



Cleaner Times

2023 Media Kit



Cleaner Times is the oldest and most trusted publication serving the pressure washing industry. Since 1989, manufacturers, distributors, suppliers, and contract cleaners have turned to the pages of *Cleaner Times* for practical and sound information specific to all topics pertaining to pressure washing.

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Circulation/Readership

Cleaner Times is primarily circulated in the U.S. and Canada. Our readership is comprised of the following businesses and industries.

- Agriculture
- Asphalt and Concrete
- Coatings and Coating Removal
- Contract Cleaners
- Heavy Construction
- Marine
- Municipalities
- Oilfields and Refineries
- Parking Lot Maintenance
- Pressure Washing Distributors
- Pressure Washing Manufactures
- Pressure Washing Suppliers
- Professional Organizations

Editorial Calendar

January—The Sourcebook

Topics: Future of the Car Wash Industry, What Does CETA Have Planned in 2023, Unique Waterjet Applications, Elements of a Good Marketing Plan

July—Environmental Issue

Topics: Wastewater Capture & Water Treatment Systems, Battery-powered Engines, Pressure Washing in the Forestry Field, EPA Regulations and Environmental Impacts, Waterjets & Power Plants

February—The Chemical/Detergent Issue

Topics: Inflation's Impact on Chemical Manufacturers and Their Customers, Correctly Using Chemicals, How to Prepare for and Respond to a Chemical Incident, Building a Chemical Program, and Cleaning Chicken/Hog Houses and Transportation Trailers

August—Financial & Regulatory Issue

Topics: How to Determine Pricing for Equipment and Services, What to Include and Understand about the Business Budget, Set up OSHA Training for Business, Equipment & Business Financing Options, Constructive Interaction with the EPA and OSHA, Insurance, Adjusting the Marketing Plan

March—Spring Cleaning Guide

Topics: Maximizing Time & Profits, Choosing the Right Tools for the Job, How to Get Ahead of the Supply Chain Chaos, Cleaning Nursing Homes, Why Consider Adding Softwash Services, Abrasive Blasting

September—Fall Cleaning Guide

Topics: Selling to the Oil & Gas Industry, Winterize Your Home, The Need for Hydro Jetting, Hydrodemolition, Gutter & Window Cleaning Services

April—Technology Issue & Profiles in Leadership

Topics: What New Technology Is Assisting the Industry, Cleaning Craft Breweries, Technology Advancements in Waterjetting, How to Benefit from Technology in Serving Customers, Financial/Payment Technology Advances, Drones

October—The Show Issue

Topics: Home and Plant Protection, Procuring Government Contracts, Getting Started with Christmas Lights, How CRM Can Help Your Small Business

May—Car Wash & Accessory Showcase

Topics: Branding & Marketing in the Car Wash Industry, Recent Developments/Trends in Car Wash Industry, Adding Auto Detailing to Your Services and What You Need to Know, Using Steam to Clean Automobiles, Waterjetting in Paint Shops

November—Product & Accessory Showcase

Topics: Dealing with the Cold, Planning 2024 Inventory, Restaurant Cleaning, Veterans in the Industry, Washing Plow Trucks (DOT opportunities)

December—State of the Industry

Topics: Lessons Learned in 2023, Roads to Travel in 2024 (including challenges), Regulatory/Technical Updates, Road & Bridge Repair Using Waterjets

June—Safety & Security

Topics: Maintenance Schedule, Safe Work Practices in the Plant and in the Field, Physical Security on a Jobsite, Prevention of Workplace Violence, Drug Testing Policies & Procedures, Preventing Waterjetting Injuries

This is a tentative schedule and subject to change. Other features highlighted as space permits are: Financial, Marketing, Product Spotlight, Industry News, Industry Calendar, and CETA Edge.

Rev. 9/22

For advertising rates and information, call 800-525-7038 or 270-901-9061.

Products & Services Directory Ads

- Company Listing
- 1.5" box - 1.6875"w x 1.5"h
- 1/8 H - 3.5"w x 2.25"h

Internet Rates Per-Month

- Newsletter Banner – \$300 per run
- Final banner will display at 580 px x 200 px
- Monthly *Cleaner Times* newsletter

Service Center Directory Ads

- Company Listing
- Expanded Listing
- Logo Box Listing

Submitting Materials

Cleaner Times prefers high-resolution PDF files. We also accept TIFF, high res JPGs, and EPS files (no Word docs). All images should be in CMYK format (not RGB) at a resolution of 300 dpi. A color proof is required if color is critical. If not critical, digital materials (10MB or smaller) can be emailed to cragan@fcapgroup.com.



To send files larger than 10MB:
dropbox.com/request/AA0tSTgePkq5lFR46Wf7

For any questions please call the Art Director
 at 800.443.3433.

