# A Trade Magazine... and So Much More!





## FabShop | MEDIA PLANNER

print • digital • sponsorship



2017/2018

# welcome



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> phone (360) 666-2392 fax (360) 666-2863

> info@fabshopnet.com fabshopnet.com fabshophop.com fabshopstore.com



As we celebrate our 20th anniversary, our commitment remains the same, an industry-leading resource dedicated to helping quilt and fabric retailers succeed.

For the past 20 years, FabShop has been at the center of the industry, helping you get in front of your customers through our print and digital channels. We are devoted to being your premier marketing partner by providing a full range of marketing solutions designed to connect you with new business opportunities.

66 I purchased several of your books at quilt market which have been most enlightening even after owning my shop for 20 years! Thank you. I've been a member since you started and can testify that your publications have greatly helped me be successful in husiness. 99

Carol Watkins, Loving Stitches
 Fayetteville, NC











## trade magazine advertising

...the resource for independent quilt and fabric retailers



DISTRIBUTION: 2,500

FREQUENCY: 6 issues per year

#### Added value for advertisers

- ♣ Leaderboard Ad on fabshopnet.com when you run a full -page ad 6x consecutively (\$1,800 value).
- Advertisers Resource Guide in the magazine, listing ad pages, website, and phone number.
- Online Advertisers Guide complete with ad image and link to advertiser's website.
- FabShop's Design Services team can create custom ads if needed at affordable rates.

## FabShop News magazine

- Business success stories
- Product sneak peeks
- Financial and operational guides
- Profiles of established and emerging designers
- Marketing and promotional strategies
- Spotlights on merchandising and display
- Industry and consumer trends
- Latest industry news

66 FabShop News is an excellent resource for our industry! I have a whole shelf of them. I read them from front to back. As a business owner without a formal education, they have been and are invaluable! 99

Debbie ChaseQuilters Quarters, (Retired)

The best magazine for relevent and useful business information in our industry!

## additional print opportunities

We offer unique and creative advertising opportunities to deliver your message and to make your brand stand out. Choose from fold-outs, booklets, inserts, and stand-alone supplements, plus more. Below are examples of a gatefold and a promotional insert.

## Custom Marketing Solutions

Our marketing team here at FabShop can help create and implement a customized marketing strategy for any of your advertising and distribution needs. We're here to find creative solutions that align with your brand and messaging, for maximum return on investment!

#### Custom solutions include:

- Campaign strategy, design, and implementation
- Advertising print and online
- Print marketing such as posters and signage
- Webinars
- eNews and digital communications
- eBlasts and announcements

Have a great idea to get your message out? Call today and we'll help make it happen!

## Promotional Insert

FabShop News magazine is delivered in a high-quality, clear protective mailing sleeve—which means just about anything can be added inside!

#### Ideas:

- Download code, sending customers to a special microsite or interactive catalog.
- CD featuring a product showcase or marketing resources.
- Printed postcard or booklet.
- Product sample (not fatter than a fat quarter, please).

#### Use this opportunity to:

- Announce new products or collect orders.
- Offer special in-store display materials to highlight your product's shelf space.
- Deliver specific staff education and drive hand-selling of your products.



6 Some of the best \$\$ we spend all year!🤊 🤊

 Kathy Miller Michael Miller Fabrics

## Gatefold

The gatefold is a 4-page advertorial that unfolds from FabShop News. That's FOUR FULL **PAGES** of content! Use it for product tips and tricks, display ideas, a behind-the-scenes look at your company, new product or service launches, order forms, and more.

Note: Advertisers provide all copy and high-resolution imagery unless additionally contracting FabShop's Design Services team to produce. Publisher reserves right to edit and use images and copy per discretion.



## premium advertising

Take your advertising message to the next level!

FabShop trade magazine premium advertising opportunities are more than just an ad in the magazine; these premier options are unique and stand out. Catch the attention of potential customers with one of these premium advertising placements.



## Cover Story

Take center stage with this custom package!

- Front cover of FabShop News
- Full-page product/company advertorial



FreeSpirit

## **Sponsored Content** Editorial benefits at your fingertips

Leverage FabShop News to position your company as an expert in the industry with an unbiased and informative article that brings value to our readers. With copy and images provided by you, this opportunity will give your company the exposure you need to stay top-of-mind and grow your customer list. Contact us today!



