,288	\$5,876	\$4,334
1/2 page (vertical or horizontal) print + 300px W x 250px H digital	\$3,900	\$3,632	\$3,412
1/2 page print + 300px W x 500px H digital	\$5,380	\$4,940	\$4,596
1/2 page print + 300px W x 750px H digital	\$6,860	\$6,296	\$5,780
1/2 page print + 900px W x 125px H digital	\$4,152	\$3,860	\$3,412



#### **IECX**

IECX is IEC's bi-weekly, all member newsletter. Including the latest news from IEC on events, educational opportunities, initiatives, podcast and webinar calendars, and much more, IECX is a great tool to capture the interest of the overall IEC community.

Ad Size	Qty/Issue	Price per Newsletter
650px W x 100px H	5	\$700 each

Placement is assigned on a first come, first served basis. As existing spaces open up, IEC will rotate up existing ads into the higher slots.









Looking to reach an even larger digital audience? IEC's email blasts and social media opportunities are second to none and will put your brand in front of an expanded audience of prospects, field technicians, electrical contractors, and the public. Present your brand and innovative products and services to your target audiences quickly and easily.

#### **Email Blasts**

Single Email Blast to an audience of 4,600 contractor members

Platinum Partner \$500 Gold/Silver/Bronze Partner \$750 Non-Partner \$2,175



HTML file at a width of 650 px is required from advertiser.

If you're interested in reaching a broader audience, beyond contractor members, contact <u>Christy Ronaldson</u> for the details.

#### **Social Media**

#### **SOCIAL MEDIA POSTS INCLUDING TEXT & IMAGE**

#### **BUNDLE PACK 2**

Post your message on 2 platforms of your choice – Facebook, Twitter, LinkedIn, and Instagram

\$250 per post

#### **BUNDLE PACK 4**

Post messages on all 4 of IEC's platforms – Facebook, Twitter, LinkedIn, and Instagram

\$400 per post

#### **SOCIAL MEDIA POSTS INCLUDING TEXT & VIDEO**

#### **BUNDLE PACK 2**

Post your message on 2 platforms of your choice – Facebook, Twitter, LinkedIn, and Instagram

\$350 per post

#### **BUNDLE PACK 4**

Post messages on all 4 of IEC's platforms – Facebook, Twitter, LinkedIn, and Instagram

\$500 per post











#### **2021 IEC ADVERTISING AGREEMENT**



Name:		Company Name:		
Address:				
City:		State:	Zip:	
Phone:		Email:		
Agency/Artwork Contact Name:				
Agency/Artwork Contact Phone:		Email:		
PAYMENT INFORMATION  Check one:  Check enclosed (payable to IEC) / Credit Card  Credit Card #:  Cardholder Name:  Cardholder Signature:	Exp. Date:	Sec. Code:	IEC Website Ads (pg. 12)  Insights Print Ads (pg. 12)  Insights Digital Ads (pg. 13)  IECX Newsletter (pg. 14)  Eblasts (pg. 14)	\$ \$ \$ \$
Phone:			Social Media Posts (pg. 14)	\$
Billing Address:  City:  Email Receipt To:	State:	Zip:	TOTAL AMOUNT DUE:	\$
REQUIRED SIGNATURES  I have reviewed all items above and agree to the conditions of Advertiser Signature:	of this advertising plac	rement.	Please submit payment be 2900 S. Quincy Street, Se Arlington, VA 22206; fax (703) 549-7448 or by em billing@ieci.org.	uite 720, to

#### **ADVERTISING TERMS**

- Comped ad reservations in the September/October issue are limited to Platinum Partners only. Full advertising rates apply to all other industry partners.
- Ad position and availability will be on a first-come, first-served basis.
- Print ads are payable after proof of performance is received.
- All ads must have a current year, signed agreement before they will be published.
- IEC reserves the right to reject any advertisement and refund any money paid for that advertisement. IEC reserves the right to place the word "advertisement" on copy that, in its opinion, closely resembles editorial matter.
- Advertising rates are subject to change at any time.
- Digital tearsheets will be provided for printed *Insights* advertisements.