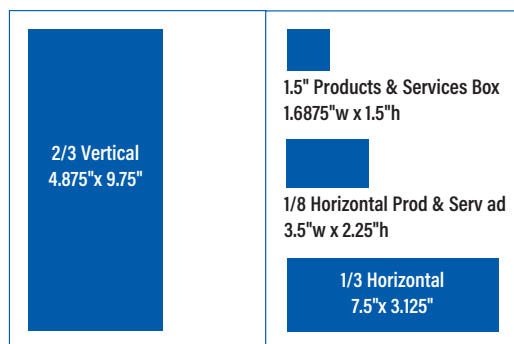
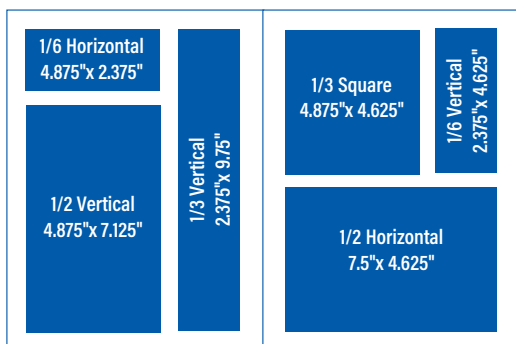
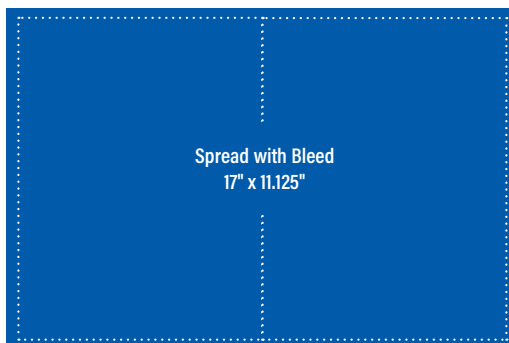
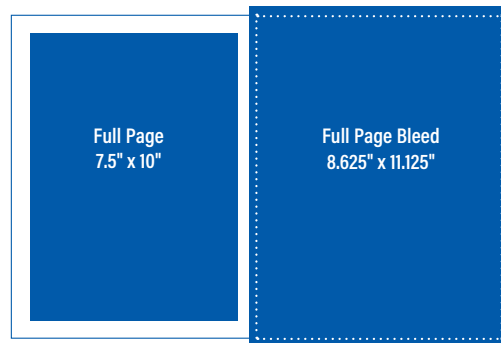
Display Ads

Sample Full Page Ad



TRIM SIZE: 8.375" X 10.875"
 (trim is the actual edge of the paper)

REQUIRED BLEED: 8.625" X 11.125"
 (.125" bleed beyond trim on all 4 sides)



Digital Ads (Web banner ads)

GIF animations should be limited to 5 frames per second with a maximum file size of 150KB.*

*Based on Google Ads platform standards

Call 800-525-7038 or 270-901-9061 for digital advertising.

Skyscraper
160 pixels x 600 pixels

Leaderboard
728 pixels x 90 pixels

Medium
Rectangle
300 pixels x
250 pixels

Newsletter Banner
1160 pixels x 400 pixels
RGB, JPG or PNG



Publication Schedule 2023

Advertising Space and Materials Deadline:

Issue	Due Date:	Issue	Due Date:
January.....	11/30/22	July.....	5/31/23
February.....	12/30/22	August.....	6/30/23
March.....	1/31/23	September.....	7/31/23
April.....	2/28/23	October.....	8/25/23
May.....	3/31/23	November.....	9/29/23
June.....	4/28/23	December.....	10/31/23

- This is for **camera ready materials** (digital files only). Ads to be built by *Cleaner Times* **MUST** arrive a minimum of **4 days prior to space and material deadline**. Directory advertising deadline is 5 days prior to the dates above.

Ad Design and Production Rates

- We have designers on staff for all of your design needs.
- All design charges are based on our \$40 minimum and \$80 per hour rate, regardless of ad page size.
- Design charges apply to all ads not submitted camera ready.
- Preparation or production charges are applicable on ads submitted for publication that require modifications and are non-commissionable.
- Composition costs for typesetting, illustrations, corrections, and alterations will be charged to the advertiser and will be billed at the same hourly rate as design charges.
- **All design, production, mechanical, and preparation charges are billed separately.**

Directory Rates

Products and Services Directory:

- Listing: \$49 • 1.5" Box: \$149 • 1/8 Page: \$295

Service Center Directory:

- Expanded Listing: \$49
- Logo Box Listing: \$99
- Directory Listings and Ads are 3-month minimum.
- Design charges apply to 1.5" Box and 1/8 page ads.
- All directory listings and ads are BW.
- 1/8 page ads and display ads receive a complimentary 3-line listing in their category of business.

