

... the leading B2B source of information for the international fruit processing industry

MEDIA-PLANNER 2017 update



Thursday 20014.

**State Force | Comment | Com

- MAGAZINE
 - print
 - digital
- **NEWSLETTER**
 - WEBSITE



www.fruit-processing.com





FRUIT PROCESSING is the leading B2B source of information for the international fruit processing industry!

With a reputation built on a 27-year history, the international peer-reviewed magazine designed especially for companies of the fruit juice and soft drinks industry and their suppliers delivers comprehensive and insightful analysis of key industry concerns.

Today's fruit juice and soft drinks professionals are eager for valuable, relevant content that offers solutions to their problems. To stay current, informed and competitive they rely on FRUIT PROCESSING.

For those engaged in juice and soft drinks activities, FRUIT PROCESSING provides current news, research reports, market price reports, trends and future developments. If you want to reach the juice industry's key decision makers, FRUIT PROCESSING magazine is the best choice for getting your message to the industry.

FRUIT PROCESSING offers 11 issues per year: 6 print and digital editions and 5 digital editions!

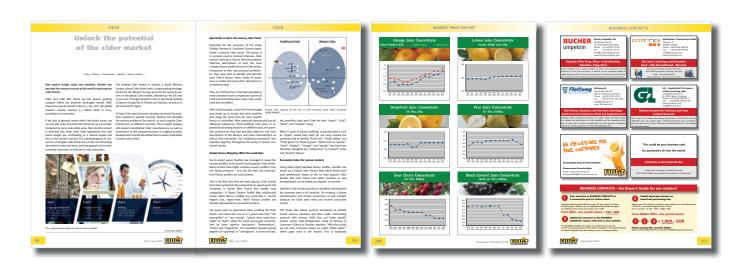


FRUIT PROCESSING offers advertisers the full array of touch points

— print, electronic and online —

for connecting with the industry decision makers and buyers, to help them tackle key business challenges and get their jobs done better and more efficiently.

EDITORIAL FEATURES



Editorial Coverage:

• Fruit Processing • Production • Packaging • Filling • Labelling • Market Price Report • Business News • International Markets • Plant Technology • Science & Research • Quality Control & Analytics • Marketing • Market Data • Business Contacts • Exhibitions & Conferences • Product Development • Flavours • Ingredients • Colours • Sweeteners ...

CIRCULATION & READERSHIP



Reach out for your target group and contact decision makers and top executives worldwide.

Distributed circulation: 4,412

(Average circulation from January 2016 to December 2016)
Readers per copy: 3 – 4, reaches an audience of approx. 15,400 readers per issue!

Readership per Business Type		Readership per Job Function	
Soft Drinks Industry Fruit Juice Industry Suppliers Institutions	44 % 34 % 18 % 4 %	CEO/Senior Management Technical Management R&D/Product Development Science & Research Marketing	51 % 26 % 10 % 7 % 6 %
Geographic Distribution			
Western Europe Eastern Europe Asia North America South America Middle East Australia/NZ Africa	28 % 13 % 22 % 14 % 9 % 8 % 4 % 2 %	Major part of the typical readecision makers with a high background, superior quality and motivation.	h educational

160,000 **FRUIT PROCESSING** Your ad in **FRUIT PROCESSING** and JUICY NEWS readers per combined = print/digital issue countries **PLUS** 83 % subscribers to contacts a year! **PLUS JUICY NEWS** of readers are every week subscribers e-papers a year