Elizabeth's Studio



Row by Row Experience

## ad specifications

## Magazine Ad Submission Specs

Ad Sizes	Inches
Full page spread	.16.75 x 10.875
Half page spread	.16.75 x 5.438
Full page ad	.8.375 x 10.875
1/2 page island	.4.375 x 7.375
1/2 page - horizontal	.7.25 x 4.688
1/2 page - vertical	.3.5 x 9.625
1/4 page ad	.3.5 x 4.688

#### **Art Specifications**

Digital art is the preferred medium. Ad elements must be gray scale or CMYK color - not RGB.

#### Preferred Format

A press-ready PDF (CMYK, not RGB or spot color).

Photoshop TIFF or EPS files or Illustrator EPS file with all fonts converted to outline and images embedded. Resolution of any photo images or tints must be 300dpi and placed at 100% of size. Line art should be a minimum of 600dpi resolution. Include any fonts and images placed (linked) or embedded in the file.

A packaged InDesign CC file may also be sent, together with all linked 300 or 600dpi images and all fonts. Fonts must be Macintosh Postscript fonts. Placed images should be 100% of size.

#### Nonstandard Sizing or Formats

All ads must be the size of the space reserved. The Publisher reserves the right to modify ads to fit size and file format specifications. Changes will be billed at the current hourly rate.

#### Color Proofs

Please provide a clear laser or inkjet proof for reference. The magazine is printed to "pleasing color." Therefore, color may vary from proof.

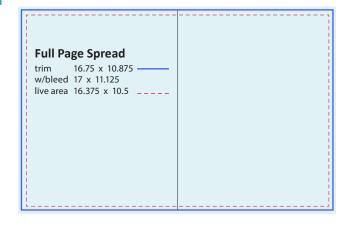
#### Ad Materials Submission Information

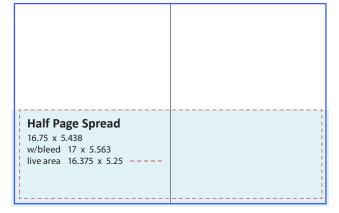
Mail CDs, disks & proofs to:

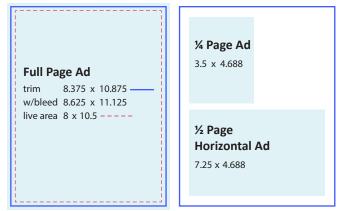
The Fabric Shop Network, Inc. - Design Service P.O. Box 820128, Vancouver, WA 98682-0003

#### FTP Access:

Please email your request to info@fabshopnet.com. Files smaller than 10MB may be sent as email attachments to the above email address, with a confirming email (without file) to laurie.harsh@fabshopnet.com.









## FabShop News magazine

## Advertising Reservation Contract





## ☐ Visa ☐ MasterCard Credit Card # Card Exp. date \_\_\_\_\_ CCV# \_\_\_\_ State \_\_\_\_\_Zip\_\_\_\_\_ Signature: **AGREEMENT** Fax l agree to the terms and provisions stated on page 8 of FabShop Media Kit, and certify that all information, artwork, and photographs provided by me are unencumbered by copyright(s), both U.S. and foreign. Email Ad Agency Contact Information: Authorized Signature Date

## terms & provisions



## Advertising Terms & Provisions for FabShop News Magazine

- A. Rate Card #2017-A effective January 1, 2017.
- B. Positioning of advertisements is at the discretion of the publisher. Requested positions are guaranteed only as space permits and when accompanied by a 10% preferred positioning premium on the gross insertion rate.
- C. Cancellations/changes will not be accepted by the publisher after the published closing date.
- D. Cancellations prior to closing date must be in writing and are not considered accepted until confirmed in writing by the publisher. 50% cancellation penalty will be applied to the remaining contract.
- E. Front cover, left-center spread, and back covers are non-cancellable at all times.
- F. All payments are nonrefundable.
- G. Prepayment is required for all firsttime advertisers. Thereafter, the advertiser can set up an account with FabShop News (FSN).
- H. Unless otherwise indicated, all payments are due upon receipt of invoice. Payments received later than thirty (30) days after invoice shall be subject to annual interest at the rate of 18% or the highest permitted by state law.
- I. Advertiser is ultimately responsible and liable for payment for advertising placed by agency in the event the agency defaults payment to the publisher.

