

www.ContractorSupplyMagazine.com

Contractor Supply

THE VOICE OF DISTRIBUTION



In its need for speed,
the industry trusts
Contractor Supply

2022 MEDIA KIT

Photo Courtesy of Makita

» THE NUMBER ONE RESOURCE IN THE
CONSTRUCTION SUPPLY MARKET

Contractor Supply

THE NEWS YOU NEED — TODAY

21,000 average
press run

6x per year
frequency

\$22+ per year
in STAFDA
Billion distributor
sales alone

How fast can you deliver?

As the industry has gone from famine to feast in a year, **Contractor Supply** has been at the center of a channel fighting to adapt to an unprecedented global pandemic and its resulting supply chain disruptions. Today, the industry is scrambling to produce and deliver product to a suddenly voracious market. Today's question is, **"How fast can you get it to me?"**

During the pandemic, we stepped up to help our channel partners adapt to a "new normal" that changed weekly and our readers responded by driving our website to **676,000 page views in 2020**.

Now, in 2021 and for the coming year at least, the industry's mission will be to restore the supply chain to normal — and the companies that can deliver the fastest will be the winners.

Advertising in **Contractor Supply** magazine, on our website and in our e-newsletters and custom e-blasts provides you with the direct link to the distributor market that is starving for your products.

So spread the word! **Advertising your product availability will help distributors replenish depleted inventories and help you reclaim and expand your market share.**



Contractor Supply has always been my go-to when I want to reach the STAFDA audience. Simply appearing in Contractor Supply brings credibility to your brand, as the editor and publisher respect their readers and strive to bring them only the best information and products. I trust Contractor Supply to help me to achieve my goals with STAFDA.



Linda Graziano, Senior Director Of Marketing
Huttig Building Products, Inc., Buffalo Grove, IL



Contractor Supply Website

725,000 projected page views, 2021*

676,412 page views, 2020

494,161 site visits, 2020

261,762 unique visitors, 2020

641,535 ad impressions/month, 2020

www.ContractorSupplyMagazine.com provides fresh industry news and new product information every day. **Our online news, new product and industry archives are nearly 11,000 pages deep.**

* Based on page views from Jan. 2 to May 31, 2021



CS Weekly Email Newsletter

Frequency: 52 weeks a year

26.89% average open rate*

76.65% average click through rate**

CS WEEKLY is the industry's only e-newsletter specifically targeting independent construction tool and supply distributors and their suppliers. It emails to an average of **9,924 subscribers weekly.**

* Based on number of emails received

** Based on number of email opens

Sample: 20 weeks: Jan. 7 to May 27, 2021

V-Log Video & Blog Roundup

Frequency: Every 2 weeks

20.82% average open rate*

23.48% average click through rate**

V-LOG compiles new and noteworthy manufacturer videos and expert blog posts in one convenient place for our busy distributor readers. **The average V-LOG sends to 10,022 subscriber emails.**

* Based on number of total emails received

** Based on number of unique emails opened

Sample: 4 months — Feb. 2 to May 25, 2021

Custom E-Blasts

Frequency: As ordered by client

21.33% average open rate*

20.56% average click through rate**

CS Custom E-Blasts are single-client emails.

The average E-Blast sends to 9,917 addresses.

* Based on number of total emails received

** Based on number of unique emails opened

Sample size: 12 blasts, Feb. 1 to April 9, 2021

» FOCUSED FEATURES



FRONT-LINE COVER STORIES

Contractor Supply's mission is to give distributors "Critical to Quality" tools and strategies that can help them improve their business operations and profitability.

Our cover stories present real-world examples of how distributors are meeting today's critical issues by:

- Addressing competitive threats from local, regional and global entities — including COVID
- Forging long-term partnerships with customers and key suppliers
- Developing value-added services that create competitive advantage in their markets
- Building market share and long-term growth
- Adapting business systems to an online world
- Managing generational and succession challenges

THE SMARTEST PROS IN THE BIZ

Contractor Supply partners with STAFDA, The Evergreen Marketing Group, Sphere 1, NetPlus Alliance and other leading trade organizations on departments and guest articles that deliver the information and knowledge that distributors need today.

From business technology, inventory control, leadership, cash flow and collections to marketing and sales training, we cover the gamut of business operations. Our guest

contributors are all recognized experts in their fields — including designated STAFDA consultants.

TOMORROW'S TRENDS TODAY

In each issue, **Industry Updates** survey the latest products, technologies and trends across the construction industry. These updates bring **Contractor Supply** readers unprecedented access to and insights from the world's top manufacturers. We know what's coming next.