EDITORIAL CALENDAR print + digital

January 1/2017 print + digital			January 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 02.01.2017 Ad Close: 11.01.2017 Publication Date: 31.01.2017	 Intralogistics, Storage, Motor Pool Filtration and Separation Quality Control and Analytics Tanks, Pumps, Fittings 	Beverage Innovations and Trends Business News Price Barometer: Market Price Report Business Contacts	International Green Week, Berlin/D, 20-29 January 2017
February 2/2017 di	igital		February 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 01.02.2017 Ad Close: 15.02.2017 Publication Date: 28.02.2017	 Flavours & Ingredients Clean Labelling Bio and Wellness Drinks 	 Beverage Innovations and Trends Business News Business Contacts 	BIOFACH + Vivaness, Nuremberg/D, 15-18 February 2017 Beviale Moscow, Moscow/RUS, 28 February -02 March 201 Gulfood, Dubai/UAE, 26 February - 02 March 2017
March 3/2017 print	t + digital		March 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 01.03.2017 Ad Close: 06.03.2017 Publication Date: 31.03.2017	 Process Measuring & Control Technology Packaging – interpack 2017 Extraction Systems Bio and Wellness Drinks 	Beverage Innovations and Trends Business News Price Barometer: Market Price Report Business Contacts	Bevtec Asia, Bangkok/TH, 1-3 March 2017 Dubai Drink Technology Expo, Dubai/UAE, 7-9 March 2017 agrofood Nigeria, Lagos/NGR, 28-30 March 2017
April 4/2017 digita	it .		April 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 03.04.2017 Ad Close: 13.04.2017 Publication Date: 28.04.2017	 Hygienic Design Packaging – Caps and Closures Fiber, Probiotics, Nutrients 	 Beverage Innovations and Trends Business News Business Contacts 	ProFood Tech, Chicago, IL/USA, 4-6 April 2017
May 5/2017 print +	- digital		May 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 28.04.2017 Ad Close: 05.05.2017 Publication Date: 31.05.2017	 Smart Factory – Industry 4.0 Quality Control and Analytics Flavours, Colours, Sweeteners Labelling 	 Beverage Innovations and Trends Business News Price Barometer: Market Price Report Business Contacts 	interpack, Düsseldorf/D, 4-10 May 2017 Vitafoods Europe, Geneva/CH, 9-11 May 2017 iran food ingredients, Tehran/IR, 22-25 May 2017
June 6/2017 digital			June 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 02.06.2017 Ad Close: 14.06.2017	Product DevelopmentPackaging DesignFunctional Drinks	Beverage Innovations and TrendsBusiness NewsBusiness Contacts	PROPACK ASIA, Bangkok/TH, 14-17 June 2017 IFT, Las Vegas, NV/USA, 25-28 June 2017



EDITORIAL CALENDAR print + digital

July 7/2017 print + digital			July 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 30.06.2017 Ad Close: 05.07.2017 Publication Date: 31.07.2017	 Filling Systems Flavours, Colours, Sweeteners Preview – drinktec 2017 Energy Management 	Beverage Innovations and Trends Business News Price Barometer: Market Price Report Business Contacts	
August 8/2017 dig	ital		August 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 01.08.2017 Ad Close: 16.08.2017 Publication Date: 31.08.2017	Superfruits Preview – drinktec 2017 Health Drinks	 Beverage Innovations and Trends Business News Business Contacts 	ANUTEC – Int. FoodTec India, Mumbai/IND, 21-23 August 2017
September 9/2017	print + digital		September 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 28.08.2017 Ad Close: 05.09.2017 Publication Date: 29.09.2017	Process TechnologyAnalyticsEnzymatic Treatment	Beverage Innovations and Trends Business News Business Contacts	drinktec, Munich/D, 11-15 September 2017 Process Expo, Chicago, IL/USA 19-22 September 2017 PACKEXPO, Las Vegas/USA, 25-27 September 2017
October 10/2017 (ligital		October 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 02.10.2017 Ad Close: 16.10.2017 Publication Date: 31.10.2017	 Conveyor Systems Clean Labelling Flavours & Ingredients – FIE Europe 	 Beverage Innovations and Trends Business News Price Barometer: Market Price Report Business Contacts 	ANUGA, Cologne/D, 7-11 October 2017
November/December	er 11-12/2017 print + digital		November/December 2017
Deadlines	Topics	Markets, Products, Marketing	Exhibitions & Conferences
Editorial Deadline: 02.11.2017 Ad Close: 09.11.2017 Publication Date:	Information TechnologyAseptic FillingHot Drinks	 Beverage Innovations and Trends Business News Business Contacts 	CHINA FOODTECH, Beijing/CN, 1-3 November 2017 FiEurope, Frankfurt/D 28-30 November 2017

As of 2017 FRUIT PROCESSING offers 11 issues:

6 times a year combined print and digital editions and in addition 5 digital editions!