#### **2021 IEC NATIONAL WEBSITE ADVERTISING RATES**

Ad Size	Qty/Issue	Cost Per Month	Month(s)
$\square$ 1200px W x 150px H (Home Page – Top)	1	\$5,000	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
□ 1200px W x 150px H (Home Page – Bottom)	1	\$3,000	□Jan □Feb □Mar □Apr □May □Jun □Jul □Aug □Sep □Oct □Nov □Dec
☐ 1200px W x 150px H (Interior Pages)	6	\$3,000 each	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
☐ Chapter Corner			
□ Events			
☐ Education Page			ARTWORK REQUIREMENTS
☐ Membership Page			<ul> <li>Each ad space is purchased for a period of 30 days at the prices shown above</li> </ul>
TOTAL AMOUNT DUE: \$			<ul> <li>Art should be submitted at a minimum resolution of 72dpi</li> </ul>
			• RGB color only
			• All artwork should be submitted to Laurie Enceneat at <a href="lenceneat@ieci.org">lenceneat@ieci.org</a>

#### **2021 INSIGHTS PRINT ADVERTISING RATES**

Ad Size (other sizes available upon request)	1x insertion	3x insertion	6x insertion	Issue(s)
Full page (8.375"W x 10.875"H)	□\$3,795	□ \$3,595	□ \$3,495	$\Box$ Jan/Feb $\Box$ Mar/Apr $\Box$ May/Jun $\Box$ Jul/Aug $\Box$ Sep/Oct $\Box$ Nov/Dec
Full page spread (16.75"W x 10.875"H)	□\$5,695	□ \$5,395	□ \$5,245	$\Box$ Jan/Feb $\Box$ Mar/Apr $\Box$ May/Jun $\Box$ Jul/Aug $\Box$ Sep/Oct $\Box$ Nov/Dec
1/2 page – vertical (3.375"W x 8.93"H)	□\$3,025	□ \$2,875	□ \$2,783	□Jan/Feb □Mar/Apr □May/Jun □Jul/Aug □Sep/Oct □Nov/Dec
1/2 page – horizontal (7"W x 4.325"H)	□\$3,025	□ \$2,875	□ \$2,785	□Jan/Feb □Mar/Apr □May/Jun □Jul/Aug □Sep/Oct □Nov/Dec

Issue Date	Issue Theme	Art/Editorial Deadline
January/February	Education & Workforce Development	December 23
March/April	Lighting Special	January 25
May/June	Safety Issue	March 29
July/August	Tools & Equipment	May 26
September/October	Special Convention Issue	July 27
November/December	Award Winners Showcase	September 24

TOTAL AMOUNT DUE: \$	TAL AMOUNT DUE: \$	
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#### **ARTWORK REQUIREMENTS**

- Minimum 300dpi resolution; 4-color, CMYK only (no RGB or spot colors); 0.125" bleed around all sides if submitting a full page or full page spread ad.
- A full-page ad should be sized at 8.375"W x 10.875"H (bleed is not included in that measurement).
- This publication is perfect bound. Please leave 1" space between text/important graphics where they cross the gutter (or 0.5" on each side).
- Please note that in the absence of new art, the previous ad will be rerun.
- Please submit all artwork as either a high-resolution .pdf or .tif to Communications at <a href="mailto:communications@ieci.org">communications@ieci.org</a>.



#### **2021 INSIGHTS ONLINE WEBSITE DIGITAL ADVERTISING RATES**

Ad Size	1x insertion	3x insertion	6x insertion	Month(s)
300px W x 250px H (sidebar ad)	□\$1,850	□ \$1,665	□\$1,480	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
300px W x 500px H (sidebar ad)	□\$3,700	□\$3,330	□\$2,960	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
300px W x 750px H (sidebar ad)	□ \$5,550	□ \$4,995	□ \$4,440	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
900px W x 125px H (banner ad)	□ \$2,165	□\$1,950	□\$1,732	□Jan □Feb □Mar □Apr □May □Jun □Jul □Aug □Sep □Oct □Nov □Dec

