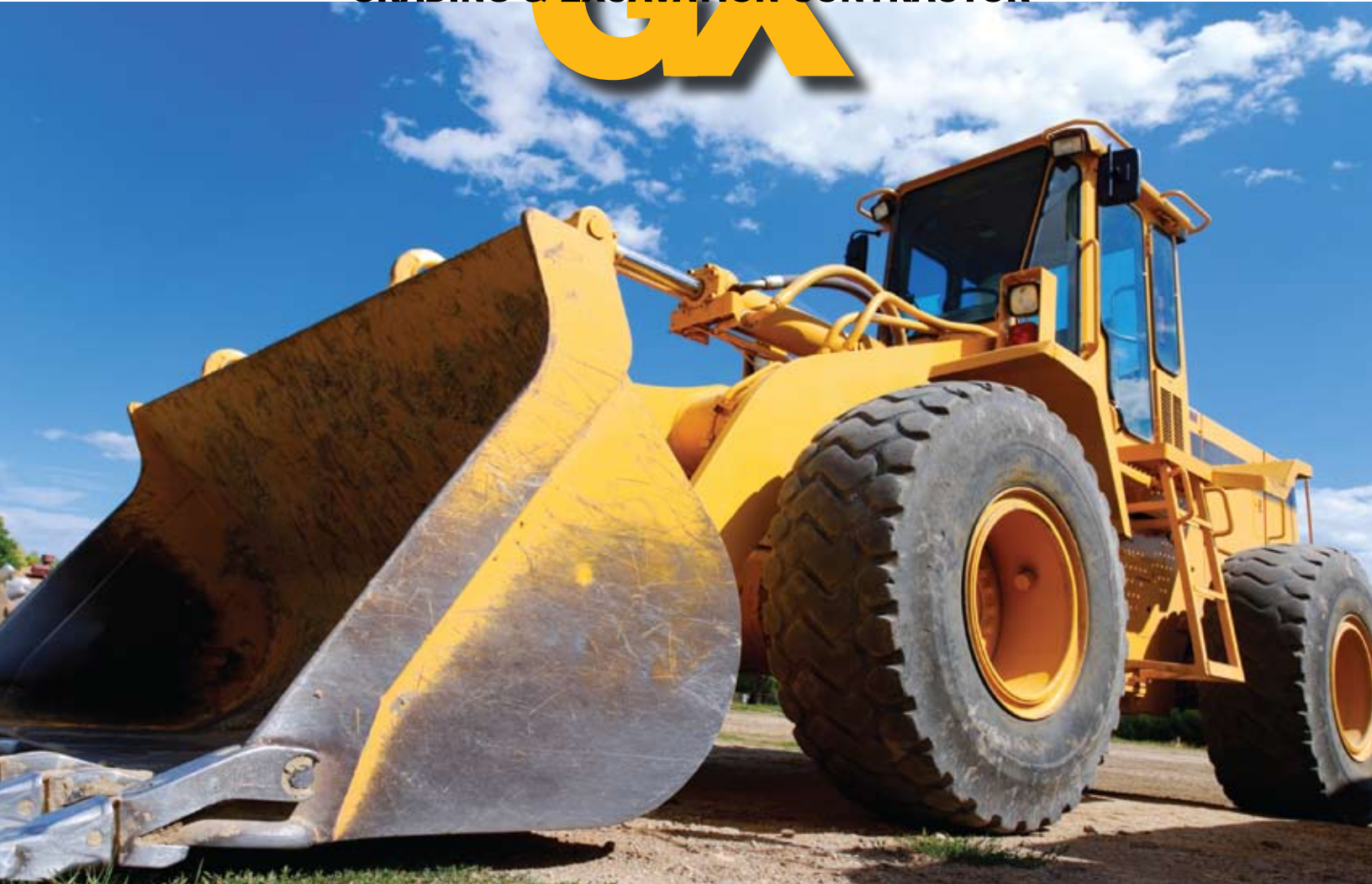


**Reach the earth-moving professionals
who make the buying decisions.**

GX
GRADING & EXCAVATION CONTRACTOR



THE AUTHORITY FOR EARTH-MOVING PROFESSIONALS

INTEGRATED MEDIA KIT 2012 PRINT, DIGITAL, WEB

MARKET PROFILE 2012

Our Readers, Your Customer: You Deserve the Real Thing

We don't make fancy promises. We rest our case on one solid premise: give our readers what they need to know to become more efficient, to integrate the latest technologies, and encourage innovation in their organizations. In issue after issue of *Grading & Excavation* we deliver original content with relevance and immediacy.

