

MEDIA KIT

Tap Into



The official magazine of the Virginia Section of the American Water Works Association

VIRGINIA

Looking to reach water professionals throughout Virginia?

Tap Into Virginia magazine has a controlled circulation
of 2,200 with a pass-along readership of over 6,600*

Extra Exposure on the Web

Ads booked in *Tap Into Virginia* appear online FREE!

*Based on statistical research, on average, specialized business
publications have pass-along readership rates of 3-4 people per copy.

Reach your target market at key times

Tap Into Virginia magazine reaches key players in this multi-million-dollar market at four strategic times throughout the year, including a spring issue with a **Membership Directory & Buyers' Guide** and a summer issue focusing on **WaterJAM**.

*Covers are subject to change.



Spring

Membership Directory & Buyers' Guide

Space Closing: Early March
Distribution: Early April



Summer

WaterJAM 2020 September

Space Closing: Early June
Distribution: Early July

BONUS DISTRIBUTION AT CONFERENCE



Fall

WaterJAM Conference RECAP

Space Closing: Mid-October
Distribution: Mid-November



Winter

Space Closing: Early December
Distribution: Early January

As the official membership publication of the Virginia Section of the AWWA, *Tap Into Virginia* is committed to providing a strong and informative voice in all matters pertaining to the exchange of water quality knowledge and experiences among its members and the public and to foster a greater awareness of water quality achievements and challenges throughout Virginia.

FULL COLOR ADVERTISING RATES *Ads booked in the print magazine will APPEAR ONLINE AT NO EXTRA COST!

	1 Time Rate	4 Time Rate	Online Magazine*
OBC	\$1,325	\$1,200	FREE with print booking!
IFC/IBC	\$1,225	\$1,100	FREE with print booking!
Full page	\$1,025	\$950	FREE with print booking!
1/2 island	\$875	\$800	FREE with print booking!
1/2 page	\$775	\$700	FREE with print booking!
1/3 page	\$625	\$550	FREE with print booking!
1/4 page	\$475	\$450	FREE with print booking!
1/6 page	\$425	\$375	FREE with print booking!
1/8 page	\$375	\$325	FREE with print booking!

- 10% premium for all guaranteed positions (not including covers).
- Rates for stitched and poly-bagged inserts available upon request.
- Costs incurred for publication-produced ads or non-compatible electronic files will be charged to the advertiser.
- The publisher and the VA-AWWA reserve the right to reject advertising that is deemed inappropriate.
- The publisher and VA-AWWA cannot be held liable for any material used or claims made in advertising included in this publication.
- Rates are net of agency commission.

Published for
VA-AWWA by:



To reach water professionals through *Tap Into Virginia* magazine and its targeted readership, contact Dave at your earliest convenience to discuss your company's promotional plans.

Dave Gill, Marketing Manager

Toll Free: 866-985-9791

Email: david@kelman.ca



MAKE AN IMPACT WITH

PREMIUM ADVERTISING OPPORTUNITIES

INSERTS

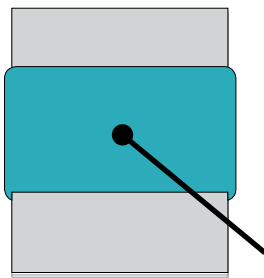
Inserts deliver a highly targeted audience at a fraction of the cost of direct mail. An insert captures the attention of readers and affords you the added flexibility of producing a piece on unique paper stock and of a custom size – from postcard to poster. Inserts may be bound in or tipped (glued) into the magazine. Pricing varies accordingly.

POLYBAGGED INSERTS

Capture the attention of our readers before they even open the cover by including your unique marketing piece on the outside of the magazine within a clear polybag. The options are many – from brochures to posters, catalogs to mouse pads/DVDs and more. This gives you the freedom to include a creative marketing piece that might not otherwise fit in the magazine. Pricing varies accordingly.