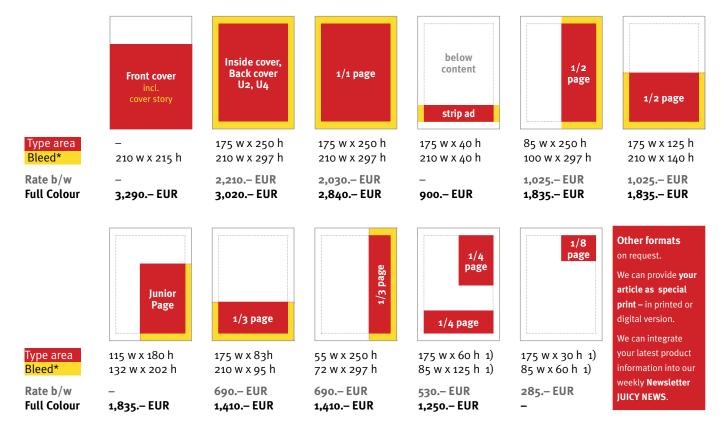
We stay in touch with our readers ...

Ad close for January 2018 is on January 10, 2018.

30.11.2017



PRINT: AD RATES, FORMATS & SPECS



Width x Height in mm

* Please add 3 mm for trimming. 5 % surcharge for bleed ads.

1) only type area format

All rates + VAT, if applicable.

Material Requirements

Size of Magazine: 297 mm x 210 mm (DIN A4)

 $Please \ note \ that \ for \ technical \ reasons \ all \ colour \ shades \ (e.g. \ Pantone \ or \ HKS) \ must \ be \ converted \ to \ CMYK \ format.$

If you provide camera ready artwork, the following is required:

Platforms: Files are Macintosh Platform

Supported Applications: InDesign · QuarkXpress · Adobe Photoshop · Adobe Illustrator · Adobe Acrobat Digital file submission: All materials submitted are subject to review by the production department.

Advertisers may also sent their files electronically using our ftp site.

Format: All images to be supplied in eps, tif or jpg must provide a resolution of 300 dpi minimum.

pdf: We accept PDFs generated by Adobe Acrobat Distiller, preferably PDF X3. For print publishing, PDF files

must be pressoptimized (press-ready; suitable for web-offset printing). Depending on the default settings in your design application, just clicking "Export to PDF" may produce a PDF file that would be fine for website viewing or emailing, but is not properly saved for print publishing. It might not embed the typefaces used, have sufficient resolution or include necessary color management information. It also might not be resizable to the mechanical specifications of the advertising space size. Correct settings — the PDF distiller options—must be selected and used to produce a press-optimized PDF. We do not accept Word, Corel Draw, Excel, Freehand, Publisher, Powerpoint files, PDFs derived from

these applications or PDFs generated directly out of these applications.

PLEASE NOTE: AN ADDITIONAL CHARGE will be made for material which does not comply with

copy requirements or which requires alteration.

Fonts: Fonts to be supplied as printer and screen fonts or text should be changed in graphics. True Type fonts are

not accepted, and will be replaced if sent.

File Resolution: Four-colour CMYK – 300 dpi at 100 % print size saved in TIFF or EPS format.

Black & White Line Art – 1,200 dpi at 100 % print size.

Method of Printing: Offset printing up to 60-line screen

(We cannot accept responsibility if above specifications are not followed with submitted materials and we must make substitutions in order to run production successfully)

DIGITAL: AD RATES & FORMATS





Width x Height in mm
All rates + VAT, if applicable.

