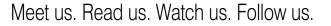
"PFFC [is] very strong! Always good content."— Paolo Raugei, Deposition Technology Innovations

"It's great following an exciting leader in the packaging industry!"—@BlueRosePkg

> "I strongly encourage [our group] to sign up for PFFC's E-Clips. Yolanda and Claudia are top shelf and provide great industry news."—Dan Muenzer, Labels Div., Constantia Flexibles

"Thanks for the consistent and relevant news."—@chrisv250 Christian Velasquez, Dow Corning Corp.



89 YEARS

All Digital

THE AUTHORITATIVE VOICE OF THE CONVERTING COMMUNITY SINCE 1927

**PAPER, FILM & FOIL CONVERTER** 

# Online Media Kit INTERACTIVE. TRACKABLE LEADS. INSTANT RESOURCES.

Welcome to PFFC—Where you position custom marketing messages that meet your targeted needs, AND you become a part of our global, interactive converter community.

# Editorial & Business Offices

YTC Media Inc. 5624 W. Wilson Ave., Chicago, IL 60630 773-916-PFFC (7332)



**PRESIDENT/EDITORIAL DIRECTOR** | Yolanda Simonsis ysimonsis@PFFC-online.com | 773-916-PFFC (7332)

**MANAGING EDITOR** | Claudia Hine | chine@PFFC-online.com | 312-286-1374 **VP/ONLINE SALES** | Tim Janes | tjanes@PFFC-online.com | 303-674-0577

### Earning Your Trust Today & Yesterday for 89 Authoritative Years

PFFC is the most authoritative source of information in the converting and package/label printing industry. Every facet of the industry is covered by experts who assist converters around the world to become more efficient, profitable, productive, and knowledgeable in their manufacturing and business practices.

PFFC coverage includes technical innovations; marketing; business and management trends; and products and services. PFFC is the top choice to reach the converting industry. Depend on our resources to provide valuable information when making key business decisions.

We offer the following effective marketing tools to produce valuable audience response:

- ► Website Run of Site (ROS) Ads
- Category Content Ownership
  - + Exclusive Video Player + Custom E-Blast



PFFC's exclusively online presence addresses your continuously changing and demanding needs. We reach a global audience—from Albania to Zambia—seeking solutions to their converting problems. Be there for them!

#### -Yolanda Simonsis President/Editorial Director





Category Content Ads

Enhancements in any of PFFC's

five Directories, including

the flagship Buyers Guide

▶ NEW! PFFC Directory Bundle

Program (one price for Logo

PEEC Video Guide—Own a

category with your 4 Ads!

► **NEW!** E-Clips Premium Top

Featured Videos in Weekly

E-Clips E-Newsletter (two

Blaster—Saturate newsletter

Buyers Guide Platinum Package

+ E-Clips "Featured Company"

Banner Ad now in Larger Size

► E-Clips E-Newsletter

Text & Banner Ads

weeks of exposure)
NEW! E-Clips Banner

with 3 Banner Ads

NEW! Message Board

Custom E-Blasts

Mailing List Rentals

► White Papers

► Webinars

Online Jobs

Upgrade Package in all Directories)

(over 1,000 companies)

▶ NEW! F-Books

► Videos

Claudia Hine Managing Editor

Tim Janes Debora VP/Online Sales Senio

Deborah Donberg Senior Editor

# Editorial Calendar

Our expert columnists and bloggers address topics appealing to a broad converting audience. PFFC regularly offers news, new products, directories, as well as trade show and competition coverage.

#### ANNUAL DIRECTORIES |

- ► Buyers Guide (over 1,000 listings)
- Contract Coating & Laminating Services
- ► Contract Converting Services ► Contract Slitting
- ► Lab/Pilot/Technical Facilities

Any number of subjects are featured as part of PFFC's ongoing coverage of the industry as the news presents itself—this is the whole concept of "breaking" news coverage as it happens. You can always count on PFFC's subject matter to broadly include the use of paper, film, foil, paperboard, and nonwoven materials for printing and/or converting of flexible packaging, including bag and pouch making; coated and laminated products, including unprinted rolls and sheets; tapes, labels, and tags; electronic media; medical and pharmaceutical products; disposables; sanitary products; office products, including envelopes; and other non-packaging products.

