

Your Complete Access to the Waste & Recycling Industry.

# **2024 MEDIA PLANNER**



PRINT EDITION | DIGITAL EDITION | WEBSITE | E-NEWSLETTER SPONSORED CONTENT | SUPPLIER DIRECTORY | VIDEOS | ON-DEMAND WEBINARS | MARKETPLACE



# WASTE. RECYCLING. SUSTAINABILITY.

# **Multi-Media Marketing Strategies to Succeed.**

As North America's leading monthly publication for professionals in the \$85 billion waste and recycling industry, *Waste Advantage* is celebrating its **15+ YEARS** of dedication to the solid waste and recycling industry. As we've grown, we have seen many transitions over the years. As a result, we have added even more subject focuses, events, and relevant news. In keeping up with changing trends, we have chosen to not only update our logo, but also our tagline to **WASTE. RECYCLING. SUSTAINABILITY.** in order to encompass an even wider audience within the industry while continuing to focus on waste and recycling and its growth. Now reaching more than 95,000 100% qualified subscribers through both print and digital, *Waste Advantage* continues to provide insightful monthly content that brings loyal and engaged readers—the decision makers who you need to reach.

We are proud of our 15+ YEARS in business and our FOCUS IS STILL AND ALWAYS WILL BE covering the solid waste and recycling industry with one publication and one price. As an INDEPENDENT PUBLISHER with a staff that has more than 100 years of combined experience in publishing, *Waste Advantage* is no longer just a print publication, but also provides digital lead generation, ongoing branding campaigns, and a strong media leadership position and partner resource, delivering the right audience to give you the "advantage" to help reach your marketing goals in this lucrative vertical.

#### Quality is our priority.

By focusing on ONE industry, *Waste Advantage* is able to give you branding, help drive up sales, reach more readers, build and grow your business, and give you the best return on your investment. Diverse content and multi-media platforms helps our audience stay informed while the MarketPlace connects buyers and sellers of new and used equipment and services.

Waste Advantage proudly supports:







## **Our Products**

Print Magazine Digital Magazine Website E-Newsletters Online MarketPlace Supplier Directory Social Media Sponsored Posts On-Demand Webinars Videos

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# **Targeted Marketing**



## Maintain a constant presence in front of your customers around the clock.

Waste Advantage focuses on developing and maintaining a quality target audience in the waste and recycling industry. A multitude of print and digital opportunities provide potential buyers from various sectors.

Our print and digital work together to give you more ways to reach your target audience on a weekly basis through print editions mailed monthly and our digital edition sent weekly Monday through Friday via our e-newsletter.

## **Our Audience**





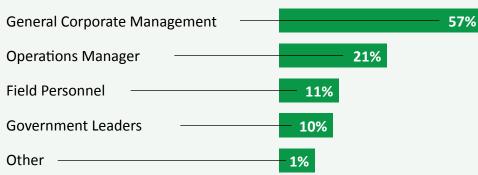
87,000+ e-newsletter daily subscribers



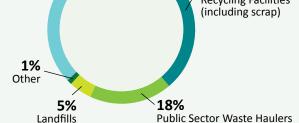


145,000+ website monthly visitors

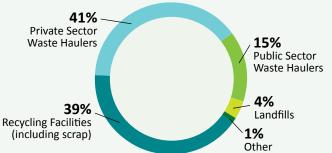




#### **Print Demographics** 43% **Private Sector** 33% Waste Haulers **Recycling Facilities**



**Digital Demographics** 





## **Audience Interests**





## **High-Quality & Informative Content**

The Waste Advantage editorial team focuses on providing diverse content to professionals across the key categories of Hauling/Collection, Transfer, Recycling, C&D, Landfills and Waste Conversion.

#### **Editorial Submissions**

Waste Advantage welcomes no-fee submissions for our website and print issues that provide value to our audience. Our editorial team can help edit material, offer topic suggestions, and decide best placement.