We Begin the Story—You Complete It

Our loyal readers are your receptive audience for long-term branding and lead generation. We tell our readers why they need you and your products and services. Your ad campaign tells them where and how to get it.

Sharpen Your Competitive Edge With Our Multi-Channel Exposure Opportunities

Grading & Excavation's bold and innovative design excels in print, extends your reach with direct link functionality in our digital magazine, and provides powerful Web and e-newsletter opportunities. And, last but not least, you can stimulate the buying process with video, creating a powerful bond in the mind of your best prospects, a strategy proven to lead to further purchases.

New Webinar Opportunities

Take advantage of the long-term, in-depth branding and lead generation provided by webinars. What better way to build brand loyalty than to have the opportunity to teach your prospects the advantages of using your product and services?

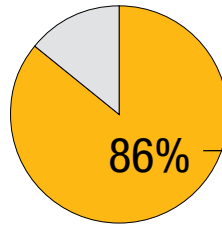
We Make You Look Good

Need help designing print ads, Web and e-newsletter ads, or videos? Call us. We can help.

Grading and Excavation Contractor is BPA-audited. 100% of the recipients have asked to receive the publication.



Grading & Excavation readers are a highly influential group. Make sure your message is seen repeatedly by this audience.



GX readers involved in purchasing products, services, and equipment

31% expect increased budgets next year. Only 16% think they will have smaller budgets.

Grading & Excavation readers are an engaged and substantial audience:

79% have read 3 out of the last 4 issues

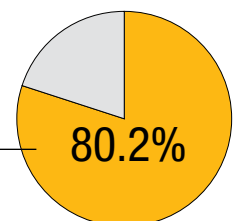
24 average subscriber's years of industry experience

52 minutes: average time spent with each issue

2.7* readers per issue

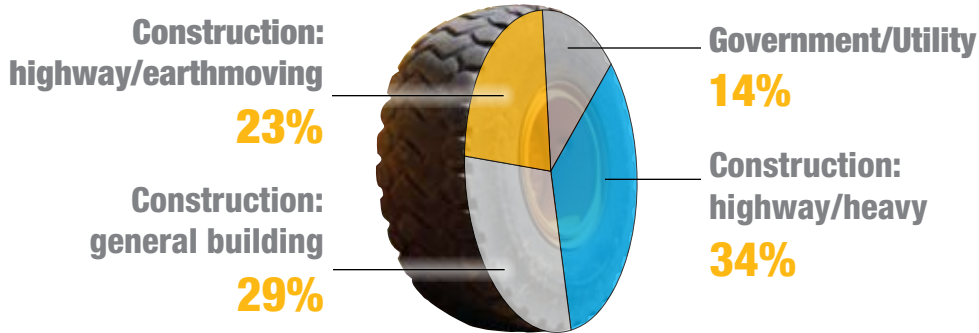
83,000 plus total readership

GX readers that have taken action after seeing an ad in GX magazine



*Each issue is passed on to 2.7 others. 2.7 x 31,000 (June 2011 BPA circulation) = 86,800 readers who see each issue of GX. (*Grading & Excavation* National Survey of Readers, June 2011.)

THE GRADING & EXCAVATION READER



GX readers are engaged in all aspects of the dirt-moving business including:

- Asphalt paving
- Concrete work
- Dirt hauling
- Dozing
- Equipment hauling
- Equipment maintenance
- Erosion/sediment control
- Excavating
- Grading/fine grading
- Grinding/shredding
- Highway construction
- Hydro/vacuum excavating
- Night work
- Retaining walls
- Safety
- Site clearing/prep
- Site reconnaissance
- Soil compacting
- Surveying
- Training
- Trenching/shoring
- Underground utilities construction
- Underground utility detection

GX readers need equipment to get the work done and they plan on purchasing the following in the next year:

- Air compressors
- Attachments
- Back hoes
- Crushers
- Dewatering pumps
- Dozers
- Excavators
- Fuel storage
- Gensets
- Graders
- Grinders/shredders
- Hydraulic hammers
- Hydro/vacuum excavators
- Lighting for night work
- Loaders
- Mini excavators
- Scrapers
- Skid steers/track loaders
- Soil compactors
- Trenchers
- Underground utility detection
- Welders