#### SPECIAL WEBSITE & E-CLIPS E-NEWSLETTER FEATURE & SHOW COVERAGE

Event Name	Event Date	Website Date	E-Clips Date
Graphics of the Americas	Feb. 18–20	January	Feb. 2
Flexible Packaging Assn. Annual Meeting/Awards	Mar. 1–3	March	Mar. 8
Intl. Sleeve Label Conference & Exhibition & Sleeve Label Competition (AWA Alexander Watson Assoc.)	Mar. 3–4	April	Apr. 5
Flexographic Technical Assn. Annual Forum & INFO*FLEX	Mar. 6–9	February	Feb. 16
Flexographic Technical Assn. Awards	Mar. 6–9	March	Mar. 15
AIMCAL Management Meeting	Mar. 20–23	Mar. 21	Mar. 22
SVC TechCon 2016	May 9–13	April	May 3
UV&EB (RadTech)	May 16–18	April	Apr. 26
drupa	May 31– Jun. 10	May	May 17
CPPEXPONYC 2016	Jun. 14–16	May	May 24
In-Mold Decorating Assn. Awards	August	August	August
Labelexpo Americas	Sept. 13–15	August	Aug. 23
Graph Expo	Sept. 25–28	September	Sept. 20
Tag & Label Mfrs. Inst. (TLMI Meeting/Awards)	Oct. 16–19	October	Oct. 25
Paperboard Packaging Council (PPC Meeting/Awards)	Oct. 26–28	October	Nov. 1
Pack Expo Intl.	Nov. 2–5	October	Oct. 18



# Editorial Coverage on Coating/Laminating, Web Handling, Static Control, Printing, Marketing/PR, and Polymer Processing



#### **COATING & LAMINATING: "COATING MATTERS"**

Mark Miller, Coating Tech Service (www.coatingtechservice.com), is author of PFFC's "Coating Matters" column and blog, offering process improvement expertise for high precision roll-to-roll coating applications.

- Column: www.PFFC-online.com/coating-matters
- ▶ Blog: www.PFFC-online.com/blog/miller

#### WEB HANDLING: "WEB LINES"

Tim Walker, TJWalker+Assoc. (www.webhandling.com), is author of PFFC's "Web Lines" column and blog, which cover material properties, tension control, roller design, nipped processes, web guiding, winding, and more.

- Column: www.PFFC-online.com/web-lines
- ► Blog: www.PFFC-online.com/blog/walker



#### **ELECTROSTATIC ISSUES: "STATIC BEAT"**

Dr. Kelly Robinson, Electrostatic Answers (www.electrostaticanswers.com), is author of PFFC's "Static Beat" column and blog, providing 27 years of experience in problem-solving and consulting addressing static control.

- Column: www.PFFC-online.com/static-beat
- ► Blog: www.PFFC-online.com/blog/kelly



#### **PRINTING: "ON PRINT"**

Dr. Dene Taylor of SPF-Inc. (www.spf-inc.com) and author of PFFC's "On Print" column offers consulting expertise with insight and advice that impact the paper, film, coating, and printing industries.

Column: www.PFFC-online.com/on-print



#### LABEL CONVERTING: "LABEL PROMOTION"

Mark Lusky, Lusky Enterprises Inc. (www.luskyenterprises.com), is author of PFFC's "Label PRomotion" column, offering common-sense ideas grounded in doing what's real and right for managing and enhancing label converters' public images.

Column: www.PFFC-online.com/label-promotion



#### MARKETING: "MARKETING MOJO"

Stephanie Millman, senior marketer and author of PFFC's "Marketing Mojo" blog, reveals how to harness the evolution in social media, advertising, direct marketing, and trade shows.

Blog: www.PFFC-online.com/blog/millman



#### **POLYMER PROCESSING: "TOM'S POLY PLOYS"**

Tom Bezigian is author of PFFC's "Tom's Poly Ploys" blog, bringing R&D, quality assurance, manufacturing, and operations experience in the blown film, cast film, orienting, and polymer processing.

