



BEVERAGE JOURNAL
CONNECTICUT & RHODE ISLAND

2020 Media Kit

THE BEVERAGE JOURNAL
MEDIA KIT CONTENTS

INTRODUCTION	3
MAGAZINE ADS	4
Ad Placement	4
Print Ad Prices	5
Print Ad Sizes & Specs	6
WEBSITE	7
Online Ad Prices	7
Our Website	7
BEVcommunity	8
EDITORIAL CALENDAR	9



THE BEVERAGE JOURNAL INTRODUCTION

The independently-owned Connecticut and Rhode Island Beverage Journals have a long and successful history as the trusted communication and marketing resource for the liquor industry since 1949.

The Beverage Journal is the only print and digital resource that delivers alcohol beverage pricing and brand information state-by-state, along with industry news and events, used by beverage professionals for over 60 years. Our tools connect licensed buyers and sellers of alcohol beverage products.

It is the #1 source for communicating new products and promotions, marketing information, and brand and price listings of beverage alcohol products in local markets. Each state-specific publication reaches into the heart of the beverage alcohol business. We have the experience and resources to keep important information flowing from you to your customers.

Our trade-only shopping site, a real-time extension of the local print Journal, offers licensees access to search and order. It's also an up-to-date, online resource for products and prices, ratings and product information, tasting notes and so much more.

The secure site also hosts multiple online reports and tools for licensees/permittees and their staff, wholesalers and their sales teams, and sommeliers and beverage program managers, with just a few clicks. Direct order to wholesalers and an iOS ordering app round out our trade offerings.

The Connecticut Beverage Journal is published by Beverage Publications, Inc., and The Rhode Island Beverage Journal is published by Rhode Island Beverage Journal, Inc., both located in Hamden, Connecticut.

“ I don't go anywhere without it. It's part of my everyday life. It's the best selling tool you can have. It's right here. It's an easy way for me to connect the dots. ”

Darchell Wilson
Wholesaler Sales Representative

“ You have morphed the Journal into one of the best industry publications. ”

Jack Williamson
Owner, Winery Concepts

“ It's amazing how dependent we become on these tools of the trade. I can't imagine going more than an hour or so every day without referencing either the electronic or printed copy of the Journal. ”

Jim Panzica
Wine World of Bethel

AD PLACEMENT IN THE MAGAZINES

Access your direct buying audience. 93% of subscribers read The Beverage Journal for industry news and new product news. The Beverage Journal offers access to your local market. Print and online ads get your products and services in front of your purchasing audience.



Local Trade Coverage

- Wholesaler happenings and product launches
- Industry people, places and legislation
- Association columns and messages



Brand Index

- Indicates which wholesaler carries what products



Price List

- Submitted monthly by wholesaler*
- Monthly post offs, drops and specials



Marketing Strategies

- Promotions and events to help you stay competitive
- Trends and issues that affect your bottom line



Your News

- Products, cocktail recipes, employee news, promotions, trade shows, wholesaler tastings, and local on- and off-premise events

Check out the 2020 editorial calendar on page 9 and online for your best marketing options. If we are running a feature on bourbon or planning a spread about Piedmont, you may have a hot brand to promote by running an ad in that issue. Plus regular columns offer alignment opportunities, including:

- **New Products and Promotions:** Newest releases for spirits, wines and beers
- **Around Town:** Your local events, products and faces
- **Serving Up:** Local recipes and people from area restaurants and bars
- **Retail Review:** A local look at what works
- **The Find:** A compendium of trends and products
- **Wine Buzz:** What's new in the world of wine

Local sections also include state and industry association news, legal matters, violations and regulation updates. Our magazine resource, trade shopping site and market services reach over 4,500 CT and RI licensees/permittees, supplier representatives and distributor teams each month.

* Wholesalers, importers and suppliers: Need listing rates to get your portfolio in the local Brand and Price Index and online? Ask us for the CT or RI wholesaler price list kit.