GX readers will purchase or consider purchasing the following technology in the next year:

- Construction project management software **40%**
- Estimating/bidding software **38%**
- GIS (geographic information systems) **36%**
- GPS/laser site equipment **38%**
- Machine control **41%**
- Resource management software **37%**
- Site and road estimating/data prep software **35%**
- Take off software **36%**

GX readers, including pieces of construction equipment and trucks, have on average 98 vehicles in their fleets. About 70% plan to purchase a combined total of 115,000 pick-ups. GX readers also plan to purchase or lease the following trucks/trailers in the next year:

- Articulated dump trucks **8%**
- Class 6-8 trucks **21%**
- Dump & side trailers **13%**
- Equipment hauling trailers **17%**
- Medium duty trucks (e.g. Ford F450-F550) **18%**
- Rigid dump trucks **12%**
- Service trucks **12%**



JANUARY/FEBRUARY

DEADLINES

Ad Closing: 11/15/2011
Materials: 11/22/2011

FEATURES

- Concrete paving
- Grading & fine grading
- Skid steers & track loaders
- Equipment overhaul
- Technology: High tech on a budget

BONUS DISTRIBUTION

World of Concrete
IECA

MARCH/APRIL

DEADLINES

Ad Closing: 1/9/2012
Materials: 1/16/2012

FEATURES

- Asphalt paving
- Excavating
- Hauling equipment
- Site clearing/grinding
- Technology: Utility detecting
- Loaders

BONUS DISTRIBUTION

World of Asphalt

MAY

DEADLINES

Ad Closing: 2/28/2012
Materials: 3/7/2012

FEATURES

- Compact equipment
- Scraping
- Retaining walls/slope stabilizing
- Trenching & shoring (including vacuum & hydro excavating)
- Technology: Machine control

JUNE Paving & Road Building Issue

DEADLINES

Ad Closing: 4/16/2012
Materials: 4/23/2012

FEATURES

- Building roads/highways • Resurfacing • Recycling materials (grinders etc.)
- Flat work primer (geosynthetics) • Technology: management software

JULY/AUGUST

DEADLINES

Ad Closing: 6/1/2012
Materials: 6/8/2012

FEATURES

- Worktools/Attachments
- Dump trucks: side, bottom, rigid, articulated
- Maintaining & lubricating in the field
- Backhoes/loaders
- Technology: bidding software

SEPTEMBER/OCTOBER

DEADLINES

Ad Closing: 7/24/2012
Materials: 7/31/2012

FEATURES

- Loading & dozing
- Compacting
- Trailers & the power to move them
- C&D & material reuse
- Technology: GIS

NOVEMBER/DECEMBER

DEADLINES

Ad Closing: 9/17/2012
Materials: 9/24/2012

FEATURES

- Maintenance: preparing for the next season
- Excavating including hydro & vacuum
- Trenching & shoring/utility detection
- Technology: Take off software

GRADING & EXCAVATION ADVERTISING RATES 2012 PRINT & DIGITAL

Rate Card #13

Display Advertising Rates (Four Color)					
	1X	3X	6X	12X	18X
Full Page	\$5,725	\$5,625	\$5,525	\$5,415	\$5,290
2/3 Page	\$5,200	\$4,795	\$4,730	\$4,630	\$4,560
1/2 Page Island	\$4,505	\$4,445	\$4,380	\$4,320	\$4,255
1/2 Page	\$3,975	\$3,930	\$3,875	\$3,805	\$3,745
1/3 Page	\$3,265	\$3,225	\$3,200	\$3,135	\$3,060
1/4 Page	\$2,910	\$2,895	\$2,875	\$2,840	\$2,775

Display Advertising Rates (Black and White)					
	1X	3X	6X	12X	18X
Full Page	\$4,445	\$4,345	\$4,245	\$4,135	\$4,010
2/3 Page	\$3,920	\$3,515	\$3,450	\$3,350	\$3,280
1/2 Page Island	\$3,225	\$3,165	\$3,100	\$3,040	\$2,975
1/2 Page	\$2,695	\$2,650	\$2,595	\$2,525	\$2,465
1/3 Page	\$1,985	\$1,945	\$1,920	\$1,855	\$1,780
1/4 Page	\$1,630	\$1,615	\$1,595	\$1,560	\$1,495