Full Colour

For all editions: Book 4 advertisements with the same size/rate and get the fifth for free!

846.- EUR

Material Requirements

Size of Magazine: 297 mm x 210 mm (DIN A4)

1,101.- EUR

For digital editions we accept colours in RGB or CMYK format.

Platforms: Files are Macintosh Platform

Supported Applications: InDesign · Adobe Photoshop · Adobe Illustrator · Adobe Acrobat

Digital file submission: All materials submitted are subject to review by the production department.

Advertisers may also sent their files electronically using our ftp site.

Format: All images to be supplied in eps, tif or jpg must provide a resolution of 300 dpi minimum.

pdf: We accept PDFs generated by Adobe Acrobat Distiller.

846.- EUR

We do not accept Word, Corel Draw, Excel, Freehand, Publisher, Powerpoint files, PDFs derived from

750.- EUR

these applications or PDFs generated directly out of these applications.

PLEASE NOTE: AN ADDITIONAL CHARGE will be made for material which does not comply with

copy requirements or which requires alteration.

Fonts: Fonts to be supplied as printer and screen fonts or text should be changed in graphics. True Type fonts are

not accepted, and will be replaced if sent.

File Resolution: RGB or four-colour CMYK – 300 dpi at 100 % print size saved in TIFF or EPS format.

Black & White Line Art – 1,200 dpi at 100 % print size.

(We cannot accept responsibility if above specifications are not followed with submitted materials and we must make substitutions in order to run production successfully)

Do not forget to provide us with the website where the ad should be linked to!



Business Contacts



The Business Contacts section is published in every issue, offering an all-year-round presentation to the target group as annual ad order.

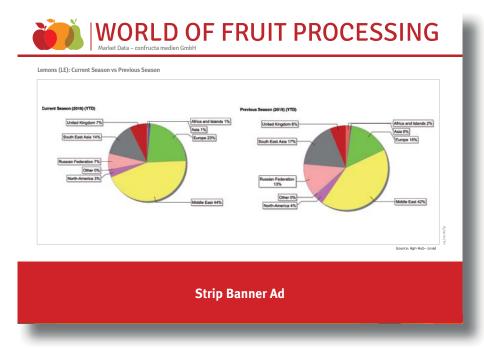
All entries have a standardised format of 85 mm width and 55 mm height (business card format). The entry includes **logo**, **contact details**, **up to 4 highlighted keywords** to best describe the products and services of your company and one field for individual text or further keywords .

A Business Contact campaign is available on a yearly basis (11 issues) with 720.— EUR per year.

The Cross-Media-Special offer for 2017:

Basic entry (print) + linked e-paper + linked banner on www.fruit-processing.com: 1,800.— EUR (contract period 1 year or 11 issues)

Exclusive Sponsor on "World of Fruit Processing: Market Data"



With World of Fruit Processing: Market Data, the trade magazine FRUIT PROCESSING provides **one chart per issue giving facts and figures** month by month with all the information that our readers need for their decisions.

World of Fruit Processing: Market Data combines actuality and, at the same time, offers all advantages of a permanent advertising opportunity, reaching key customers at attractive rates. From analyses we know that these valuable statistics are not only an impressive argument for a quick reading of the magazines, but they are collected and archived.

The chart is placed on the back inside cover.

Ad size: 297 mm x 40 mm + 3mm for trimming

Basic Rate 4c: 350.— EUR for print + digital edition, 210.— EUR for e-paper edition

optional link in the online magazine: 50.- EUR

In times of well-thought out and clever use of advertising budgets, we concentrate on real benefits for optimised effect of your communication content.

PRINT: AD SPECIALS, DISCOUNTS



Classified advertisements

15 % discount on the regular rates, page 6.