► Blog: www.PFFC-online.com/blog/bezigian

## 2016 Digital Marketing Forecasts

- Digital marketing spend is forecasted to increase to 35% of total budgets by 2016.1
- 28% of marketers have reduced their advertising budget to fund more digital marketing.<sup>2</sup>
- Online display advertising will capture the next biggest share of the online spend at about 34% of total online spend.<sup>3</sup>
- 73% of B2B marketers use video as a content marketing tactic.<sup>4</sup>
- 60% of B2B marketers use web traffic to measure success instead of using sales lead quality or social media sharing.<sup>5</sup>

Sources: (1) <u>WebStrategies Inc.</u>, (2) <u>Gartner Inc.</u>, (3) <u>WebStrategies Inc.</u>, (4) <u>Content Marketing Institute and MarketingProfs</u>, (5) <u>Demand Metric</u>



#### Network With PFFC

- www.facebook.com/PFFConverter
- www.twitter.com/YoPFFC
- www.twitter.com/PFFConline
- http://pffc-online.com/news?format=feed&type=rss
- www.pffc-online.com/blog/yolanda
- www.linkedin.com/pub/yolanda-simonsis/14/599/ba3
- www.linkedin.com/company/pffc-paper-film-&-foil-converter
- www.pffc-online.com/forum
- www.youtube.com/user/pffc1



# Website Ads

Ads on www.PEEC-online.com.combine.IAB-certified placements and advanced ad management technology to provide maximum visibility throughout the PFFC site or within exclusive pages, owned by one advertiser. Our sponsorship opportunities combine the trust and authority of PFFC with action-the RESPONSES you want (ads positioned near related content), **WHERE you want them** (link your ad to specific pages), WHEN you need it (online ads are perfect for timely announcements).

With more than 25,700 page views each month,\* now is the time to take full advantage of advertising at www.PFFC-online.com to see trackable leads to your marketing program. PFFC has the flexibility to shape your integrated advertising program and exceed your marketing goals.

- **TOP BANNER AD** | 728 x 90 \$60 net/CPM (max. file size: 35k)
- **PREMIUM UPPER LEFT AD** | 180 x 240 \$60 net/CPM (max. file size: 30k)
- **PREMIUM UPPER RIGHT AD** | 300 x 250 \$65 net/CPM (max. file size: 30k)
- ▶ LEFT RAIL ADS | 180 x 150 Ads (5 available) \$45 net/CPM for Top Position (max. file size: 20k)
- **BEST AVAILABLE ADS** | 180 x 150 (below Left Rail Ads) \$40 net/CPM (max. file size: 20k)
- ▶ **RIGHT RAIL AD** | 300 x 250 (middle) \$50 net/CPM (max. file size: 30k)
- LOWER BANNER AD | 728 x 90 \$40 net/CPM (max. file size: 35k)

\*Source: Google Analytics from January 1 - August 31, 2015





#### Category Content Ownership **BE THE SOLE OWNER OF A** CONTENT LANDING PAGE

Category content landing pages quickly connect our readers with timely news, commentary, and the latest technological advances on the most important converting topics. These highinterest pages are designed to draw traffic from search engines relating to specific content.

You can be the sole owner of **ALL THREE** (top of page) advertising positions on EVERY page within your specific category, exclusively positioning your brand alongside related content. No other ads appear on your category pages. Includes your own Video Player on your category home page (can update at any time). Plus, as a category owner, you will receive one Custom E-Blast when you schedule 12 months. \$1,200 net/month (per category).

#### **INCLUDES | CLICK HERE TO VIEW SAMPLE**

- ► TOP BANNER AD | 728x90
- ► PREMIUM UPPER LEFT AD | 180 x 240
- ► PREMIUM UPPER RIGHT AD | 300 x 250

► Printing

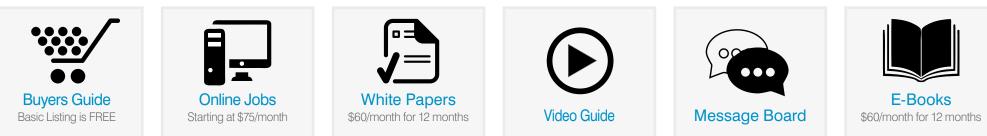
► Bag/Pouch

Die-Cutting

VIDEO PLAYER

#### **CATEGORY CONTENT TOPICS** |

- Surface Prep
- ► Carton/Box ► Flexpack
- ► Coating/Laminating ► Label/Tape
- Controls
- Web/Roll Handling
- ► Slitting
- ► Trends/Management





# **E-Newsletter** CLICK HERE TO VIEW E-CLIPS SAMPLE

#### Mobile Friendly!

**E-CLIPS** | Identify and capture the attention of subscribers who need your products and services and drive traffic to your website with a targeted message in this newsletter that reaches 11,500 subscribers. E-Clips contains timely, concise news, new products, feature stories, blog posts, videos, white papers, and more.