If you are interested in editorial opportunities, please contact:

Angelina Ruiz, Publisher angelina@wasteadvantagemag.com (800) 358-2873, ext. 7

- Alternative Fuels (LNG/CNG/RNG) Hydraulic Components
- Arms and Lifters
- Articulated Dump Trucks
- Automation
- Balers
- Biomass/Biogas
- Business and Communication Tools
- Business Strategies
- C&D
- Carbon Emissions
- Circular Economy
- Compactors
- Compliance and Regulations
- Composting
- Computer Systems (Hardware/ Software)
- Containers/Carts
- Contamination Issues
- Conveyors
- Driver Coaching
- Dust Control
- Education
- Electric Vehicles
- Emission Control
- Engines
- Environmental Consulting
- FPR
- Equipment Cleaning and Supplies
- E-Waste Management
- Fire Mitigation
- Fleet Management
- Food Waste Management
- Front Loaders
- Funding
- GPS
- Hazardous Waste Management

- Robotics
- Roll-Offs
- Route Optimization
- Safety
- Scales
  - Scrap Recycling

• Side Loaders

• Smart Cities

Sustainability

• Tipping Floors

Monitoring

Trailers

Training

• Telematics

• Shredders/Grinders

Smart Technologies

• Tarps and Tarping Equipment

• Tires/Tire Pressure Equipment

• Transfer Station Equipment

Waste and Recycling Buildings/

Transportation Logistics

Waste Conversion/WTE

Waste Transportation

Truck Bodies/Parts

• Truck Equipment

Components

Waste Diversion

• Waste Treatment

Waste Storage

Zero Waste

And More!

Sorting Equipment

Siting and Design

- Security Separators
- Landfill GPS Systems
- Landfill Liners/Daily Covers
- Leachate Management
- Leasing and Financing

• Landfill Closure/Post-Closure

• Landfill Gas Management

- Magnetic Equipment
- Maintenance

• Insurance Issues

Landfill Design

Procedures

• Landfill Equipment

- Management/Personnel/Staffing
- Marketing Strategies
- Material Handling Equipment
- Medical Waste Equipment and Services
- Mergers and Acquisitions
- MRF Equipment
- Odor Control
- Oils/Lubricants
- Organic Recycling
- PFAS
- Packaging
- Personal Protection Equipment
- Planning and Analysis
- Public Education

- Recovery
- Recycling
- Recycling Equipment
- Risk Mitigation

\*Although we forecast specific subjects for the calendar year, which are reflected on the editorial calendar, they might shift as trends and readership needs change.

- - Pest Control

  - Processing Strategies

  - REID
  - Rear Loaders
- Reuse

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# **2024 Editorial Calendar**