- J. There is a \$35.00 charge for any check returned for nonpayment.
- K. If any account becomes delinquent and is sent to a collection agency or attorney, or becomes the subject of litigation, advertiser is liable for the payments due, interest charges, and the cost and expenses of collections, attorneys fees, and litigation.
- L. Advertiser and advertising agency assume liability for all content of advertisements printed and for any claims arising therefrom made against the publisher.
- M. Publisher shall not be liable for any failure to print, publish, or circulate all or any portion of an issue in which an advertisement accepted by the publisher is contained if such failure is due to acts of God, strikes, accidents, or other circumstances beyond the publisher's control.
- N. In consideration of publication of an advertisement, the advertiser and agency, jointly and severally, will indemnify and hold harmless the magazine, its officers, agents, and employees against expenses (including legal fees) and losses resulting from publication of the contents of the advertisement, including without limitation, claims or suits for libel, violation of right of privacy, copyright infringement, or plagiarism.
- O. No conditions, printed or otherwise, appearing on the contract, order, or copy instructions that conflict with the publisher's policies will be binding on the publisher.

- P. All oral instructions regarding contract or insertion must be followed up in writing.
- Q. Failure to make the order correspond in price or otherwise with the rate schedule is regarded only as a clerical error. Publication is made and charged for at the rates in effect at the time of publication without further notice.
- R. Cancellation of space contract by the advertiser or its agency forfeits the right to position protection and/ or the contract rate. The rate on past and subsequent insertions will be adjusted to conform with the actual space used at current rates.
- S. The forwarding of an order is construed as an acceptance of all rates and conditions under which advertising is at the time sold.
- T. Publisher reserves the right to decline advertising that does not meet with the publisher's approval.
- U. Upon written request, the publisher will attempt to return all ad materials sent in by the advertiser (props, models, product, etc.)to the advertiser, but shall not be held liable for damaged, lost, or unreturned goods.
- V. All ad files executed by the publisher at no charge remains the property of the publisher.

## design services

# graphic SIGN

Let our design department create it for you. Call today!

#### targeted comprehensive creative design solutions

logo design print ads web ads web graphics social media graphics marketing materials e-news graphics business cards brochures posters flyers signage postcards billboards promotional items



trade magazine ads



trade/retail magazine ads



shop re-branding logo design



movie theater ads



event bookmarks



e-news header & footer





marketing materials - postcards



online ads





web badges/buttons/banners

## email marketing



Feature your leaderboard ad at the top of our regular Membership emails.

## eNewsletter Leaderboard Ad

Feature your ad at the top of our regular Membership emails and create top-of-mind awareness for your business. FabShop Members are fabric and guilt shopowners looking for the latest and greatest merchandise to carry in their brick-and-mortar and online shops.

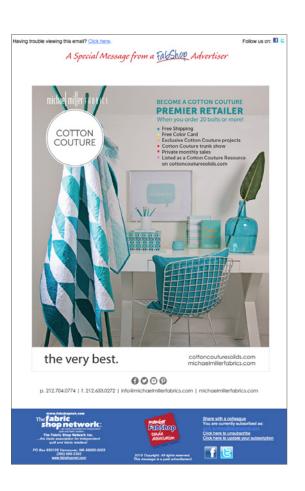
AD SIZE (pixels)	FILE TYPES	1x per month	2x per month	3x per month	4x per month
Leaderboard 728 x 90px	GIF or JPG	\$550	\$500	\$450	\$400

## Special Offer **Email Marketing**

Create an exclusive "Special Offer to FabShop Members" and partner with FabShop to send an eBlast to shopowners worldwide! Get dedicated attention with an exclusive email feature to shopowners worldwide.

AD SIZE (pixels)	FILE TYPES	1x	3x	6x
HTML 750px wide	HTML	\$950 ea	\$900 ea	\$850 ea

Get the attention of shopowners worldwide!



## advertising online

## Ads on tabshopnet.com

#### Rotating Leaderboard, Banner, and Sidebar Ads

Run-of-site rotating ads help you gain awareness, promote news and specials, and drive traffic to your site. These opportunities connect your products with our shopowner members as they visit FabShop's Web presence —where they come for the latest and greatest industry information.

fabshopnet.com is the portal to all of FabShop's resources. It's a hub for our members-only area, blogs, worldwide events, magazines, education, and more. All of FabShop's Member communications connect shopowners with this URL, making it a great value to reach them all effectively.