E-Clips is delivered to subscribers weekly.\* Sponsors can choose to advertise in Cycle 1 (Weeks 1 and 3) or Cycle 2 (Weeks 2 and 4) of each month. Pricing is based on one cycle (two issues) and sponsors have the option to purchase both cycles in a month. Space reservations close Monday, one week prior to deployment. \*Months that have a 5th week will not have a newsletter.

#### PREMIUM TOP BANNER AD\* | 460 x 90, \$1,200 net/cycle (New larger size!)

- ▶ 1ST TEXT AD WITH IMAGE | 75 words + photo, \$1,100 net/cycle
- BEST AVAILABLE TEXT AD WITH IMAGE | \$950 net/cycle (4 additional positions available)
- NEW | BANNER BLASTER | Own 3 Banner Ads— Top, Middle, and Lower—in one mailing of E-Clips to saturate the newsletter from top to bottom with your message. 460 x 90, \$2,600 net/cycle
- MIDDLE BANNER AD\* | 460 x 90, \$800 net/cycle
- MIDDLE 300 x 250 AD\* | \$800 net/cycle
- RIGHT RAIL AD\* | 120 x 240, \$750 net/cycle (top)
- **BEST AVAILABLE** | 120 x 240, \$650 net/cycle (2 additional positions available)

#### ► FEATURED VIDEO | \$450

Includes two consecutive mailings of E-Clips, 50-word description with website link, photo of video with play button linking to video, AND included on PFFC home page as Featured Video for same two weeks it appears in E-Clips.



\*These ads can be animated to rotate with three different images (rotating continuously).

# List Rental

We rent our mailing lists (traditional print mail and E-Mail lists) through a company called Merit Direct. With Merit Direct you can target a specific demographic within the PFFC readership to rent a mailing list. The mailing list rental is the best way to target a specific segment of our readership. Contact Mike Miles, Merit Direct at: 914-368-1037; mmiles@meritdirect.com.

# Custom E-Blasts

E-Blasts reach 11,500 readers (all opted in to receive industry E-Mails from PFFC). We mail E-Blasts on Thursdays and reserve some Wednesdays as "make up" mailing dates. We do not mail two "Product" or two "Service" E-Blasts in the same week, so we don't over-saturate our readers with similar messages. We'll send you a test mailing to make sure it looks and works as you intend. \$1,500 net/per mailing. **NOTE:** \$50 Cancellation Fee for Custom E-Blasts if cancelled within two weeks of scheduled E-Blast date.



#### **CAMPAIGNS INCLUDE |**

- Exclusive Message to subscribers
- Your ready-to-deploy HTML
- Subject line
- ▶ Detailed metrics: Deliveries, Open rate, Click-throughs by URL and Total Clicks



# **NEW FOR 2016**

# Enter Here PFFC Buyers Guide

Access the industry's most complete Manufacturer & Supplier Directory

Over 2,700 page views/month AND over 8 minutes average time online searching Buyers Guide pages.\*

# Buyers Guide

- ► **BASIC LISTING** | Company name, address and phone number in up to 10 categories is free.
- ► ENHANCED LISTING | Basic listing plus unlimited category listings, and active Web Address link: \$15/month for 12 months.
- PREMIUM | Basic and enhanced listing plus Logo on company page, 150-word company profile, Page 1 category search results: \$50/month for 12 months.
- ▶ **PLATINUM** | All of the above plus Featured Company on Buyers Guide home page, 300word company profile, Top of Page 1 category search results, Full Media Package (Video Player on your company page and links to product pages on your website), and listed as a "Featured Company" in E-Clips e-newsletter four times a year: \$65/month for 12 months.

\*Source: Google Analytics from January 1 - August 31, 2015.

**E-Prints** To purchase quality custom E-Prints of articles appearing on PFFC's website, contact Yolanda Simonsis at 773-916-PFFC (7332).