BELLYBANDS

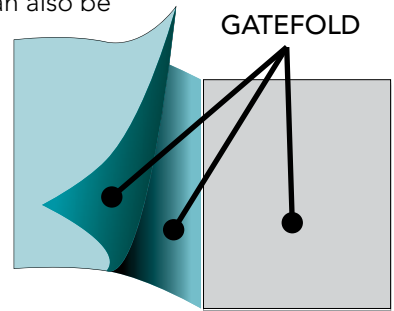
A bellyband is a band of paper with your message on it that is wrapped around the magazine. Readers will see your piece as it will have to be removed before they can read their issue. The bellyband can contain your message on both sides of the piece. Pricing varies accordingly.



BELLYBAND

PREMIUM GATEFOLDS

Maximize the impact of your message with a three-page gatefold, which is a two-page spread advertisement that opens up from the inside front cover (it can also be purchased for the back cover). It includes the inside front (or back) cover, thus allowing three full pages of advertising.



CONTACT YOUR SALES ASSOCIATE
FOR RATES, MATERIAL DUE DATES AND SPECIFICATIONS.

Dear industry supporter and prospective advertiser,



As someone who is directly involved in the delivery of high-quality products and services to the water industry throughout Virginia, we know that you and your company have a vested interest in the industry's well-being. As Chair of the Virginia Section of the AWWA, representing professionals who are dedicated to preserving, restoring and enhancing

our precious water resources, I can assure you that we share the desire to make our industry as strong, vibrant and progressive as possible.

To that end, we welcome you to *Tap Into Virginia* magazine that plays a vital role in our industry's building and strengthening process. From featuring major projects and providing timely news to dealing with important issues, to profiling industry professionals and helping our members become better prepared to meet the numerous challenges they face, the VA AWWA's *Tap Into Virginia* magazine is an important communication vehicle within our industry.

As we strive to ensure that our magazine fulfills its important education and communication responsibilities, I urge you to take full advantage of its potential to effectively promote your company's products and services, and to demonstrate your commitment to and support of the water industry in our area. When you are contacted by Dave Gill of our publisher, Craig Kelman & Associates, I sincerely encourage you to make the most of this high-impact and meaningful marketing opportunity by including *Tap into Virginia* in your promotional plans for the year ahead. It is definitely a win-win situation for all concerned.

Sincerely,

Russ Navratil, *County of Henrico*

*"We invite you to be a part of
our Tap Into Virginia magazine!"*



Putting *your company* **in front** of the North American Water industry



AWWA (American Water Works Association)

-  **1 ALABAMA AND MISSISSIPPI**
Pipeline (AL-MS AWWA)
Circ. 3,500 (pass-along readership 10,500*)
-  **2 CONNECTICUT**
Inflow-line (CTAWWA/CWWA)
Circ. 1,700 (pass-along readership 5,100*)
-  **3 IDAHO, OREGON AND WASHINGTON**
Water Matters (PNWS - AWWA)
Circ. 3,000 (pass-along readership 9,000*)
-  **4 ILLINOIS**
Splash (ISAWWA)
Circ. 2,800 (pass-along readership 8,400*)
-  **5 INDIANA**
News Leaks (INAWWA)
Circ. 2,500 (pass-along readership 7,500*)
-  **6 KENTUCKY AND TENNESSEE**
Straight from the TAP (KY-TN AWWA)
Circ. 1,800 (pass-along readership 5,400*)
-  **7 LOUISIANA, ARKANSAS AND OKLAHOMA**
Southwest Water Works Journal (SW AWWA)
Circ. 2,400 (pass-along readership 7,200*)
-  **8 MARYLAND, DELAWARE AND D.C.**
Chesapeake Magazine (CSAWWA)
Circ. 1,600 (pass-along readership 4,800*)
-  **9 MICHIGAN**
Water Works News (MI AWWA)
Circ. 3,500 (pass-along readership 10,500*)
-  **10 MINNESOTA**
Breeze (MNAWWA)
Circ. 1,500 (pass-along readership 4,500*)
-  **11 MISSOURI**
Show-me Magazine (MO AWWA)
Circ. 1,500 (pass-along readership 4,500*)
-  **12 NEW JERSEY**
Pipeline (AWWA NJ)
Circ. 2,000 (pass-along readership 6,000*)
-  **13 PENNSYLVANIA**
The Water News Source (PA AWWA)
Circ. 2,000 (pass-along readership 6,000*)
-  **14 UTAH AND SOUTHEAST IDAHO**
The Flow (IMS AWWA)
Circ. 1,800 (pass-along readership 5,400*)
-  **15 VIRGINIA**
Tap into Virginia (VA AWWA)
Circ. 2,200 (pass-along readership 6,600*)
-  **16 WEST VIRGINIA**
Mountain Water (WV AWWA)
Circ. 600 (pass-along readership 1,800*)