Color Rates (Add to Black and White Rates)	
2nd Color	\$740
Metallic Colors	\$1,130
Position Rates	
Back Cover	\$1,335 additional per page (4 color only)
Inside Front Cover— Page 3 Spread	\$1,115 additional per page (4 color only)
Inside Covers	\$670 additional per page (4 color only)
Opposite TOC	\$840 additional per page (4 color only)
Opposite Editorial	\$490 additional per page (4 color only)
Opposite Guest Ed	\$490 additional per page (4 color only)
Preferred Positions	\$450 additional per page
Bleed	additional 10% of space only
Postcard Insert: 2/1, 6" x 4"	
\$3,225 + noncommissionable binding charge of \$585	

Rates are based on insertions placed during advertiser's contract within a 12-month period.



©ISTOCKPHOTO.COM/ZOTHEN

Issuance and Closing Dates

Published seven times annually. Advertising closing dates are published on the Editorial Calendar. All materials are due five (5) working days later. Cancellations are not accepted after closing date. When new copy is not furnished on or before the closing date for advertising forms, *Grading & Excavation Contractor* is authorized to repeat the advertisement that last appeared or, in the event of no prior ad or no on-hand material, to print advertiser's name, address, and phone number. Fast-Close Availabilities: Up until 10 days before publication date, *Grading & Excavation Contractor* may offer a fast-close service; however, service is not available for all issues. Contact publisher to confirm fast-close availabilities for specific issue date. If no fast-close is available and late ad copy must be inserted after deadline, a noncommissionable payment of \$120.00 additional is required. Cover schedules can be cancelled only on a 90-day notice before closing date.

Inserts Supplied by Advertiser

Standard, multifold, and die-cut inserts accepted. Backup charge for single-sheet insert: \$1,925 plus binding charge (contact publisher for rates). Publisher should be supplied with sample insert four weeks prior to publication date in order to determine exact production requirements and costs. All inserts to be shipped prepaid.

Commission

Agency commissions: 15% of gross to recognized agencies on space, color, bleed, and position only if total amount due is paid in full within 30 days from invoice date. Finance charge of 1.5% monthly will be assessed on all overdue accounts.

Payment Policy

Invoices are rendered at date of publication and are due 30 days following publication. Prepayment is required for advertisers without established credit. Publisher shall have the right to hold advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to publisher for advertising that the advertiser or its agent ordered and which was published.

Production Charges

Production charges, including layout, design, and copy changes, are \$125 per hour (noncommissionable), with a quarter-hour minimum. Advertiser will be advised of estimated charges if changes have to be made to digital files because production specs are not met.

General

All advertisements are accepted and published by the publisher on the representation that the agency and/or the advertiser are properly authorized to publish the entire contents and subject matter thereof. It is understood that, in the consideration of the publication of advertisements, the advertiser and/or agency will indemnify and save the publisher harmless from and against any claims or suits for libel, violation of right of privacy, plagiarism, copyright infringement, liability for use of classified material, and any other claims based on the contents or subject matter of such advertisements. The publisher assumes no liability if for any reason it becomes necessary to omit an advertisement. No conditions other than those set forth in this rate card shall be binding on the publisher unless specifically agreed to in writing by the publisher. Publisher will not be bound by conditions printed or appearing on order blanks or copy instructions that conflict with provisions of this rate card.

Digital Ads

Every one of your ads in our print edition will also appear in our digital edition, with your ad linked to your website. Options for digital ads include embedded video and audio. Please contact us for details.

Video

To place a video within your ad in the digital edition, call us for a quote.

GRADING & EXCAVATION WEBSITE, E-NEWSLETTERS, & WEBINARS

ADVERTISING RATES 2012

Maximum-exposure Cross-site 7-banner Package			
12-month	6-month	3-month	1-month
\$7,700	\$5,100	\$3,200	\$1,300
Exclusive Home-page Video			
12-month	6-month	3-month	1-month
\$13,000	\$8,500	\$5,200	\$2,100
E-mail Opt-in Newsletter Ads			
12-week	6-week	3-week	1-week
\$4,100	\$2,700	\$1,700	\$700
Exclusive Article/Feature "Tool Bar" Sponsorship			
12-month			
\$900			

Web and E-mail Ad Package			
Cross-site 7-banner Maximum-exposure Package With One Newsletter per Month			
12-month	6-month	3-month	1-month
\$9,500	\$6,300	\$3,950	\$1,600

Webinars
Call us for pricing

WEBINARS

We can host and promote your webinar or provide turnkey webinars. Options include: speakers, moderators, content including decks, and extensive advertising (including print, digital, web ads, and e-mail blasts). We also have sponsorship opportunities for Forester Media webinars. Call for details and pricing.