■ Online Jobs | \$75/30 days on website OR place ad as "Featured Job" in E-Clips E-newsletter at \$200/mailing, OR include Social Media Push on PFFC Facebook and Linked In Pages at \$150. Select all three options for \$275.

# ■ White Papers | UP то з

WHITE PAPERS | \$60/month for 12 months. Includes: Lead Generation Form, Company Logo, Paragraph Intro, and listed as a "Featured White Paper" in E-Clips E-newsletter four times a year.

**E-Books** \$60/month for 12 months. Includes: Lead Generation Form; Cover Image of E-Book; Intro Paragraph; and listed as "Featured E-Book" in E-Clips E-newsletter four times a year.

# ■ PFFC Message Board | "THE CONVERTER

**COMMUNITY"** I PFFC offers the industry's only interactive Message Board where readers, subscribers, and members can ask questions and get direct answers from the market. We include recent posts in our weekly E-Clips e-newsletter to drive traffic to the Message Board and continue the conversation.

#### THE CONVERTER COMMUNITY EXCLUSIVE SPONSOR |

\$600 net per month. Includes a Top Banner Ad and a Lower Banner Ad. Both ad sizes are 728 X 90. Can be the same ad or different ad material. No other ads will appear on the page.

**PFFC Video Guide** Extensive PFFC Video Guide is sorted by category. We will include your video at any time. For maximum exposure, your company can be an Exclusive Sponsor of any specific video category! \$300 net per month and includes 4 Ads! (2) 728 X 90 Banner ads (top and bottom) + (2) 300 X 250 ads on your specific Video Category. No other ads would appear on your category page.

# PFFC Webinar Programs

- WEBINAR AD PROGRAM | Promotes your recorded or existing webinar with your Company Logo on our Webinar page. Cost is \$700 net for 12 months of exposure with a Lead Generation Form to complete before viewing the webinar + listed as a "Featured Webinar" in E-Clips e-newsletter four times a year.
- ▶ WEBINAR PARTNER PROGRAM | Your company brand is shown as a partner with PFFC for a webinar program, and you keep all registration contact information gathered before the webinar. It is heavily promoted in our Partner Program to drive our visitors to the webinar. It takes two months to plan and market this webinar. The Partner Program rate is based on the marketing options you select. The minimum cost is \$2,950 net. After the live webinar, it will be hosted for 12 months on our Webinar page, and you will receive leads throughout the year. Plus, it will be promoted every quarter in our E-Clips e-newsletter as a "Featured Webinar."

# Online Advertising Questions, Contracts, Insertion Orders & Materials |

Tim Janes, VP/Online Sales 27117 Sun Ridge Dr., Evergreen, CO 80439 303-674-0577, tjanes@PFFC-online.com



# Online Ad Specifications

FORMATS CURRENTLY ACCEPTED | GIF, Animated GIF, JPEG, HTML, Flash, Unicast, PointRoll, Eyeblaster, Enliven.
WILL ACCEPT FOR TESTING | DHTML, Audio, Real, Shoshkeles, Tomboy.
NON-ACCEPTED FORMATS | Java, Java Applet, Video.
3RD PARTY AD SERVING | PFFC will accept most 3rd party ad tags, including DART (internal redirect), Bluestreak, MediaPlex, and Atlas. All 3PAS must be accompanied by anti-caching documentation.
FRAMES & LOOPING | Maximum frames: 3; looping: 3 times.
MATERIALS DUE | 3 business days prior to posting for banner and rich media ads. Include referring URL and alternate text with instructions.

# Contract Rules & Specs

RATE POLICY & CONTRACT PROVISIONS | All advertisements are accepted and published entirely on the representation that the Advertising Agency and/or Advertiser are properly authorized to publish the entire contents and subject matter thereof. It is understood that, in consideration of the publication of advertisements, the Advertiser and/or Advertising Agency will indemnify and hold the Publisher harmless from and against any claims or suits for libel, violation of rights of privacy, plagiarism, trademark, patent and copyright infringements (including the text and photographs within the advertisements), and other claims based on the contents or subject matter of such publication. The Publisher reserves the right to reject any and all advertising, which the Publisher feels is not in keeping with its standards, policies, and principles. The Publisher reserves the right to add the word "Advertisement" at the top and/or bottom of any ad that, in the Publisher's sole judgment, too closely resembles editorial. The Publisher will not be bound by any conditions, printed or otherwise appearing on any order blank, insertion order or contract when they conflict with the terms or conditions of the publication's rate card, or any amendment thereof. The Publisher shall not be subject to any liability whatsoever for any failure to publish or circulate all or any part of the publication issue or issues due to strikes, work stoppages, accidents, fires, acts of God or any circumstance not within control of the Publisher. The Publisher is not responsible for the accuracy of any corrections or changes made to any Advertiser's materials.