### 2021 INSIGHTS PRINT + INSIGHTS ONLINE WEBSITE DIGITAL ADVERTISING RATES BUNDLE AND SAVE 20%

Ad Size	1x insertion (20% off)	3x insertion (20% off)	6x insertion (20% off)	Month(s)
Full page print + 300px W x 250px H digital	□ \$4,516	□ \$4,208	□ \$3,980	
Full page print + 300px W x 500px H digital	□ \$5,996	□ \$5,540	□ \$5,164	
Full page print + 300px W x750px H digital	□ \$7,436	□ \$6,872	□ \$6,348	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
Full page print + 900px W x125px H digital	□ \$4,768	□ \$4,436	□ \$4,182	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
Full page spread print + 300px W x 250px H digital	□ \$6,036	□ \$5,648	□ \$5,380	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
Full page spread print + 300px W x 500px H digital	□ \$7,516	□\$6,980	□ \$6,564	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
Full page spread print + 300px W x 750px H digital	□ \$8,956	□ \$8,312	□ \$7,748	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
Full page spread print + 900px W x 125px H digital	□ \$6,288	□ \$5,876	□ \$4,334	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
1/2 page (V or H) print + 300px W x 250px H digital	□ \$3,900	□ \$3,632	□ \$3,412	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
1/2 page print + 300px W x 500px H digital	□ \$5,380	□ \$4,940	□ \$4,596	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
1/2 page print + 300px W x 750px H digital	□ \$6,860	□ \$6,296	□\$5,780	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec
1/2 page print + 900px W x 125px H digital	□ \$4,152	□ \$3,860	□ \$3,412	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec

<b>TOTAL AMOUNT DUE:</b>	S

Industry Partners pay the difference between their existing insertions and the digital rate – dependent on partner level.

#### **ARTWORK REQUIREMENTS**

- Each ad space is purchased for a period of 60 days at the prices shown above
- IEC will allow one change to the ad artwork within the 60-day period
- Art should be submitted at a minimum resolution of 72dpi
- RGB color only
- All artwork should be submitted to Laurie Enceneat at <a href="mailto:lenceneat@ieci.org">lenceneat@ieci.org</a>



#### **2021 IECX DIGITAL NEWSLETTER RATES (BIWEEKLY)**

Ad Size	Qty/Issue	Price per Newsletter	Month(s)
☐ 650px W x 100px H	5	\$700 each	□Jan □Feb □Mar □Apr □May □Jun □Jul □Aug □Sep □Oct □Nov □Dec
TOTAL AMOUNT DUE: \$_			

#### **2021 IEC EBLAST RATES**

Quantity	Price per Eblast	Month(s)		
Enter Quantity (1-10):	□ Non-Partner – \$2,175 each	$\Box$ Jan $\Box$ Feb $\Box$ Mar $\Box$ Apr $\Box$ May $\Box$ Jun $\Box$ Jul $\Box$ Aug $\Box$ Sep $\Box$ Oct $\Box$ Nov $\Box$ Dec		
	□ Gold/Silver/Bronze Partner – \$750 each			
	☐ Platinum Partner – \$500 each			
TOTAL AMOUNT DUE: \$	REQUESTED	DATES/WEEKS*:		

#### **2021 IEC SOCIAL MEDIA POSTING RATES**

	Price per post	Platforms
☐ Bundle Pack 2– post including text and image on 2 platforms	\$250	Select two: $\square$ Facebook $\square$ Instagram $\square$ Twitter $\square$ Linkedin
☐ Bundle Pack 4 – post including text and image on 4 platforms	\$400	Includes Facebook, Instagram, Twitter and Linkedin
☐ Bundle Pack 2 – post including text and video on 2 platforms	\$350	Select two: $\square$ Facebook $\square$ Instagram $\square$ Twitter $\square$ Linkedin
☐ Bundle Pack 4 – post including text and video on 4 platforms	\$500	Includes Facebook, Instagram, Twitter and Linkedin
TOTAL AMOUNT DUE: \$	POSTING DATE(S)*:	

<sup>\*</sup>Scheduling based on availability.