AWWA & WEF

-  **17 ALBERTA, SASKATCHEWAN, MANITOBA, NWT AND NUNAVUT**
Western w Water (WCWWA/WEF)
Circ. 5,400 (pass-along readership 16,200*)
-  **18 ARIZONA**
The Kachina News (AZ Water Association)
Circ. 2,500 (pass-along readership 7,500*)
-  **19 ARIZONA, CALIFORNIA AND NEVADA**
Tri-state Seminar Magazine (AZ WATER/CWEA/NWEA)
Circ. 4,700 (pass-along readership 14,100*)
-  **20 BRITISH COLUMBIA AND YUKON TERRITORY**
Watermark (BCWWA/WEF)
Circ. 4,600 (pass-along readership 13,800*)
-  **21 GEORGIA**
The Georgia Operator (GAWP AWWA-WEA)
Circ. 4,200 (pass-along readership 12,600*)
-  **22 NORTH CAROLINA**
NC Currents (NC AWWA-WEA)
Circ. 3,700 (pass-along readership 11,100*)
-  **23 NOVA SCOTIA, NEW BRUNSWICK, PEI AND NEWFOUNDLAND**
Go With The Flow (ACWWA)
Circ. 1,100 (pass-along readership 3,300*)
-  **24 SOUTH CAROLINA**
The Journal (SCAWWA-WEASC)
Circ. 3,500 (pass-along readership 10,500*)

WEA (Water Environment Association)

-  **25 ALABAMA**
The Wave (AWEA)
Circ. 1,800 (pass-along readership 5,400*)
-  **26 CALIFORNIA**
Clean Water (CWEA)
Circ. 10,000 (pass-along readership 30,000*)
-  **27 HAWAII**
Lua Line (HWEA)
Circ. 1,000 (pass-along readership 3,000*)
-  **28 ILLINOIS, MINNESOTA AND WISCONSIN**
Central States Water (CSWEA)
Circ. 2,800 (pass-along readership 8,400*)
-  **29 INDIANA**
Indiana Digester (IWEA)
Circ. 2,000 (pass-along readership 6,000*)
-  **30 IOWA**
Official Publication (IAWEA)
Circ. 1,200 (pass-along readership 3,600*)
-  **31 KENTUCKY AND TENNESSEE**
Streamlines (CWP-KT)
Circ. 1,600 (pass-along readership 4,800*)
-  **32 MARYLAND, DELAWARE AND D.C.**
Ecoletter (CWEA/WWOA)
Circ. 1,600 (pass-along readership 4,800*)
-  **33 MICHIGAN**
MWEA Matters (MWEA)
Circ. 2,500 (pass-along readership 7,500*)
-  **34 MISSOURI**
Current (MWEA)
Circ. 1,300 (pass-along readership 3,900*)
-  **35 NEVADA**
The Water Spot (NWEA/NWRA)
Circ. 2,000 (pass-along readership 6,000*)
-  **36 ONTARIO**
Influents (WEAO)
Circ. 2,700 (pass-along readership 8,100*)
-  **37 PENNSYLVANIA**
KWQM-Keystone Water Quality Manager (PWEA)
Circ. 3,800 (pass-along readership 11,400*)
-  **38 TEXAS**
Texas WET (WEAT)
Circ. 3,200 (pass-along readership 9,600*)
-  **39 UTAH**
Digested News (WEAU)
Circ. 1,000 (pass-along readership 3,000*)
-  **40 VIRGINIA**
The Conduit (VWEA)
Circ. 2,200 (pass-along readership 6,600*)

NRWA (National Rural Water Association)