"NEW" MANUFACTURERS ARE DISCOVERING OUR CHANNEL

More manufacturers are discovering **Contractor Supply** every day as they seek to grow their distribution networks. As a result, our print magazine and website at www.ContractorSupplyMagazine.com is bringing these "new" manufacturers to our distributors readers like never before — and in the case of our website, often within minutes of receiving their news. **Contractor Supply** readers can search **nearly 7,000 pages** of news and articles and **more than 4,000 products** online.

A-LIST CREDIBILITY FOR YOUR AD

Advertising in **Contractor Supply** and on www.ContractorSupplyMagazine.com positions your company among the industry's premier brands and lends your products an instant credibility that only the industry's best known, most respected team can deliver. Distributors know they can trust **Contractor Supply** and the products in it.

"Contractor Supply Magazine is a great resource for our business to gain insight into the people, processes and products that make the best in our business truly great. We share common challenges and opportunities in distribution and this publication helps shed the light on that reality."

Andrew L. Hartman, President
Hartman Independent Company, Canonsburg, PA

BULLS-EYE VALUE-ADDED SERVICES

From high-impact print options such as inserts, feature article reprints, sponsored covers and bands to laser-focused digital services such as surveys and email blasts, we will work with you to maximize the return on your media investment and cut through the cluttered market to reach the buyers who really matter.

» 2022 EDITORIAL CALENDAR

TODAY'S TOP MARKET FAQ'S

Number One: Contractors buy from Distributors, both for their products and their expertise.

As the pandemic churned through the ranks of contractors across every trade, The industry lost a vast wealth of knowledge which will take time to rebuild. Distributor expertise is more crucial than ever in helping contractors find the right products and explain their proper applications so jobs can proceed quickly, correctly, profitably and safely.

Number Two: You can't sell from an empty warehouse.

Today, the ability to fulfill contractor orders is the **number one challenge to the channel**. At **Contractor Supply**, we work every day to help keep distributors informed about your newest products and their availability. Across North America, distributors count on **Contractor Supply** for this vital new product and business management information.

Number Three: Suppliers and Distributors know they can trust Contractor Supply.

With more than a decade of loyal service to the construction supply channel, **Contractor Supply** has proven itself to be the most reliable source of product and best practice information in the industry, period.



ISSUE	Dec 2021/Jan 2022	Feb/Mar 2022	Apr/May 2022	Jun/Jul 2022	Aug/Sep 2022	Oct/Nov 2022	Dec 2022/Jan 2023
Ad Close	11/17/2021	1/12/2022	2/25/2022	5/4/2022	7/1/2022	8/18/2022	11/15/2022
Materials	11/24/2021	1/20/2022	3/7/2022	5/12/2022	7/11/2022	8/26/2022	11/23/2022
Issue Focus	Grinders & Sanders	Concrete Working & Cutting Equipment	Safety & PPE	Fastening Systems	Corded Tools	STAFDA Convention Preview	Grinders & Sanders
Industry Updates	Grinders & Sanders Abrasives Job Site Lighting & Power Distribution Cold Weather Safety & Heaters Ladders, Scaffolds & Lifts	Concrete Equipment Compaction Equipment Diamond Blades & Bits Gas Engine Equipment Hydraulic Tools	Anchoring Systems Stationary Tools: Table, Miter & Chop Saws Rotary Hammers Adhesives, Sealants & Coatings Safety Equipment & Gloves	Power Nailers & Staplers Bulk & Collated Fasteners Air Compressors & Accessories Cable Installation & Testing	Corded Electric Power Tools Vacuums & Dust Collection Systems Generators Wood, Metal & Concrete Saws & Blades	Lasers, Levels, Meters & Professional Measurement Hand Tools Tool Storage, Bags & Boxes Material Handling Cordless Tools Drill Bits Pipe & Rebar Tools	Grinders & Sanders Abrasives Job Site Lighting & Power Distribution Cold Weather Safety & Heaters Ladders, Scaffolds & Lifts
Shows and Reviews	2022 World of Concrete Jan. 17-20; Las Vegas 2022 International Builders Show Feb. 8-10; Orlando	2022 International Hardware Fair March 6-9; Cologne, Germany				2022 STAFDA Convention & Trade Show Special Issue! Oct. 30-Nov. 1; San Diego	2023 World of Concrete Jan. 17-19; Las Vegas 2023 International Builders Show Jan. 31-Feb. 2; Las Vegas