THE BEVERAGE JOURNAL MAGAZINE ADS

Our local coverage of new products, people, innovative services and industry events crosses over into a growing online community, enabling many opportunities to maximize your exposure; both print and online. You can also visit TheBeverageJournal.com for advertising information.



PRINT AD PRICES

CONNECTICUT PRICE RATES

Size/Glossy	1X	6X	12X
Full Page 4/C	\$1,352	\$1,144	\$1,105
1/2 Page 4/C	\$811	\$686	\$663
1/3 Page 4/C	\$541	\$458	\$442

RHODE ISLAND PRICE RATES

Size/Glossy	1X	6X	12X
Full Page 4/C	\$1,017	\$861	\$831
1/2 Page 4/C	\$610	\$516	\$499
1/3 Page 4/C	\$407	\$344	\$333

Website banner ads included with any full page buy. Multi-state discounts and combo packages are available. Ask about terms and conditions.

Rates are available for monthly Poly-Bagged Inserts and Barn Door Covers; both great ways to stand out in print and offer more exclusivity in product placement. Ask us about RI Spine Ads. CT sold out.

Poly-Bagged Inserts

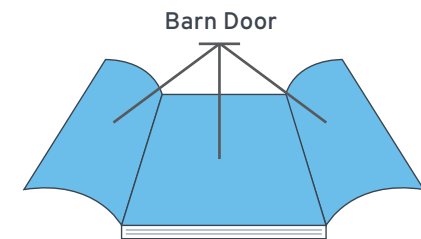
Two-sided, four-color insert. The Beverage Journal accepts a minimum of one but a maximum of five inserts for poly-bagging. Ask for specs.

CT: \$2,350 **RI:** \$1,850

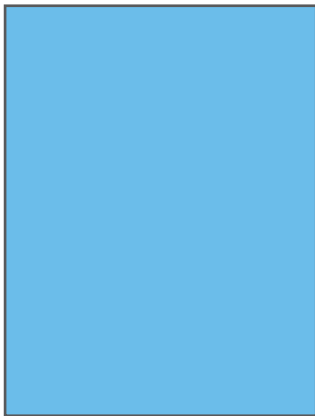
Barn Door Cover

The split front cover (barn door or French door) is a two-page spread advertisement that opens directly from the front cover. Poly-bagged for mailing. Ask for specs.

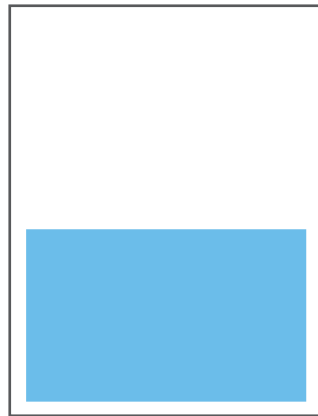
CT: \$3,875 **RI:** \$2,675.



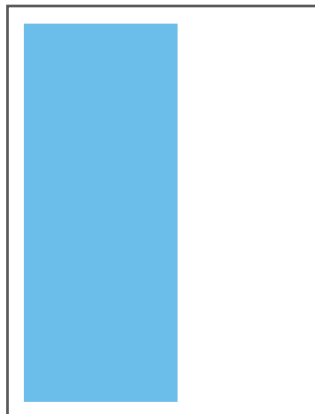
PRINT AD SIZES



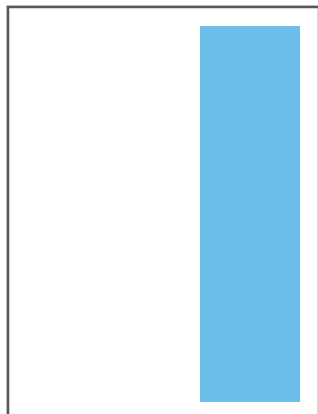
FULL PAGE
8.25" x 10.875"



1/2 PAGE HORIZONTAL
7.25" x 4.875"



1/2 PAGE VERTICAL
3.5" x 9.875"



1/3 PAGE FLOATING
2.125" x 10.375"

FULL PAGE AD SPECS



TRIM SIZE
8.25" x 10.875"

BLEED SIZE
8.75" x 11.375"

SAFE AREA
7.75" x 10.375"

BLEED SIZE

Please add bleed to your full page ad.