-  **41 EVERGREEN RURAL WATER OF WASHINGTON**
The Operator's Newsletter (ERWOW)
Circ. 1,000 (pass-along readership 3,000*)
-  **42 IDAHO**
The Water Gram (IRWA)
Circ. 1,600 (pass-along readership 4,800*)
-  **43 INDIANA**
Hoosier Pipeline (The Alliance of Indiana Rural Water)
Circ. 1,700 (pass-along readership 5,100*)
-  **44 LOUISIANA**
Louisiana Membership Directory & Resource Guide (LRWA)
Circ. 1,800 (pass-along readership 5,400*)
-  **45 MARYLAND**
The Chesapeake (MRWA)
Circ. 1,600 (pass-along readership 4,800*)
-  **46 SOUTH CAROLINA**
Water Is Life (SCRWA)
Circ. 1,000 (pass-along readership 3,000*)
-  **47 UTAH**
The Connector (RWAU)
Circ. 3,500 (pass-along readership 10,500*)

* Based on statistical research, on average, specialized business publications have pass-along readership rates of 3-4 people per copy.

Tap Into

The official magazine of the Virginia Section of the American Water Works Association

VIRGINIA

Tap Into Virginia
available online

FREE
to print
advertisers



With print and electronic communication operating hand-in-hand, you can take advantage of the fact that *Tap Into Virginia* is available online in a highly interactive format.

A user-friendly, interactive Media Rich PDF format that includes:

1. Active hyperlinks to all websites and emails contained in the publication
2. Active links to the specific stories from the front cover and contents page
3. Active links to advertiser websites from their ads

Visit us online at www.vaawwa.org

\$500 SCHOLARSHIP

FUNDED BY YOUR ADVERTISING PARTICIPATION

As the publisher of *Tap Into Virginia* magazine, we at Craig Kelman & Associates have a deep appreciation for our readers and members of VA AWWA whose task it is to ensure that water taken from and put back into our precious mother earth is clean and safe for the people, animals and plants whose very existence depends upon it.

To demonstrate our admiration and respect for the association, its members and the water industry as a whole, we have established a yearly educational scholarship of \$500 to be funded through a percentage of advertising sales generated in *Tap Into Virginia*.

On behalf of the publishing professionals who form part of our team, as well as our advertisers who use the pages of *Tap Into Virginia* to convey their important messages, we look forward to helping a worthy individual further their education in the water industry.



USE PAPER RESPONSIBLY

Today's forest industry is working hard to become one of the greenest industries on earth.

- ♻️ What other industry plants hundreds of millions of trees every year?
- ♻️ What other industry actually grows more of its main resource than it consumes?
- ♻️ What other industry generates most of its own energy needs from renewable resources, including waste biomass, biogas, hydro and wind?
- ♻️ What other industry uses a renewable resource and recycled stock as its main ingredients?
- ♻️ What other industry has worked harder on improving its environmental performance with partners and advocates including governments, customers and environmental groups?

Paper is an essential part of human civilization. While we all use and depend upon electronic communications, it is easy to ignore that it comes at an environmental cost.

Worldwide spam email traffic creates greenhouse gases equivalent to burning two billion gallons of gasoline yearly, with numbers rising. More than 200 million items of toxic e-waste are thrown away every year in the US alone, with a recycling rate of only 18% compared to 57% for paper. Estimates are that North Americans throw out more than 500,000 toxic computers and cell phones every day.

No industry is perfect. But the paper industry has made, and continues to make, huge investments in environmental responsibility. Specifying and buying paper from certified sources ensures the continuation and growth of carbon-absorbing forests. Using paper with appropriate amounts of recycled fibre helps preserve forests, conserve energy, and maximize fibre usage through paper lifecycles.

**Paper is a powerful communications medium.
Use it responsibly... and recycle the paper that you use.**



Brought to you by
Craig Kelman & Associates Ltd. –
publisher of this magazine and a proud
supporter of the printing and paper industries.