Ad Position/Style

- Additional 15% charge will be billed to advertisers requesting specified positions.
- Advertisements set to simulate editorial style must be labeled "Advertisement."

Advertising Rates

Call for display rates 800-525-7038, 270-901-9061, or email josh@cleanertimes.com

Terms

- Net 30 days. Accounts 30 days past due forfeit frequency discount (see Insertion Order for details).

Cancellation Policy:

- Unfulfilled advertising contracts will be short-rated to earned rate (see Insertion Order for details).
- Cancellations must be received in writing 30 days prior to next published space & materials deadline.

Advertiser Liability:

Advertisers assume all liability for any claims and/or expenses resulting from the unauthorized or improper use of any names, photographs, maps, illustrations or other content used or for statements made in connection with their advertising.

Publisher's Copy Clause:

True Source Publishing reserves the right to reject any advertisement. **No prices are allowed in ad copy.**

Agency Commission & Terms:

- 15% of gross billing allowed to recognized advertising agencies on space, color and special positions.
- Applicable only to display advertising and invoices paid within 30 days of invoice.
- Invoices must be billed to agency to qualify for agency discount.
- Accounts 30 days past due shall forfeit agency discount.
- Preparation or production charges, mechanical and composition costs are non-commissionable.
- Typesetting, design, camera work, insert binding, back-up printing for inserts, trimming, folding, etc., are non-commissionable.

Payment Terms

Cash Discount: 2% offered on invoices paid within 10 days of invoice.
Terms: Net 30 days.

New Advertisers: First ad, payment in advance; then payment within 10 days of invoice receipt for next five ads.

Mailing/Shipping Instructions

True Source Publishing
1000 Nix Road
Little Rock, AR 72211-3235

Cleaner Times

Advertising Insertion Order

Advertiser: _____

Acct #: _____ Tax ID: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email: _____

Agency/Resp Party: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email: _____

Method of Payment:

☐ check ☐ credit card (☐ first payment only or ☐ monthly)

☐ Visa ☐ Mastercard ☐ American Express ☐ Discover

Card number:

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Expiration date:

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 Bill CC monthly? ☐ Yes ☐ No

Send Invoice? ☐ Yes ☐ No

Name on card (Please Print): _____

Signature: _____

Billing Address: _____

City/State/Zip: _____

Special instructions or notations:

PLEASE NOTE: Production charges shall be invoiced separately and are payable upon receipt of invoice.

TERMS: Payment for the first insertion (or 3 insertions for classified or service center directory ads) is payable when ordered for companies purchasing advertising space from *Cleaner Times* for the first time. Subsequent invoices for new and existing advertisers are due within 30 days of invoice date. This agreement begins with the issue date stated above and will be for the term stated above.

This agreement will automatically renew unless advertiser informs *Cleaner Times* with a notice of termination at least thirty (30) days prior to the expiration of agreement period. This notice may be made at the time of signing this agreement informing *Cleaner Times* to contact you or another company representative before renewing this agreement or continuing with further advertising.

☐ Contact advertiser before renewing this agreement

Cleaner Times reserves the right to cancel or suspend advertising for accounts that are 90 days past due until these invoices are paid in full. In the event the Advertiser fails to adhere to the terms and conditions outlined in this agreement or fails to make payment as agreed upon herein, Cleaner Times has the option of requiring immediate payment for the balance of the monies due for advertisements placed in Cleaner Times magazine. The proper venue for any action arising out of default of this agreement shall be Pulaski County Arkansas.

I have read this agreement including attachments if applicable. I agree to the terms and conditions as outlined herein and to the applicable rates and advertisement policies. As a representative of this company, my signature represents acceptance of the obligations agreed upon in this agreement.

Authorized Signature: _____ Printed Name: _____ Date: ____/____/____

Accepted by Publisher: _____ Printed Name: _____ Date: ____/____/____

Account Exec: _____

Ad Size/Orientation:

☐ SPREAD ☐ FULL ☐ 2/3

☐ 1/2 (☐ Vert. ☐ Horiz.)

☐ 1/3 (☐ Vert. ☐ Horiz. ☐ Sq.)

☐ 1/6 (☐ Vert. ☐ Horiz.)

Products & Services

☐ 1/8 H ☐ 1.5" box ☐ Listing

Service Center Directory

☐ Logo Box Listing ☐ Expanded Listing

Starting Month: _____

Number of Months: _____

Ending Month: _____

Monthly Rate : _____

Position Charge: _____

Agency: _____

Total Due: _____

For Display Ad Complimentary Listings or Products and Services Listings, complete the information below as you wish it to appear in the Products and Services Directory.

Company: _____

Phone: _____ Web: _____