PRODUCTION SPECIFICATIONS

Web Site Ad Unit Dimensions & Max File Size:				
Ad Size		Width	Depth	Size
1.	Custom Lead Banner:	990px.	36px.	(20k)
2.	Half Banner:	234px.	60px.	(12k)
3.	Large Rectangle:	336px.	280px.	(30k)
4.	Rectangle:	180px.	150px.	(16k)
5.	Skyscraper:	300px.	600px.	(40k)
6.	Medium Rectangle:	300px.	250px.	(30k)
7.	Full Banner:	468px.	60px.	(24k)

E-mail Ad Unit Dimensions & Max File Size:				
Ad Size		Width	Depth	Size
8.	Half Banner:	234px.	60px.	(12k)
9.	Vertical Banner:	120px.	240px.	(24k)

File Formats

Files are accepted in any of the following formats: GIF, JPEG, or SWF. Note: Flash advertising is not available in e-newsletters

Delivery & Implementation

All banners that are submitted to Forester Media via e-mail must be in compatible formats and uncompressed (not zipped). Indicate the URL to which the banner should link.

Design Specs

All Web ads must be sized at 72-dpi resolution. Ads with a white background must include a 1-pixel-wide border. All ads must meet the maximum file-size limitation. All banners and advertising, when clicked, will launch the linked site in a new browser window. Send all banners at one time.

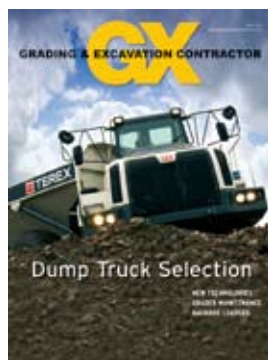
Rich Media/Animation

Flash is preferred. Flash animation should last no longer than 15 seconds and loop a maximum of three times. See complete specifications for all formats on the Web:

www.forester.net/specs

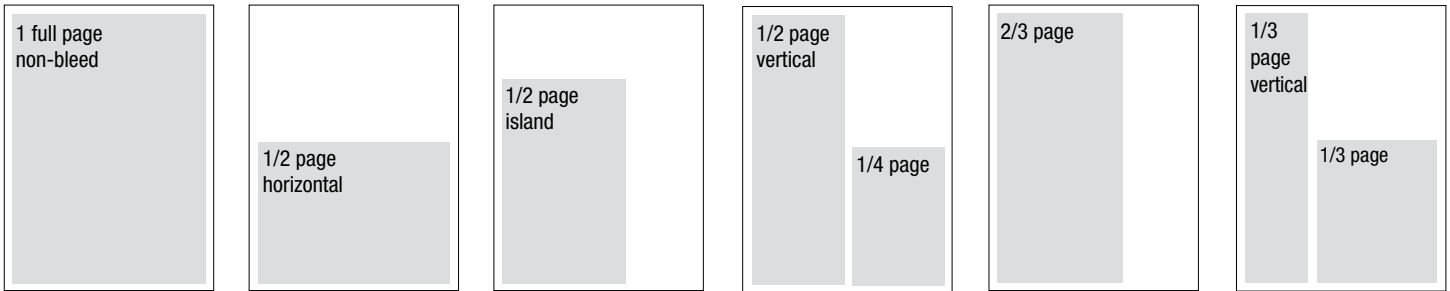
Forester Media Design Services

If you would like your banners to be created by Forester Media, please contact your ad sales representative. We will be glad to help you out.



GRADING & EXCAVATION **PRINT** PRODUCTION SPECIFICATIONS

Mechanical Requirements						
Ad Size		Width	Depth		Width	Depth
Full Page, Live Area, Nonbleed		7-5/8"	10-3/8"			
Full Page, Bleed		8-1/4"	11-1/8"	Trim	8-1/8"	10-7/8"
2/3 Page		4-7/8"	9-7/8"			
1/2 Page Island		4-7/8"	7-3/8"			
1/2 Page	Horizontal	7-1/2"	4-7/8"	Vertical	3-1/2"	9-7/8"
1/3 Page	Vertical	2-5/16"	9-7/8"	Square	4-7/8"	4-7/8"
1/4 Page	Vertical	3-1/2"	4-7/8"			



Bleed Size: 8-1/4" x 11-1/8" • **Trim Size:** 8-1/8" x 10-7/8"

Live Area: 7-5/8" x 10-3/8" (1/4" from trim, 3/8" from bleed)

Two-Page Spread Bleed Size: 16-1/2" x 11-1/8" • **Trim Size:** 16-1/4" x 10-7/8"

Half-Page Spread Bleed Size: 16-1/2" x 5-3/4" • **Trim Size:** 16-1/4" x 5-5/8"

For spreads keep crucial live matter 3/8 inches from gutter. Avoid running type through the gutter.