SAFE AREA

Please keep all text and other important images within the safe area.

THE BEVERAGE JOURNAL WEBSITE

ONLINE AD PRICES

Rates for Leaderboard or Side Panel

Leaderboard: \$225 per month/whole site or zoned, rotating based on volume.
Size: 728 x 90

BEVcommunity page: \$175 side bars and calendar rotating based on volume.
Size: 300 x 250



- Ask about combination deals for multiple products.
- Please provide jpg or gif artwork. Graphic support available for hourly fee.
- Ads rotate on the home page, all news pages and state-specific calendar pages.

OUR WEBSITE

When you place ads on our website, you place your products in front of two major buying audiences: on-premise and off-premise beverage professionals, and consumers who follow the industry (or their favorite brands).

TheBeverageJournal.com is the place to get information regarding licensee subscriptions and renewals, as well as local, regional and national news.

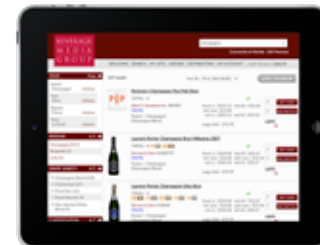
The Beverage Journal's **trade-only product and price website** offers secure log-in and enables licensees and staff access to brands, prices, wholesaler and supplier information, ratings, tasting notes and a suite of trade tools for planning, shopping and ordering, directly to wholesalers.

TheBeverageJournal.com offers a connection to the beverage industry (and the many people who follow it) on our **BEVcommunity** pages:

1. Submit your local news and past event photos
2. Submit your upcoming events
3. Follow local cocktail trends and recipes
4. Search past news topics and people in the news
5. Send us your email to receive monthly issue previews and news alerts



CONNECTICUT &
RHODE ISLAND WEBSITE



TRADE-ONLY
WHOLESALER ORDERING

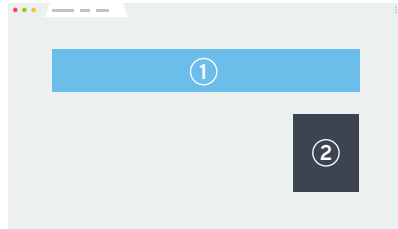


iOS
ORDERING APP

THE BEVERAGE JOURNAL WEBSITE

AD PLACEMENT

- 1) Leaderboard (728x90)
- 2) Side bar (300x250)



BEVCOMMUNITY

BEVcommunity serves a greater purpose beyond our digital footprint; it helps create and expand the online presence and SEO for the brands, people and companies featured in our news posts. Let BEVcommunity work for you.

Monthly site statistics via Google Analytics show Oct. 20, 2018 - Oct. 20, 2019 averages of:

Visits: **12,157** Users: **9,073** Returning Visitors: **3,179** New Visitors: **8,977**
Pages Per Visit: **1.61 - 2.03** Page Views: **19,531** Organic Search: **8,700**
Direct Search: **2,959** Social Share/Referrals: **452**

*Total time period annual page views, not counting repeated views: 234,376

The site stats are interpreted as: 33% are returning visitors, a percentage of licensed permittees/print subscribers who visit the site and use the secured trade site throughout the month, with 67% who are not necessarily the permittees logging in but others that follow the industry: Facebook or Twitter followers and shares from posted articles. The percentage of new and returning visitors continues to rise monthly.

TheBeverageJournal.com offers 24/7 access to the most comprehensive and trusted Connecticut and Rhode Island product information and resources for licensees, alongside the latest industry news for everyone. Shouldn't your product ads be there too?

HOW DOES BEVcommunity BENEFIT YOU

We use BEVcommunity as a gathering place. By sharing links from BEVcommunity via Facebook or Twitter we drive traffic to the site, where your ads are placed and your news is featured – double the fun, double the credibility, quadruple (or more!) the exposure.