	JANUARY	FEBRUARY	MARCH	APRIL Pre-Show Issue	MAY Show Issue!	JUNE
Collection	<ul> <li>Front/Side/ Rear Loaders</li> <li>Business Communication</li> </ul>	<ul> <li>Trends: Year in Review</li> <li>Alternative Fuels</li> </ul>	<ul> <li>Fleet Management</li> <li>Insurance Issues</li> </ul>	Truck Equipment     Leasing/Financing	<ul> <li>Waste Transporation/ Logistics</li> <li>Scales</li> </ul>	• Software • Trailers
Recycling/ Waste Conversion	• Recycling Equipment	<ul><li>Composting</li><li>Conveyors</li></ul>	• Shredders/Grinders	<ul> <li>Food Waste Management</li> <li>Scrap Recycling</li> </ul>	MRFs/Processing Strategies     Fire Mitigation	Waste Conversion     Sustainability
Transfer Stations/ Landfills	Transfer Station Equipment	• Tipping Floors	Landfill Liners/Daily Covers	• PFAS • Landfill Equipment	Landfill Gas Management	Odor/Dust Control
Bonus Distribution/ Media Partner*		<ul> <li>COMPOST 2024</li> <li>Southeast Recycling Conference &amp; Trade Show</li> <li>Wisconsin Integrated Resource Management Conference</li> <li>Deconstruction + Reuse</li> </ul>	<ul> <li>Mid-America Trucking Show 2024</li> <li>International Biomas Conference &amp; Expo</li> <li>Work Truck Week 2024</li> <li>Sustainability in Packaging</li> <li>North American Carbon World</li> <li>Future of RNG North America</li> </ul>	<ul> <li>Waste Expo 2024</li> <li>SWANA S.O.A.R.</li> <li>Northeast Recycling Council's Spring Conference</li> <li>ISRI 2024</li> </ul>	<ul> <li>Waste Expo 2024</li> <li>2024 Federation of New York Solid Waste Association's Conference and Trade Show</li> <li>Garbageman's Invitational</li> </ul>	<ul> <li>2024 Green Alliance Summit</li> <li>American Chemistry Council Circularity Summit</li> </ul>
	JULY	AUGUST	SEPTEMBER Pre-Show Issue!	OCTOBER Show Issue!	NOVEMBER	DECEMBER
Collection	<ul> <li>Management/ Personnel/Staffing</li> <li>Risk Mitigation/ Security</li> </ul>	<ul> <li>Oils/Lubricants</li> <li>Training/Education</li> </ul>	• Engines • Tires	<ul> <li>Truck Bodies/Parts</li> <li>Containers/Carts</li> </ul>	Roll-Offs     Arms and Lifters	Telematics     Electric Vehicles
Recycling/ Waste Conversion	<ul> <li>Sorting Equipment</li> <li>Automation/ Robotics</li> </ul>	Balers/Compactors     Separators	Waste Diversion/Reuse     Circular Economy	<ul> <li>Organics Recycling</li> <li>EPR/Packaging</li> </ul>	Contamination Issues	<ul> <li>E-Waste Management</li> <li>Material Handling Equipment</li> </ul>
Transfer Stations/ Landfills	<ul> <li>Facilities Planning and Designs</li> <li>Compliance and Regulations</li> </ul>	• Leachate Management	<ul> <li>Waste and Recycling Buildings/Components</li> </ul>	• Landfill Design	• Cranes and Grapples	• Landfill GPS
Bonus Distribution/ Media Partner*		<ul> <li>PWX Public Works Expo 2024</li> <li>CRRA Annual Conference &amp; Trade Show</li> <li>Safety 2024</li> </ul>	<ul> <li>WASTECON 2024</li> <li>Arkansas Recycling Coalition's Recycling Conference and Tradeshow</li> <li>EREF Fall Classic</li> <li>NAHIMMA Annual Hazardous Materials Mgmt Conference</li> <li>Waste &amp; Recycling Expo Canada</li> </ul>	• WASTECON 2024 • 2024 Tennessee Environmental Conference	<ul> <li>Northeast Recycling Council's Fall Conference</li> <li>Plastics Recycling World Expo</li> <li>Accelerate! Conference &amp; Expo by Women in Trucking Association</li> </ul>	



# **Print Advertising**

## The benefits of print advertising. Tangibility, Longevity, Credibility.

Print media is not going anywhere. Advertisers can increase their clients' revenue, gain consumers' trust, attract visual learners and younger readers, and much more by investing in print. As a successful marketing venue, especially for companies seeking to reach a targeted audience, print advertising gives tangibility and longevity as well as branding and credibility. Placing ads in printed publications, such as *Waste Advantage* effectively reaches niche audiences that may be more difficult to target online.

#### **Advantages of Print:**

- Bring in high-quality readers.
- Builds a loyal customer base.
- Engaging. Readers have longer attention spans.
- Reach multiple generations.
- Drives action.
- Drives users online.



#### **Editorial Ad Rates**

	12X	6X	3X	1X
Two Page Spread	Call for p	oricing and	added dis	counts
Full Page	\$2,389	\$2,601	\$2,722	\$2,873
Half Page	\$1,452	\$1,573	\$1,663	\$1,784
Third Page	\$1,058	\$1,149	\$1,239	\$1,360
Quarter Page	\$847	\$937	\$1,028	\$1,118

#### **Premium Position Rates**

(Samples must be provided)	
Insert/Outserts	Call for pricing
Back Cover	\$3,575
Inside Back Cover	\$3,206
Opposite Table of Contents	\$3,025
Inside Front Cover (page 2)	\$3,206

#### **Marketplace Ad Rates**

	12X	6X	3X	1X
Two Page Spread	Call for prid	ing and	added disc	counts
Full Page	\$880	\$962	\$1,017	\$1,072
Half Page	\$495	\$550	\$605	\$660
Third Page	\$357	\$412	\$440	\$522
Quarter Page	\$275	\$330	\$385	\$440
Sixth of a Page	\$214	\$247	\$275	\$302
Classified 1"x1" Blo	ck			\$55



Connecting buyers and sellers in the solid waste and recycling industry, the Marketplace is a valuable resource for readers to find any new or used equipment to fit a buyer's needs, as well as showcase the equipment or services that a company would like to sell.