**AGENCY COMMISSION |** 15% of the gross billing allowed to recognized advertising agencies on space and position only, provided account is paid within 30 (thirty) days of invoice date. Advertiser's material must be prepared in accordance with production specifications to qualify for agency commission. No cash discounts allowed. **SEQUENTIAL LIABILITY** | Advertiser and Advertising Agency are jointly and severally liable for payment. Publisher will not release the Advertising Agency from liability even if a sequential liability clause is included in the contract, insertion order, purchase order, etc.

**CANCELLATION POLICY** | Neither the Advertiser nor its Advertising Agency may cancel advertising after closing date. Cancellations prior to closing must be in writing. Verbal cancellations will not be accepted. Banners, sponsorships, and E-Newsletters require a 2-week written cancellation notice. \$50 Cancellation Fee for Custom E-Blasts if cancelled within two weeks of scheduled E-Blast date.

**ERROR LIABILITY LIMIT** | The Publisher's liability for any error will not exceed the charge for the advertisement in question. The Publisher assumes no liability for errors in any type set by the Publisher. The Publisher is not responsible for the accuracy of any corrections or changes made to the Advertiser's copy/materials.

**SHORT RATE PROTECTION** | Advertisers billed at special contract rates based on frequency, but who fail to fulfill the contract, will be billed at the Publisher's sole discretion for the difference to reflect the rate that is actually earned. For example, Advertisers will be billed for lost frequency discounts if, within a twelve (12) month period (or written contract period) from date of the first insertion, they do not use the amount of advertising space upon which their billing rate was based.

**RATE CARD IN EFFECT** | Advertising rates, terms and conditions set forth in the rate cards shall govern all transactions and supersede any other information published in previous rate cards, directories, media guides or rate and data services whether in print or online. Publisher will not honor rates or data derived from these other sources unless it is in conformance with this rate card. Publisher has the right to increase rates with prior notification to advertiser. **TERMS OF SALE** | Terms of sale are Net 30 (thirty) days from date of invoice. No cash discounts allowed. Publisher will not accept any form of payment, which contains any limitations or conditions on payment such as short paid checks noted as representing payment in full of a disputed balance.

**LINE OF CREDIT** Advertiser's line of credit may increase or decrease from time to time. Such changes will be made at the sole discretion of Publisher, and no advanced notification is promised or implied.

**PAST DUE ACCOUNTS** | Orders may be held at the Publisher's sole discretion.

**COLLECTION RELATED ISSUES** | If Publisher must refer Advertiser's delinquent account to an attorney or collection agency, Advertiser agrees to pay all reasonable attorneys' or collection agency's fees, court costs, and other collection costs in connection with the Publisher's collection efforts.

**JURISDICTION** Advertising Agencies and/or Advertisers agree that any legal action arising between Publisher and Advertising Agency and/or Advertiser must be brought in the courts of the state of Illinois, Cook County, and that Advertising Agency and/or Advertiser agrees to submit all claims to the jurisdiction of these courts regardless of any conflict of jurisdiction which may arise.

**NOTIFICATION TO PUBLISHER** | If the Advertising Agency and/or Advertiser changes their address or there is a change of ownership or control of their company, please notify the Publisher of this change within ten (10) working days.

**DEFINITIONS** | As used in this section and this rate card, the term "Publisher" shall refer to PFFC and its parent company, YTC Media Inc.

#### Contract Rules & Specs Comments, Questions or Concerns? CONTACT: PRESIDENT/EDITORIAL DIRECTOR | Yolanda Simonsis Phone: 773-916-PFFC (7332)

YTC Media Inc. 5624 W. Wilson Ave., Chicago, IL 60630 Phone: 773-916-PFFC (7332)