YOU, too, can post links to any of our site's published news about your business from BEVcommunity via your Facebook pages or through tweets from your own Twitter account; that is the beauty, and the excitement. We all drive traffic to and from BEVcommunity – both trade and consumers – allowing you more bang for your buck.



THE BEVERAGE JOURNAL EDITORIAL CALENDAR 2020



JANUARY

TAKING STOCK OF 2020

Industry leaders weigh in on the latest trends.

NAPA VALLEY MAKEOVER

How iconic estates under new ownership are innovating while staying true to their roots.

SPACE 12/5/19 MATERIAL 12/10/19



FEBRUARY

UCO VALLEY HIGH

How this Mendoza sub-region is changing the conversation about Argentinean wines.

GETTING SMARTER ON INVENTORY

Tips on maximizing shelf space, inventory management and buying.

SPACE 1/5/20 MATERIAL 1/10/20



MARCH

SAKE INNOVATION

Brewers experiment with new styles.

EXPLORING WASHINGTON'S VALUE

A growing source of value & diversity.

CRAFT IRISH WHISKEY REVOLUTION

The new wave of small distillers.

SPACE 2/5/20 MATERIAL 2/10/20



APRIL

THE GROWING AGAVE SPECTRUM

Tequila innovates & mezcal hits a crossroads.

BEVERAGE LIST BALANCING ACT

Wine directors share strategies.

CRAFT BEER 2.0

What is the future of the craft movement?

SPACE 3/5/20 MATERIAL 3/10/20



MAY

THE NEW RULES OF ROSÉ

What is next for this crowded category?

RUM

Cocktails & the super-premium push.

RECLAIMING HYBRIDS

The non-Vinifera American wine movement.

SPACE 4/5/20 MATERIAL 4/10/20



JUNE

THE CANNABIS EVOLUTION

Making sense of the many ways cannabis & alcohol intersect.

GIN & BOTANICALS

A look at the widening flavor spectrum.

SPACE 5/5/20 MATERIAL 5/10/20



JULY

THE VODKA ISSUE

The future of flavors & superpremium vodka.

SUMMER DRINKING

RTDs, seltzers & cans take center stage.

WINE REGION TO WATCH: MACON

Burgundy's go-to value region.

SPACE 6/5/20 MATERIAL 6/10/20



AUGUST

2020 BARTENDERS TO WATCH

Beverage Media's Annual Mixology feature profiling the stars behind the bar.

SMART SELLING

How savvy retailers merchandise wine in a (somewhat) post-points world.

SPACE 7/5/20 MATERIAL 7/10/20



SEPTEMBER

THE WHISKY ISSUE

Single Malt price hikes, Canadian whiskey premiumization & the Japanese whisky news.

BOURBON BARREL-AGED WINE

Should it exist, who is drinking it, and is it here to stay?

SPACE 8/5/20 MATERIAL 8/10/20



OCTOBER

THE GREENING OF WINE & SPIRITS

Understanding and selling the growing number of green wine & spirits.

DIVERSITY DEEP DIVE

A look at inclusion and diversity in each tier of the wine and spirits industry—and where more progress is needed.

SPACE 9/5/20 MATERIAL 9/10/20



NOVEMBER

HOLIDAY BUYING ISSUE

Selling VAPs & beyond.

ZINFANDEL COMEBACK

Can a growing number of quality-driven producers make this often-disparaged grape cool again?

SPACE 10/5/20 MATERIAL 10/10/20



DECEMBER

THE SPARKLING WINE ISSUE

Maximizing Champagne sales, finding sparkling wine values around the world, plus a Prosecco pulse check.

NEW YEAR'S RESOLUTIONS

Be better, faster and more profitable in 2021.

SPACE 11/5/20 MATERIAL 11/10/20

BEVERAGE JOURNAL

CONNECTICUT & RHODE ISLAND

Connecticut Beverage Journal | Rhode Island Beverage Journal



PO Box 185159
2508 Whitney Avenue
Hamden, CT 06518



www.thebeveragejournal.com



203.288.3375