15% of gross billing to recognized agencies net 30 days from invoice date. All rates noted are per month.

#### For more information and pricing, contact:

Marcus Rubio:marcus@wasteadvantagemag.com(800) 358-2873, ext. 3Bobby Roos:bobby@wasteadvantagemag.com(800) 358-2873, ext. 2

- BONUS Added Value to Your Marketing
- » ALL print ads receive a free one month listing of products, services, or equipment on our online MarketPlace.
- » ALL print ads are placed in our digital edition with live links to your website or e-mail.
- » The digital edition is distributed Monday Friday in our e-newsletter and will be posted on our website and social media.
- » Bonus Show Distribution for selected months



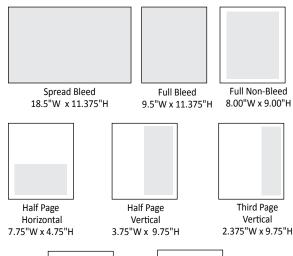
# **Print Specifications**

#### **Print Ad Sizes**

Magazine Trim Size: 9" x 10.875"

AD SIZEWIDTH x HEIGHT		
Spread Bleed	18.5" x 11.375"	
Full Bleed	9.5" x 11.375"	
Full Non-Bleed	8.00" x 9.00"	
Half Page Horizontal	7.75" x 4.75"	
Half Page Vertical	3.75" x 9.75"	
Third Page Vertical	2.375" x 9.75"	
Quarter Page	3.625" x 4.75"	
Sixth Page	2.375" x 4.75"	

Bleeds: Please have all bleeds be 0.25" beyond the trim size for all full and spread size ads.





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3.625"W x 4.75"H

Sixth Page
2.375"W x 4.75"H

Material	Due Date	s 2024

Month Material Due Date
January12/08/23
February01/12/24
March02/12/24
April03/11/24
May04/08/24
June05/10/24
July06/10/24
August07/10/24
September08/12/24
October09/09/24
November10/11/24
December11/08/24

## **Print Ad Submissions**

Send ad files to: heidi@wasteadvantagemag.com

Files too large to e-mail, please contact the production department for instructions at (800) 358-2873, Ext. 8.

### **File Creation Guidelines**

**Color:** CYMK All colors should be created in the CMYK format. Please make sure NO SPOT COLORS are in use in the document. Although we can convert spot colors to the CMYK format, it is considered best practice to convert them before creating the PDF file.

**Rich Black Usage:** Our recommended RICH BLACK BUILD IS C-60 M-40 Y-30 K-100. Only use this build for large, solid areas of black coverage. DO NOT use this build for body copy, thin lines, or small elements.

**Bleeds for Full and Spread Ad Sizes:** Allow 0.25" past the trim size for all fullpage bleed ads. We need a minimum of 0.125" bleed, but prefer 0.25" bleed. If you send files with less than 0.25" bleed and there are elements close to trim, there is a risk of copy being cut off during the trimming process. ALL COPY, LOGOS, AND IMPORTANT INFORMATION SHOULD BE AT LEAST 0.5" IN FROM TRIM. Bleeds are not needed for fractional ad pages.

**Margins:** We ask that you do not place anything important less than 0.25" from trim, especially type. TRIM IS THE TOP, BOTTOM, AND FACE OF THE PAGE. If type, images, and/or page numbers are within 0.25" of trim, it is possible for it to be cut off.

Ad Sizes: Sizes for all ads are noted in the charts above. Please make sure your ad is in the correct size prior to submission of your ad material.

**Crop Marks:** We ask for NO crop marks as trim boxes are defined within PDFs if they are exported from the Adobe products or Quark. If you want to include them, they MUST be offset 0.25" to ensure that they are outside of the bleed area.

**Registration Color:** NEVER use the color "Registration" that is in the Swatches palette. This is 100% of all colors and will not output correctly.

**Auto Color:** Files and page elements that have been imported from this color behaves like "Registration" color and will not output correctly.

**Image Resolution:** 300 dpi final size is recommended for images. Enlarging images will decrease the effective resolution while reducing images will increase the effective resolution. Images under 300 dpi can result in poor quality print with bitmap or grainy appearance. The quality of the original image will be a factor in how it will re-produce. Up-sampling images in Photoshop will not necessarily increase the quality.