» MEET THE PROS



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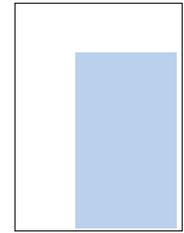
AD SIZES



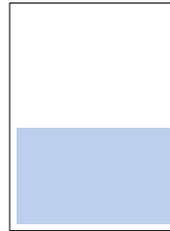
Full Page
Trim: 8.375" x 10.875"
Bleed: 8.625" x 11.125"



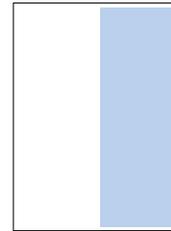
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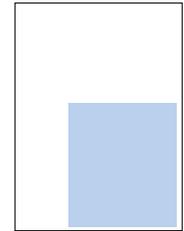
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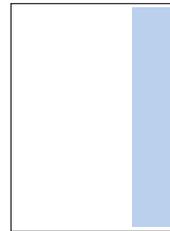
1/2 Page Horiz.
7" x 4.875"



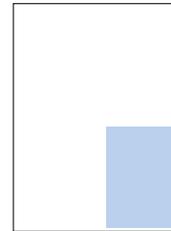
1/2 Page Vert.
3.375" x 10"



1/3 Page Sq.
4.5625" x 4.875"



1/3 Page Vert.
2.1875" x 10"



1/4 Page
3.375" x 4.875"

Two Page Spread
Trim: 16.75" x 10.875"
Bleed: 17" x 11.125"

2022 AD RATES

FREQUENCY	1x	3x	6x
Spread	\$6,685	\$6,020	\$5,525
Full Page	\$4,730	\$4,265	\$3,910
2/3 Page	\$3,550	\$3,200	\$2,930
1/2 Page	\$2,815	\$2,540	\$2,330
1/3 Page	\$2,215	\$1,995	\$1,830
1/4 Page	\$1,635	\$1,470	\$1,350

» MECHANICAL REQUIREMENTS

A. SWOP STANDARDS APPLY

(Specifications for Web Offset Publications)

B. PREFERRED MATERIALS

Digital file complete with layout, fonts and supporting graphics files in a hi-res PDF format.

C. PDF FILES

PDF files are encouraged and should be created with the following specifications.

1. All fonts should be embedded.
2. No RGB or lab images should be used; make sure all images are 300 dpi CMYK.
3. **Density of tones 300% or less.** Densities higher have potential of blistering on press causing additional charges for down-time.
4. A rich black color should be used to avoid a washed-out appearance whenever large lettering, graphics, boxes or backgrounds are to print as black (*small text should remain 100% black to avoid registration issues on press*). **A rich black should also be used if the color overlaps any other graphic element to avoid ghosting of the overlap.** Use values of 40C/40M/30Y/100K to create a rich black.
5. **Full page ads must be provided with 1/8" (0.125") bleeds on all 4 sides.** Bleed size is 8.625" x 11.125" and the ad will be trimmed to 8.375" x 10.875".
6. Zip compression with down sampling set no less than 300 dpi.
7. Color management set to "none".
8. The "press" preset in the standard Acrobat will usually create an acceptable PDF for both Macintosh or PC.
9. After creating a PDF, **view the file with "Overprint Preview" to verify actual output.**

D. NATIVE FILES

1. Macintosh and Windows-based files are usable. **High resolution files placed by the customer must have all color corrections/alterations done prior to releasing the digital file to Direct Business Media LLC.**
2. All images need to be saved in CMYK mode. EPS or TIFF files are preferred. Do not compress images using JPEG or LZW.
3. Provide all supports related to the digital file (i.e., entire font families, hi-res images and logos). Any third party extension (i.e., Pasteboard) must accompany digital files. We cannot accept native Corel, Microsoft Publisher or PowerPoint files. These programs are not compatible with high-resolution output equipment. If you create files using one of these programs, please recreate in a program listed above, convert the file to a print-ready PDF.

E. DESIGN RECOMMENDATIONS

1. Spread copy should be laid out to avoid reading matter or any important part of an illustration running into the gutter. Please do not break type on gutter.
2. In preparing copy, restrict thin lines and small lettering to one color. Reproduce all reverse lettering with a minimum of colors. Avoid small letters with fine serifs when using reverse lettering.

