

# PRO

# 2020 MEDIA PLANNER

**The Source** 

for RV-Related B2B Information



Read RV PRO Regularly

(Based on July 2019 reader survey)

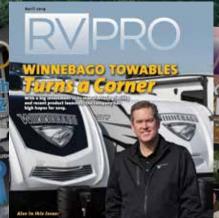


Of readers recommend RV PRO to other people in the industry



Named RV PRO the magazine that offers the most information on OE & Aftermarket products









# AUDIENCE

### We Cover It All

RV PRO covers the entire RV industry: new RVs, manufacturing components, business services, parts/accessories, and industry people.

In a survey of RV industry decision makers, RV professionals DECIDEDLY CONFIRMED that *RV PRO* is their No.1 source for information.

They not only read the magazine, but depend on it for information to run their business and stay informed. Our readers represent the collective B2B purchasing power of the entire RV industry.

#### OUR READERS ENCOMPASS THE ENTIRE RV INDUSTRY<sup>1</sup>

RV Dealership	. 38%
RV Parts/Accessories Retailer	48%
RV Service/Repair Shop	. 54%
RV Rentals	. 12%
RV Manufacturers	6%
RV Parts/Accessories Manufacturer	. 11%
<b>RV Parts/Accessories Distributor/Supplier</b>	<b>17</b> %
RV Storage Facility	<b>16</b> %
RV Resort or Developer	6.5%
Manufacturer's Representative	. <b>7.5</b> %
Financial/Insurance Institution	4%
Consultants	<b>7</b> %
Business Services	5%
Trailer Dealer (Not RV)	. 10%
Trailer Manufacturer (Not RV)	2.5%

<sup>1</sup> Certified by the publisher as of July 1, 2019. Total will equal more than 100 percent because businesses report that they fall into more than one category. RV PRO asks readers to identify all aspects of their business.

# Our Readers Are Decision Makers

79%
Decision
Makers

Our comprehensive subscriber list is filled with *DECISION MAKERS* from each segment of the RV industry.

President/Owner/CEO/Chairman/Director/Vice President	.54%
Departmental or Team Manager/Supervisor	<b>25</b> %
Departmental Employee/Associate	10%
Other	11%



#### **AVERAGE MONTHLY DISTRIBUTION<sup>1</sup>**

<b>GUARANTEED RATE BASE<sup>2</sup></b>	11,000
Average Total Print and Digital Subscribers <sup>2</sup> .	. 12,657
Average Total Bonus Distribution <sup>3</sup>	2,721
AVERAGE TOTAL DISTRIBUTION	. 15,379



Certified Audience Statement available for every issue

- <sup>1</sup> Based on Certified Audience Statement, January-June 2019 issues.
- <sup>2</sup> Magazine advertising rates are based on minimum distribution to 11,000 active industry subscribers, delivered in either print or digital formats, or both.
  - Electronic copies are sent consistent with standards set by the CAN SPAM Act of 2003.
  - · Printed copies follow USPS Periodicals mailing guidelines.
- <sup>3</sup> Bonus Distribution includes extra digital distribution to market-active recipients and/or print distribution at trade shows or other industry events.

## EDITORIAL CALENDAR

WE WANT TO WRITE ABOUT YOUR COMPANY, PRODUCTS AND SERVICES.

**BRAD WORRELL** 

Editor-in-Chief brad@nbm.com

TRAVIS PRYOR

Managing Editor tpryor@nbm.com

DAVID MACNEAL

Digital Content Editor

dmacneal@nbm.com

### Each month we will have feature stories covering:

- RV Manufacturing
- OE Suppliers
- Aftermarket Parts & Accessories

Materials are due the day after ad close.