## Connect your products with shopowners as they visit fabshopnet.com.

AD SIZES (pixels)	FILE TYPES*	MAX FILE SIZE	ONE MONTH	THREE MONTHS	SIX MONTHS
<b>Leaderboard Ad</b> 728 x 90px	GIF or JPG	50k	\$150	\$350	\$550
Banner Ad 468 x 60px	GIF or JPG	30k	\$100	\$225	\$400
Sidebar Ad 150 x 300px	GIF or JPG	30k	\$150	\$350	\$550
Sidebar Ad 150 x 150px	GIF or JPG	30k	\$100	\$225	\$400

<sup>\*</sup> Note: Flash files are not supported at this time.

66 It's the place to be seen when advertising to the trade! 99

 Kathy Miller Michael Miller Fabrics

> **FabShop News** is read from cover to cover by its readers. They save **EVERY ISSUE!**



## advertising online

## webcentsmagazine.com



Promote your company on webcentsmagazine.com, the business resource for creative retailers, for the latest information and what's trending in Web retailing, business and social media.

Find great articles and training on:

- Trends
- Mobile Commerce
- Marketing
- Technology

- Training
- Track
- e-Commerce
- Resources

#### 1 Month

- A Video Spotlight..... □ \$500
- B Slider Spotlight ..... □ \$750
- C Sponsor Post ..... □ \$650
- D Video Ad ..... □ \$400
  - 1 Month 3 Months 6 Months
- E Leaderboard ...... □ \$150 ...... □ \$350 ...... □ \$550 (728 x 90)

Above the fold. Max file size - 50k maximum, GIF, JPG, or PNG

F Sidebar – tall...... □ \$150 ...... □ \$350 ...... □ \$550 (225 x 450)

Max file size - 50k maximum, GIF, JPG, or PNG

G Sidebar – square ....... □ \$100 ....... □ \$225 ...... □ \$400 (225 x 225)

Max file size - 30k maximum, GIF, JPG, or PNG

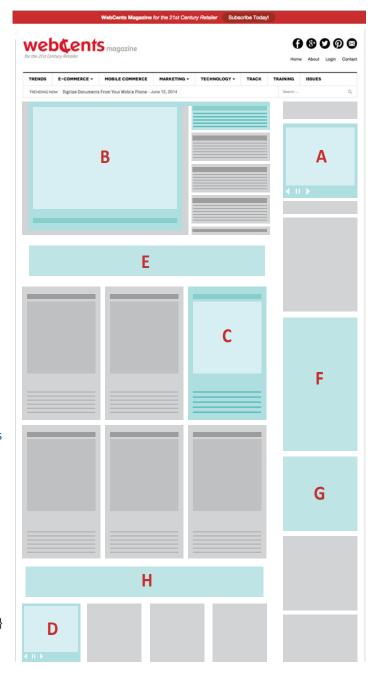
H Leaderboard...... □ \$100 ...... □ \$225 ...... □ \$400} (728 x 90)

Below the fold. Max file size - 50k maximum, GIF, JPG, or PNG

Animated GIF - max of 3 loops and 7 seconds

### Why advertise with webcentsmagazine.com

- Put your company's name in the spotlight!
- Reach a highly targeted market
- Make a real impact on your prospective customers
- The best value for your marketing dollar, providing optimal effectiveness
- Ads are rapidly put into circulation giving you a competitive advantage



# FabShop Online Advertising Reservation Contract

tabs	hop	net.	.com
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	1 Month	3 Months	6 Months
Leaderboard (728 x 90px)	□ \$150	□ \$350	□ \$550
Banner (468 x 60px)	□ \$100	□ \$225	□ \$400
Sidebar (150 x 300px)	□ \$150	□ \$350	□ \$550
Sidebar (150 x 150px)	□ \$100	□ \$225	□ \$400

File Type: GIF or JPG only. See file requirements on page 11

## webcentsmagazine.com

	1 Month	3	Months	6 Months
A Video Spotlight	□ \$500			
B Slider Spotlight	□ \$750			
C Sponsor Post	□ \$650			
D Video Ad	□ \$400			
E Leaderboard (728 x 90) Above the fold	□ \$150		\$350	□ \$550
F Sidebar - tall (225 x 450)	□ \$150		\$350	□ \$550
<b>G</b> Sidebar - square (225 x 225)	□ \$100		\$225	□ \$400
H Leaderboard (728 x 90) Below the fold	□ \$100		\$225	□ \$400

File Type: GIF or JPG only. See file requirements on page 12

## Special Offer Email Marketing

FabShop	1 x	3 x	6 x
Special Dedicated eBlast	\$950 ea	□ \$900 ea	□ \$850 e
Provide HTML file with all links directed	back to you	r server	