DIGITAL PRINT AD FILES

Adobe Acrobat PDF (high-resolution), InDesignCS5.5*, Adobe Illustrator CS5*, Adobe Photoshop CS5*

*or earlier versions

MEDIA STORAGE | TRANSPORT

Send your high-resolution PDF in one of the following ways:

- Upload your file to the web-based FTP (www.hightail.com) using the following address:
<https://spaces.hightail.com/uplink/DirectBusinessMedia>
- Email ckincannon@directbusinessmedia.com
- CD-ROM, DVD-RAM/ROM
- Other pre-approved media

PRODUCTION CONTACT

MATERIALS

Caitlin Kincannon

866-214-3223 ext. 120 | ckincannon@directbusinessmedia.com
FAX: 920-397-7558

When emailing photos, graphics or page layout files, please send them as source (not text) files. Any files containing graphics should be saved as a stuffed, self-extracting file that is bin-hex encoded.

TERMS

Payment: net 30 days. Agencies and advertisers are jointly and severally liable. Discount of 15% applies for agency work if paid within 30 days. The publisher reserves the right to reject any advertising deemed inappropriate for the publication's standards.

» DIGITAL ADVERTISING OPTIONS

Our website will increase your company's visibility whether visitors are viewing the site from their computer, their phone or a tablet. Choose from more ad options including Super Banners, Top Banners, Content Banners and Button ads.

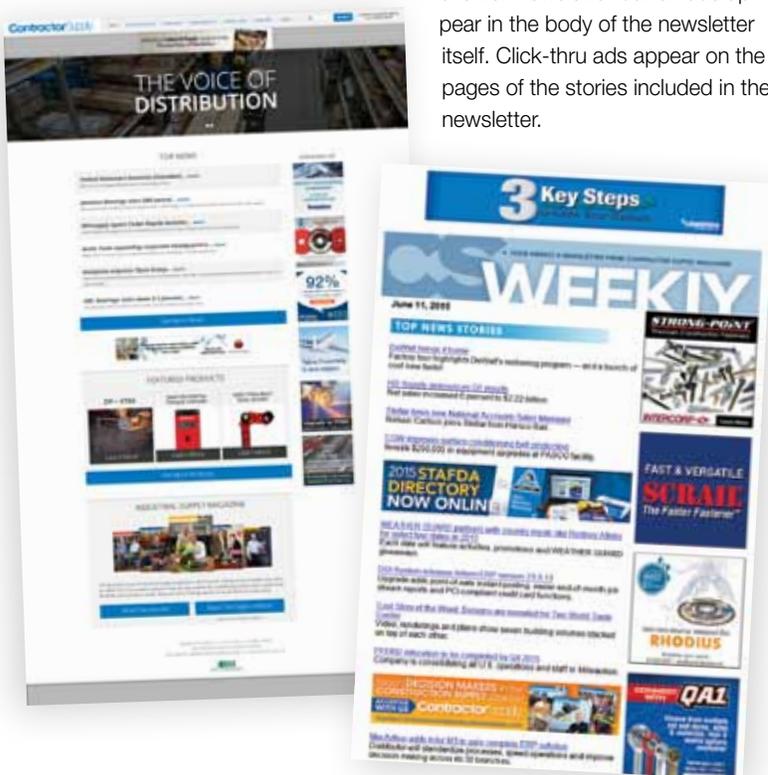
Contractor Supply's digital advertising platforms reinforce your print message and give it the immediacy, speed and adaptability of the Internet. Our website at **ContractorSupplyMagazine.com** and our weekly email newsletter, **CS Weekly**, should be key components of your media strategy. We also offer custom email opportunities, our **Contractor Supply Video Library** and our **CS V-Log** blog and video newsletter.

ONLINE ADVERTISING HELPS YOU:

- Reach the supply chain's critical decision makers
- Increase traffic to your own website
- Increase your brand awareness
- Increase your market share
- Reinforce your print advertising campaigns

In 2020, 12-month traffic at **www.ContractorSupplyMagazine.com** topped **676,000 page views** and for 2021, they are on track to exceed **700,000**. Decision makers in the construction distribution industry visit often for breaking industry news, analysis, articles on distribution management, sales, important industry links and more.

Subscribers to **CS Weekly** rely on us to keep them up to date on what's happening in the industry, with news about company earnings, acquisitions, executive appointments and other important events. Newsletter button ads appear in the body of the newsletter itself. Click-thru ads appear on the pages of the stories included in the newsletter.