Questions? Call our Production Department at 805-682-1300 or e-mail production@forester.net.

Media

DVD or CD. We use MAC format.

Collected File Formats

Adobe InDesign is preferred, but we will also accept Adobe Photoshop, and Adobe Illustrator. No Word or Publisher files. Do not send multiple files. Send one file only, the one from which you want us to print.

Windows File Submission

Submit as a high-resolution cmyk PDF or TIFF, or Adobe Illustrator with fonts outlined. No windows-based page layout programs, please.

PDF Submission

300 dpi for image resolution. Embed all fonts. Do not compress images. Downsample at 600 dpi. You may e-mail a PDF file (identify your materials!) or upload to the Forester ftp site, but you should send a hard copy proof via mail. If file is too large to send via e-mail or ftp, you may compress using Stuffit. E-mail production@forester.net to request ftp upload information.

Element Formats

High-resolution TIFF, EPS, or JPEG (at least 300 dpi at the final size used).

Fonts

High-resolution PDF with all fonts embedded is preferred. However, if you are submitting your ad in a page layout program such as Adobe InDesign, include all fonts and images used in the job. Mac OS fonts only: OpenType, TrueType, or postscript. Please note that we can only accept Mac OS-based page layout programs.

Build Ad to Bleed Size, Use Live Area

For a full-page, nonbleed ad, float it on the page and place crop marks at bleed size. Do not place type or nonbleed items closer than 1/4 inch to trim, or 3/8 inches to bleed.

Content and Position Proofs

Supply hard-copy proofs printed from the digital file submitted. Black and white for 1-color ads, 4-color for color ads; we accept color lasers for content comparison, but cannot match color unless you supply us with an Iris or other high-quality proof.

Label Your Materials

We publish six different magazines, so please indicate in which magazine and issue you would like your ad placed. If e-mailing your ad, include this information in the subject line. List contact e-mail address and phone number of file preparer. CDs and proofs will not be returned.

Inserts

Approval of insert content and printing specifications is required prior to acceptance.

Printing

Web offset. Computer-to-plate. Binding: Saddle stitch. AAAA/MPA/ASP Offset Standards apply. Four-color solids should not exceed SWOP intensity of 300%.

GRADING & EXCAVATION CONTRACTOR

THE AUTHORITY FOR EARTH-MOVING PROFESSIONALS

74% of *GX* readers thought *Grading & Excavation* was better or much better than competing industry magazines. They like what they see:

““ When I read the other magazines, I get the feeling that I’m reading an infomercial; I lose all interest. ””

““ *GX* targets our trade. It keeps us informed of the ever-changing technology available. ””

““ It’s more in depth than other trade publications. ””

Grading & Excavation Contractor

- 31,000 BPA-audited circulation
- Most relevant content, most engaged audience
- More than 11 years of continuous publishing by Forester Media

Media

- Print and digital editions
- *GX* website www.GradingAndExcavation.com
- E-mail newsletters

Available

- Inserts and other print options
- Turnkey ad design services
- Reprints

Other Forester Media publications you might be interested in...

Erosion Control, The Journal for Erosion and Sediment Control Professionals, reaches over 50,600 readers with more than 23,000 subscribers. www.ErosionControl.com

MSW Management, The Journal for Solid Waste Professionals, reaches 64,000 readers with 25,615 subscribers. www.MSWManagement.com

Stormwater, The Journal for Surface Water Quality Professionals, reaches more than 54,000 readers with more than 26,164 subscribers. www.StormH2O.com

Distributed Energy, The Journal of Energy Efficiency and Reliability, reaches more than 42,000 readers with more than 21,000 subscribers. www.DistributedEnergy.com

FOR IDEAS OR MORE INFORMATION

805-679-7600 • AdSales@Forester.net