Our concern for the environment



is more than just talk

As we continue to deliver valuable information through the pages of this magazine, in a printed format that is appealing, reader-friendly and not lost in the proliferation of electronic messages that are bombarding our senses, we are also well aware of the need to be respectful of our environment. That is why we are committed to publishing the magazine in the most environmentally-friendly process possible. Here is what we mean:

- We use lighter publication stock that consists of recycled paper. This paper has been certified to meet the environmental and social standards of the Forest Stewardship Council® (FSC®) and comes from responsibly managed forests, and verified recycled sources making this a RENEWABLE and SUSTAINABLE resource.
- Our computer-to-plate technology reduces the amount of chemistry required to create plates for the printing process. The resulting chemistry is neutralized to the extent that it can be safely discharged to the drain.
- We use vegetable oil-based inks to print the magazine. This means that we are not using resource-depleting petroleum-based ink products and that the subsequent recycling of the paper in this magazine is much more environment friendly.
- During the printing process, we use a solvent recycling system that separates the water from the recovered solvents and leaves only about 5% residue. This results in reduced solvent usage, handling and hazardous hauling.
- We ensure that an efficient recycling program is used for all printing plates and all waste paper.
- Within the pages of each issue, we actively encourage our readers to REUSE and RECYCLE.
- In order to reduce our carbon footprint on the planet, we utilize a carbon offset program in conjunction with any air travel we undertake related to our publishing responsibilities for the magazine.

*So enjoy this magazine...and **KEEP THINKING GREEN.***



Why **PRINT** Continues to **MAKE AN IMPRESSION**

GETTING ATTENTION

There are fewer magazines and print newsletters in the mail, so more attention is paid to each piece.

WHAT'S OLD IS NEW AGAIN

As social media progresses, online content and iPad applications may be overwhelming. More and more people are attempting to disconnect themselves from digital media, feeling overwhelmed by the sheer volume. Many marketers are continuing to leverage print as something of value in their marketing mix.

PRINT STILL EXCITES PEOPLE

The printed word is still perceived as more credible to many people than anything on the web.

NO AUDIENCE DEVELOPMENT COSTS

Distributed directly to membership or subscriber lists that are continually updated, print magazines enable advertisers to effectively reach a current and accurate target audience. There are no mailing list development, maintenance or retention costs for advertisers in these printed publications.



TOP 10 REASONS

Why advertisers use magazines

- 1. Magazines and magazine ads capture focused attention:**
The focused process of magazine reading leads to less media multi-tasking, ensuring single-minded attention to advertising.
- 2. Magazine advertising is targeted:**
Magazines engage readers in very personal ways. There is a magazine for every profession, industry and personal interest. Use magazines to reach your target audience in a meaningful way.
- 3. Magazine advertising is relevant and welcomed:**
Consumers value magazine advertising, reading it almost as much as the editorial itself. The ads are accepted as an essential part of the magazine mix.
- 4. Magazines are credible:**
Consumers trust magazines so much that they are the leading sources of information that readers recommend by word-of-mouth to others.
- 5. Magazines offer a lasting message:**
Ads keep working 24/7. They provide a lasting, durable message with time to study a brand's benefits.
- 6. Magazines deliver brand relevant imagery:**
Magazine editorial imbues ads with brand relevant imagery, associations and a frame of reference that delivers greater reader receptivity to brand ads.
- 7. Magazine advertising drives web searches and visits:**
Magazines are where consumers go for ideas and inspiration. That is why magazine ads are leading influencers, driving readers to advertiser websites and to start a search.
- 8. Magazines drive the purchase funnel:**
Magazines are effective across all stages of the purchase funnel, especially brand favorability and purchase consideration – the most sought after metrics that are the hardest to sway.
- 9. Magazine advertising enhances ROI:**
Allocating more ad dollars to magazines in the marketing mix improves marketing and advertising return on investment (ROI).
- 10. Magazines sell:**
Study after study prove that magazines help drive sales objectives, as a stand alone medium or in combination with others. Over half of readers act on exposure to magazine ads.