**Accepted Files:** TIF, PDF, JPG. All fonts must be embedded and the file must be flattened. Ad files created in Word or Publisher will not be accepted.

# **Digital Advertising**



Optimized for all mobile platforms to drive advertising impact and value, *Waste Advantage* not only delivers the monthly digital edition directly to our subscribers, but we also offer webinars, daily and monthly e-newsletters, social media announcements, videos, a Supplier Directory, MarketPlace, and other tools that provide comprehensive and relevant coverage to tell your story and enhance your brand with impact and lasting value.

Waste Advantage's highly engaging, multi-media environment connects our audience with the latest news, stories, videos, products, and equipment, etc. with more than 300,000 page views and more than 145,000 visitors per month.

#### Advantages of Digital:

- Reach your audience globally
- Cost-effective
- Flexible marketing
- Precise marketing
- Multiple options
- Engaged audience
- 24/7 exposure

#### **Digital Ad Submissions:**

Send ad files to heidi@wasteadvantagemag.com

Questions? Please contact the production department for instructions at (800) 358-2873, Ext. 8.

### Website Marketing Options and Rates

Shown at the top of each page and sitewide. Banner links to your website.

Content Banner (sitewide)......\$600/Month Site wide on every page. Banner links to your website.

Sidebar Button ......\$400/Month Placed on the right column of the website. Banner links to your website.

MarketPlace Banner ......\$375/Month Displayed on MarketPlace pages only. Banner links to your website.

MarketPlace Category Banner ......\$200/Month Displayed on specific category MarketPlace pages only. Banner links to your website.

Videos .....\$250/Month Featured on the home page, on the video page, and on our YouTube Channel (if video file is supplied).

#### Website Marketing Specifications

#### Website Banners:

Please provide both sizes

- Desktop (WxH): 970x90px
- Mobile (WxH): 320x100px

Side Button (WxH): 320x100px

Videos: 2 GB per video or 3 Mbps @ 1280 x 720. They should be no larger than 35MB total.

Supplier Directory Page: Provide a 500 – 600 word description of your company, products/services, images (up to 4), logo, video (optional), and contact information (phone and e-mail). A direct contact form included with your page.

Promote your company with your article featuring YOUR company's history, products, or services. Each article contains 2,500 words, up to 4 images, logo, and contact information. Your article will be highlighted on our home page news section and will have a 1X news announcement on our e-newsletter and 1X post on our social media platforms.

> Supplier Directory Page ...... \$150/Month A dedicated page for your company that includes a 500 – 600 word description of your company, products/services, images, logo, video, and contact information. Direct contact form included with your page. 1X newsletter and social media posting of your company, plus a promotion noted in our print issue.

> On-Demand Webinars ...... \$275/Month Provide a video presentation (max. 30 minutes) that will be placed on the Webinar page and YouTube Channel. Includes 1X promotional announcement on newsletter, print, and social media. Lead capture provided.

Sponsored Content: Provide an article up to 2,500 words, up to 4 images, logo, and contact information.

On-Demand Webinars: 2 GB per video or 3 Mbps @ 1280 x 720. No larger than 35 MB total. Or a YouTube link to video. Title and description, 500 word max.Logo and contact information (website, e-mail, phone) included. May include up to 2 additional images.

# **Online E-Newsletter**



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### **Daily Engagement with Potential Customers**

E-newsletters is one of the fastest ways to reach your target audience. They give you the flexibility to place your banner ad or product write-up in as many or as few e-newsletters as you would like. You make your own schedule to fit your marketing needs.

Change your message daily or weekly to engage with customers and get your product or service information to the right people.

E-newsletters are distributed daily to 87,000+ subscribers. All banners include links to your website or e-mail.

#### **E-Newsletter Banners**

#### Monthly Subscriber List 1X ......\$250/Month

Our monthly e-newsletter contains the digital magazine edition, the new articles from the current issue, and industry news sent to subscribers once per month.

#### **Added Advertising Discounts**

4X	\$800/Month
8X	\$1,400/Month
12X	\$2,000/Month
All newsletters for one month (approx. 20)	\$3,000/Month

Submissions: 800x200px, jpg or gif

#### **Product/Service/Auction Promotion**

Promotion

Company promotion of a product or service (50 word max) posted on our e-newsletter, with one image and link to your website or e-mail.