## FabShop eNewsletter Advertising

•			•
	1 x	3 x	6 x
FabShop E-Newsletter Leaderboard Ad	□ \$550 ea	□ \$500 ea	□ \$400 ea
Provide HTML file with all links directed	ed back to you	ır server	
Return this reservatio	n contr	act to:	

The Fabric Shop Network, Inc. P.O. Box 820128, Vancouver WA 98682-0003 (360) 666-2863 fax laurie.harsh@fabshopnet.com

FABSHOP NEWS ADVERTISER INFORMATION	AD INSERTION COST				
PLEASE PRINT CLEARLY	\$fabshopnet.com	FabShop Special Dedicated eBlast			
Name	\$webcentsmagazine.com \$	FabShop eNewsletter Advertising			
Company	\$TOTAL DUE Payment: □ Check □ I	Bill Me □ Visa □ MasterCard			
Address	Credit Card #				
City	Card Exp. date CC	V#			
State Zip	Signature:				
Phone Fax	AGREEMENT				
Email	I agree to the terms and provisions stated on page 8 of FabShop Media and photographs provided by me are unencumbered by copyright(s), by the contract of the copyright (s), by the copyright (s) and the copyright (s) and the copyright (s) are the copyright (s) and the copyright (s) and the copyright (s) are the copyright (s) and the copyright (s) are the copyright (s) and the copyright (s) and the copyright (s) and the copyright (s) and the copyright (s) are the copyright (s) and the copyright (s) and the copyright (s) are				
Ad Agency Contact Information:					
	Authorized Signature				
	Title	 Date			

## sponsorship

Showcase your company's products and support of the independent fabric retailing community by sponsoring these trade and consumer programs.

## tabshophop.com

The FabShop Hop<sup>™</sup>—the first online shop hop—has been the premier online shop hop for quilters and sewers, inspiring them to hop and shop online at independent stores for fabric, books, notions, and all other quilting and sewing supplies.

This proven online promotion attracts thousands of shoppers to our members online shops, increasing their website's traffic, exposure, and sales.

**Approximately 65%** of our website traffic comesfrom FabShop Hops, and revenue from these hoppers accounts for 70-75% of our online revenue! FabShop Hops are extremely significant for our business. It's the best program ever!

> Marsha Doyenne, **Fabric Essentials**

Your donation of \$500 retail value could be fabric, sergers, sewing machines, guilting machines, cabinets, pressing equipment, or quilting/sewing cruises.

#### As the Grand Prize Sponsor you receive the following:

- Listing in related advertising and social media
- Leaderboard ad on fabshophop.com
- Your logo on the Grand Prize sponsor page: grandprizesponsors.asp for the month sponsored
- Your company will be mentioned in the weekly FabShop Hop eNews along with a link to your website



## FabShop's Quilt Market Kickoff Dinner

Twice each year, FabShop hosts a popular Members-only dinner celebration for a fee before Spring and Fall Quilt Market. Premier dinner sponsors are thanked with demo tables, dinner tickets, a dedicated pre-Market eNewsletter to shopowners worldwide, exposure in our Market



wrap-up report, and on-stage mentions during the celebration. We also highlight Door Prize Sponsors and Table Sponsors.

Sponsorship opportunities include: premier sponsorship, door prizes, table sponsors, and centerpiece sponsors.

To sponsor a program or to find out more, please contact us at: (360) 666-2392 or info@fabshopnet.com



## **Support shopping local!**

## Fabric Shoppers Unite

Unite with a worldwide network of independent guilt and fabric shops, that have joined forces to promote shopping independents. Show your support, share the message, and become a campaign sponsor! Go to fabricshoppersunite.com where shoppers and shop owners go to make a difference, get the latest industry news, find a new favorite guilt shop, and support the cause. We welcome the opportunity to discuss how your company can get involved. Call us today!



## FabShop Worldwide Events

FabShop hosts three annual Worldwide Events: Local Quilt Shop Day, Worldwide Quilting Day, and I Love Fabric Days. Participating shops use the events to attract new customers, grow their sales, and encourage customers to shop locally. Sponsorship opportunities include: giveaways to participating shops in each event, plus more. Call us today!







Michael Miller Fabrics



Maywood Studio



Northcott



FreeSpirit - Westminster Fibers



Riley Blake Designs



Studioe Fabrics



**Andover Fabrics** 



Marcus Fabrics



Timeless Treasures Fabrics