#### JANUARY The Guide

- Annual Mfg. / Supplier Guide
- · Electronics & Entertainment/WiFi
- · P. O. P. Packaging

Ad close: 11/22/19

#### FEBRUARY

- Travel Trailers
- Bonding Seals & Trims
- · Hitches & Towing

Ad close: 1/2/20

# MARCH Distributor Show Coverage

- · Class C's
- HVAC
- · Sanitation & Fresh Water

Ad close: 1/31/20

#### APRIL

- · Class A's
- Chassis & Engines
- · Camping & Pet Products

Ad close: 3/3/20

#### MAY

#### **Reader Survey**

- · Fifth Wheels
- · Top OE Suppliers
- · Jacks & Levelers

Ad close: 3/30/20

#### JUNE

- Trailers
- · OE Power Solutions
- · Power Solutions

Ad close: 4/24/20

#### JULY

#### **Made in the USA**

- Toy Haulers
- American Suppliers
- · Made in the USA

Ad close: 5/22/20

#### AUGUST

#### **Women in Business**

- Park Models
- Awnings
- Safety Solutions & Ride Control

Ad close: 6/29/20

#### SEPTEMBER

#### **Open House**

- · Open House
- · Paint & Graphics
- RV Care & Winterization

Ad close: 7/29/20

#### OCTOBER RVDA

- · Canadian/Intl. Manufacturers
- Flooring
- · Business Services

Ad close: 8/28/20

## NOVEMBER Best of Open House

- · Best of Open House
- · Bathrooms & Kitchens
- · Innovative Tech Products

Ad close: 9/28/20

#### DECEMBER

- Super Lightweight Champs
- · Furniture & Fabric
- · RV Interiors & Appliances

Ad close: 10/28/20



88.2% of subscribers choose to receive *RV PRO* magazine in print

#### WE WANT TO BE YOUR MARKETING PARTNER!



**ANTHONY BOWE** Account Executive abowe@nbm.com



**CHRISTOPHER CIETO** Publisher ccieto@nbm.com

#### PRINT ADVERTISING

2-Page Spread	1X Rate \$7,000
Full Page	. \$4,100
2/3 Page	. \$3,200
1/2 Page	. \$2,875
1/3 Page	\$2,060
1/4 Page	\$1,650
1/6 Page	\$1,200
Product Highlight	\$975

#### **Special Print Products**

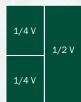
(Please inquire)

- Barrelfold Cover
- · Belly Band/Cover Tip
- Inserts
- · Ride Along/Catalog Mailing
- Advertorials
- Posters (fold-in)

#### The Power of Consistency: 12x Print Advertising Packages

It's no secret that FREQUENCY is key to an effective marketing campaign — many basic "rules of advertising" state that ads must be seen at least seven times before customers respond. At RV PRO, because your success is our success, we make this a no-brainer decision for you.

Inquire about our special 12x frequency advertising packages -succeed with The Power of Consistency!







### The NBM LOCK

YOU HAVE THE KEY. We understand that fiscal-year budgeting isn't always January-December, and we want to help you plan a marketing campaign that gives you peace of mind with predictability and flexibility. With THE NBM LOCK, you can negotiate your long-term rate at any time and lock it in for the duration of your schedule, even if it flows into the next calendar year, avoiding potential rate increases. (We recognize that changes happen in the regular course of business, so we want you to feel free to modify or cancel your plan with no penalties.)

#### **DIGITAL ADVERTISING**

#### **eNewsletter**

Sent daily (Mon. - Fri.) to a minimum of 10.000 e-mail addresses.

1X	Rate
<b>Tower Ad</b> (300 X 600 pxl)	\$935
Text Ad (Headline Ad)	\$350
eNews Banner Ad (340 X 90 pxl)	\$500
New! Video Ad:	\$500

#### Website

<b>Marquee</b> (728 X 90 pxl)	\$1,400
Billboard Ad (300 X 250 pxl)	\$1,000
<b>Banner</b> (728 X 90 pxl)	\$1,200

#### **Digital Version**

<b>Sponsorship</b>		 	 \$1.100
Oponsorsinp	• • •	 	 <b>7-,-00</b>

Products & Deals ...... \$450/each

Catalog Connection ..... \$450/each

E-Blast/New: Video Blast .. \$2,000

#### Save with RV PRO **Digital Value Packages:**

The Champion:.... 50% off Rate Card The Contender:.... 40% off Rate Card The Challenger.... 30% off Rate Card