SPECIFICATIONS

File type: animated or static .JPG or .GIF

EXCEPTION: *Animated ads will not work in some email systems, such as Outlook. Please submit only static ads for custom emails (e-blasts) and CS Weekly.*

Resolution: 72 dpi

File size: Maximum size allowed 800 KB (the smaller the file size, the faster the ad will load)

Link: Please provide the URL where visitors will be redirected after they click on your ad

Flash: Flash is no longer recommended because major browsers are ending support of that technology. Instead, we accept animated GIF files as well as HTML5 content and animations.

PRODUCTION CONTACT

MATERIALS

Caitlin Kincannon

866-214-3223 ext. 120 | ckincannon@directbusinessmedia.com
FAX: 920-397-7558

DIGITAL AD SIZES & RATES

Website	Size	Cost
Super banner ad*	1,800 x 370 pixels	\$2,825/month
Take over ad	900 x 600 pixels	\$2,260/month
Top banner ad	600 x 100 pixels	\$875/month
Content banner ad	500 x 100 pixels	\$620/month
Button ad	225 x 225 pixels	\$380/month

*Super banner ads limited to two per month in rotation

CS Weekly email newsletter

Top banner ad	600 x 100 pixels	\$750/issue
Content banner ad	500 x 100 pixels	\$605/issue
Newsletter button	225 x 225 pixels	\$490/issue
Third Party/Custom e-Blasts		\$1,880/blast

Video Uploads

Per Video	5 minutes or less	\$375/6 months
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» E-BLASTS

V-LOG BIMONTHLY VIDEO E-BLAST

The bimonthly **CS V-LOG** is a great way to generate more clicks for your videos and more sales for your products. Each edition of this blog and video roundup includes a screen shot from your video, a brief description and a link to the video on your YouTube page or website.

Once a video runs in **CS V-LOG**, it then resides in **Contractor Supply's** Online Video Library for ongoing reference.

- Videos increase people's understanding of your product or service
- 90% of users say that seeing a video about a product is helpful in the decision process*
- 75% of executives watch work-related videos on business websites at least once a week*
- Click-thru links provide immediate feedback and results
- Leads/contact information shared with advertisers

*Source: Digital Sherpa



V-LOG VIDEO E-NEWSLETTER RATES

CS First-Run Videos e-newsletter

Top banner ad	600 x 100 pixels	\$740/issue
Content banner ad	500 x 100 pixels	\$615/issue
Button ad	225 x 225 pixels	\$495/issue
Featured video placements		\$800/issue

CUSTOM E-BLASTS

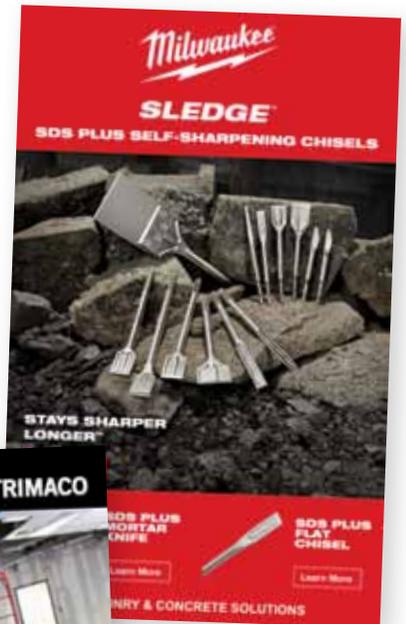
Third party/custom e-blasts

\$1,880/blast

Our ultimate fast-response marketing tools, custom e-blasts deliver your message in its purest form to our subscribers — with no clutter, no competition and no waste.

- Custom e-blasts can be sent to your choice of **Contractor Supply's** distributor subscribers or manufacturer subscribers, depending on your intended target audience.
- Plus, our custom e-blasts are well received. The average blast has average open rate of 21.33% and an average click-through rate of 20.56%, based on the number of opens.

And, **Contractor Supply** subscribers are 100 percent distribution channel professionals; we do not reach out to contractors, DIYers or hobbyists. So each response to your e-blast represents a potential long-term commercial customer for your products or services.



FAMILY OF PUBLICATIONS INCLUDES



ABOUT DIRECT BUSINESS MEDIA LLC

Direct Business Media LLC is a specialty niche media services provider covering the industrial and construction markets. DBM publishes **Contractor Supply** magazine, the **Specialty Tool and Fasteners Distributors Association (STAFDA) member Directory**, and **Industrial Supply** magazine.

DBM is staffed and managed by its owners. We are dedicated to providing our customers with the highest levels of service, professionalism and integrity in the industry.