Production Requirements:

- Adobe InDesign CC
 - Adobe Photoshop CC
 - Adobe Illustrator CC
- (earlier versions of the above programs are also acceptable)

- We accept tifs, jpegs, eps and pdf files at a resolution of at least **300 dpi**
- Ads must be prepared to the correct dimensions and shape, or be subject to production charges
- **ALL FONTS** used must be included
- **ALL LINKS/IMAGES** used must be included
- All pantone/spot colors **MUST** be converted to **CMYK**
- Include a hard copy (color or black proof) or email a pdf for proofing purposes

- We support **CDs** and **DVDs**
- All above requirements for sending electronic files apply to sending by email
- Use **STUFFIT** or **WINZIP** to compress large files
- Attach all related files (fonts, links, graphics)
- **DO NOT** embed files in your email or Word document
- Contact us for **ftp site information** for files that are too large to email
- Include a pdf for proofing purposes, or fax a hard copy to 866-985-9799
- Costs incurred for publication-produced ads or non-compatible electronic files will be charged to advertiser. Minimum charge \$50.00

Please submit ad material to:

STEFANIE HAGIDIAKOW
Ph: 866-985-9790
Fax: 866-985-9799
Email: stefanie@kelman.ca

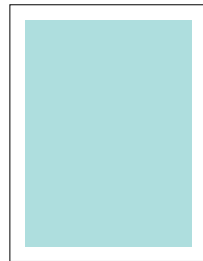


AD DIMENSIONS:

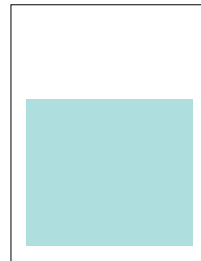
Ad Size	Width	Depth
Double Page Spread		
Bleed	16.75"	11"
Trim	16.5"	10.75"
Live Area	15.5"	9.5"
Full Ppage		
Bleed	8.5"	11"
Trim	8.25"	10.75"
Live Area	7"	9.5"
2/3 horizontal	7"	6.125"
2/3 vertical	4.625"	9.5"
1/2 island	4.625"	7"
1/2 horizontal	7"	4.625"

Ad Size	Width	Depth
1/3 square	4.625"	4.625"
1/3 vertical	2.125"	9.5"
1/3 banner	7"	3.25"
1/4 vertical	3.375"	4.625"
1/4 banner	7"	2.5"
1/6 horizontal	4.625"	2.125"
1/6 vertical	2.125"	4.625"
1/6 banner	7"	1.625"
1/8 horizontal	3.375"	2.125"
1/8 vertical	2.125"	3.375"

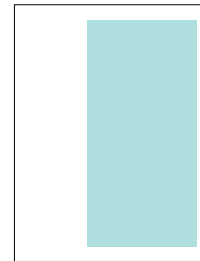
Full Page



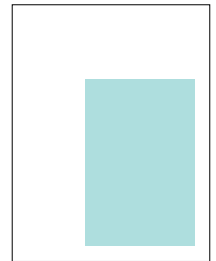
2/3 Horizontal



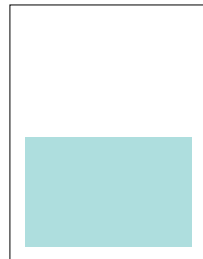
2/3 Vertical



1/2 Island



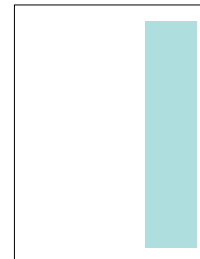
1/2 Horizontal



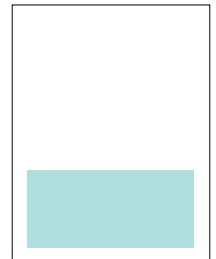
1/3 Square



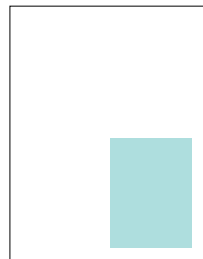
1/3 Vertical



1/3 Banner



1/4 Vertical



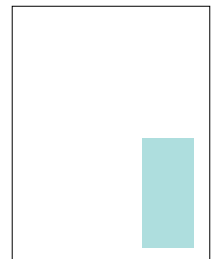
1/4 Banner



1/6 Horizontal



1/6 Vertical



1/6 Banner



1/8 Horizontal



1/8 Vertical

