THE TITLE SHOULD BE BOLD AND JUSTIFIED

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Title page

The title page should include (see also above):

- The name(s) of the author(s)
- A concise and informative title
- The affiliation(s) and address(es) of the author(s)
- The presenting author's name should be underlined and his/her e-mail address, telephone and fax numbers provided

Abstract

Please provide a structured abstract of 200 words which should be divided into the following sections:

- Purpose (stating the main purposes and research question)
- Methods
- Results
- Conclusions

Keywords

Please provide 4 to 6 keywords which can be used for indexing purposes.

Text

The page size should be 210 x 297 mm, with a 25.4mm margin all around.

List of symbols:

A list of symbols is required if equations are used (nomenclature).

Text Formatting

Manuscripts should be submitted in Word. The paper must consist of 12 pages maximum including notes, diagrams, tables and bibliography. The text formatting should be as follows:

- Use a normal, plain font (e.g., 10-point Times Roman) for text.
- Use italics for emphasis.
- Upper and lower case letters are to be used throughout. Line spacing should be 1.15 lines and all paragraphs justified, while the paragraph spacing should be 6 points.
- Use the automatic page numbering function to number the pages.
• Do not use field functions.
• Use tab stops or other commands for indents, not the space bar.
• Use the table function, not spreadsheets, to make tables.
• Use the equation editor or MathType for equations.
• Save your file in docx format (Word 2007 or higher) or doc format (older Word versions).

Headings
Please use no more than three levels of displayed headings.

Abbreviations
Abbreviations should be defined at first mention and used consistently thereafter.

Footnotes
Footnotes can be used to give additional information, which may include the citation of a reference included in the reference list. They should not consist solely of a reference citation, and they should never include the bibliographic details of a reference. They should also not contain any figures or tables.

Footnotes to the text are numbered consecutively; those to tables should be indicated by superscript lower-case letters (or asterisks for significance values and other statistical data). Footnotes to the title or the authors of the article are not given reference symbols.

Always use footnotes instead of endnotes.

Acknowledgments
Acknowledgments of people, grants, funds, etc. should be placed in a separate section before the reference list. The names of funding organizations should be written in full.

References
Citation
Reference citations in the text should be identified by numbers in square brackets. Some examples:

1. Negotiation research spans many disciplines [3].

2. This result was later contradicted by Becker and Seligman [5].

3. This effect has been widely studied [1-3, 7].

Reference list
The list of references should only include works that are cited in the text and that have been published or accepted for publication. Personal communications and unpublished works should only be mentioned in the text. Do not use footnotes or endnotes as a substitute for a reference list.

The entries in the list should be numbered consecutively.
- **Articles in journals:**

  *Please make sure to include titles of articles.*

- **Chapters in books:**

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**Figures**

Either incorporate the figures into the text or indicate their place in the text. Figures should be clear and the lettering legible and proportional to the size of the figure so that reduction is possible if necessary. Figures, photos, illustrations and graphs should be referred to in the text as figures and numbered consecutively throughout the paper by Arabic numerals.

**Tables**

- All tables are to be numbered using Arabic numerals.
- Tables should always be cited in text in consecutive numerical order.
- For each table, please supply a table caption (title) explaining the components of the table. The table headings should be as follows: Table 1, 2, 3. Each table should have a descriptive title.
- Identify any previously published material by giving the original source in the form of a reference at the end of the table caption.
- Footnotes to tables should be indicated by superscript lower-case letters (or asterisks for significance values and other statistical data) and included beneath the table body.
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A clear and concise language will help editors and reviewers concentrate on the scientific content of your paper and thus help in the peer review process. If required, a list of professional language editing services can be found on the Taylor & Francis Author Services website at: [http://journalauthors.tandf.co.uk/benefits/resources.asp](http://journalauthors.tandf.co.uk/benefits/resources.asp)

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