Submissions: Image or logo: 200x200px, jpg or gif. Description: 50 word max, your website link or e-mail.

#### **Digital Material Due Dates 2024**

January	12/26/23
February	01/29/24
March	02/27/24
April	03/27/24

04/26/24
05/29/24
06/27/24
07/29/24

September	.08/28/24	
October	.09/27/24	
November	.10/28/24	
December	.11/27/24	

Daily Subscriber List 1X...... \$250/E-Newsletter

Our daily e-newsletter contains industry news and digital

magazine editions sent to subscribers.

## **Social Media**

Reach our social media audience with posts and boosts for your target audience. Place a post on our social outlets any day that works with your marketing plan. Capture more engagement and impressions by boosting your post.





3,600 +

Followers: 3,300 +



Members: 3,400 +

Post .....\$75/Post

#### **Specifications and Submissions**

Word Counts: Facebook: 80 characters LinkedIn: 100 characters Twitter: 280 characters Instagram: 125 characters

#### Image Size:

Facebook: 1200 x 630 pixels LinkedIn: 1200 x 627 pixels Twitter: 1600 x 900 pixels Instagram: 1080 x 566 pixels

#### E-mail to:

Heidi@wasteadvantagemag.com



#### Waste Advantage helps connect buyers and sellers in the solid waste and recycling industry.

These one-stop-shops are valuable resources for readers to find any new or used equipment to fit buyers' needs, as well as showcase the equipment, products, and/or services a company would like to sell.

Our MarketPlace and Supplier Directory are valuable marketing resources that are dedicated to promoting your products and/or services and driving traffic to your site.

Supplier Directory Listing	MarketPlace Monthly Truck, Equipment, Service Listings	
Supplier Directory Page	<ul> <li>List multiple trucks and equipment monthly on our online MarketPlace at a discount rate. You have the option to post and manage your own listings or send in your information to be posted for you. All listings receive:</li> <li>30-day listings on wasteadvantage.com.</li> <li>Highlight up to 5 photos on the web with each listing.</li> <li>Detailed description and contact information with e-mail link.</li> <li>Choose from multiple categories. To see all categories, visit wasteadvantage.com. If you have a specific category for your equipment/ product, we will create it for you.</li> </ul>	
Specifications and Submissions Image photos: 700 pixels wide (5 photos max.) Logo: 350 pixels wide Contact information: Phone, e-mail, website Content: 500 to 600 word description Videos: Allowed up to 2 videos E-mail to: Heidi@wasteadvantagemag.com	Pricing PackagesSpecifications and Submissions1 Listing	



# WASTE. RECYCLING. SUSTAINABILITY.

## **Create Your Effective Marketing Plan**

Regardless of your marketing budget, our experienced team will craft a suitable marketing strategy tailored to your requirements. You determine your needs, and we will formulate a timetable that covers print, digital, or both, ensuring your exposure to a professional audience within the waste and recycling industry.

- Continuous 24/7 Visibility
- Specialized Audience Targeting
- Adaptable Marketing
- Flexible Marketing
- Value-Added Opportunities

## **Contact us for Your Marketing Plan**

Noreen Cocron Owner/Founder (800) 358-2873 Ext. 1 noreen@wasteadvantagemag.com Publisher/Editorial Angelina Ruiz Publisher (800) 358-2873 Ext. 7 angelina@wasteadvantagemag.com

#### **Art/Production/Web**

Heidi Jensen Director of Production/Design (800) 358-2873 Ext. 8 heidi@wasteadvantagemag.com Sales Marcus Rubio V.P. of Sales & Operations (800) 358-2873 Ext. 3 C: (267) 261-0835 marcus@wasteadvantagemag.com

Bobby Roos Account Executive (800) 358-2873 Ext. 2 C: (561) 677-0330 bobby@wasteadvantagemag.com Accounting Elisa Weil Accounting Manager (800) 358-2873 Ext. 5 elisa@wasteadvantagemag.com

Circulation (800) 358-2873 Ext. 6 circulation@wasteadvantagemag.com

T: (800) 358-2873 F: (888) 871-4515 E: info@wasteadvantagemag.com A: P.O. Box 30126 • Palm Beach Gardens, FL 33420

) @WasteAdvantage

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