Loose Inserts (no discounts given on inserts)

2 pages: height up to 295 mm, width up to 200 mm, weight up to 25 grams, per thousand copies 440.— EUR 4 and more pages on request

Bound Inserts (no discounts given on inserts)

2 pages, size to be submitted: height 303 mm, width 216 mm (untrimmed) 1,600.— EUR 4 pages, size to be submitted: height 303 mm, width 432 mm (untrimmed, unfolded) 3,110.— EUR

Additional costs for postage on request.

Reprints

Having your article reprinted by FRUIT PROCESSING enables you to hand out glossy promotion material to your clients, prospects (on request) and leads, in for instance information packages, mailings or at conferences and exhibitions. Reprints are printed in our standard format (DIN A4). The front page will be designed according to standard specifications. The paper quality is 115 resp. 135 grams/m².

Special Prints in PDF format are offered as well. We will be pleased to submit specific quotations.



Discounts

Agency Commission is 15 %.

A 10 % discount is granted on combined bookings for FRUIT PROCESSING and FLÜSSIGES OBST (expert magazine for the German speaking fruit juice and soft drinks industry in Europe), same size, same issue. Inserts and additional technical costs are not subject to discount.

In case of orders to be executed within one year, the following discounts apply:

	uency Discounts epeated publicat	on (uniform size) of at least		olume Disco or orders con	ounts on prising at least			
3	insertions	5 %	2	pages	3 %	8	pages	15 %
6	insertions	10 %	3	pages	5 %	12	pages	20 %
12	insertions	15 %	6	pages	10 %			





JUICY NEWS – hot off the press

The newsletter provides current business news and up-to-date market information on beverage development, production, marketing, product innovations as well as information on events.

Target Group

The newsletter is sent to subscribers who are interested in up-to-date topics and trends in the beverage and fruit processing industry. The personalized e-mail newsletter reaches decision-makers, top executives and buyers from industry and trade involved in the beverage industry.

Frequency

weekly

Circulation

over 9,000 subscribers

Data Format

HTML

Banner Advertising

Top Banner

placed between the first and second topic. format: 660 x 120 pixels, static or GIF animated rate per insertion

1 X	3 X	6 x
400 EUR	300 EUR	250 EUR

Base Banner

placed at the bottom of the newsletter. format: 660 x 200 pixels, static or GIF animated rate per insertion

1 X	3 X	6 x
300 EUR	250 EUR	200 EUR

All prices plus VAT, if applicable.

Technical Specs

Data formats for banners: jpg (RGB), 72 dpi, max. 150 KB

Publisher

confructa medien GmbH

Contact Persons

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Advertising: Cornelia Hebbe, Sales Manager

cornelia.hebbe@confructa-medien.com, phone +49 (o) 2634 9235-16

JUICY NEWS – sponsored newsletter

A JUICY NEWS newsletter dedicated to just one sponsor: provides exactly the information focused on your company/products you want to spread. Choose between one or three topics, each including one photo, and place a banner ad.

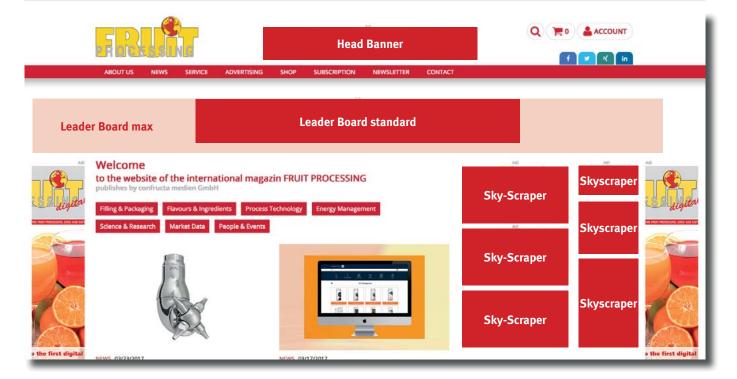
1 X	3 X
1,500 EUR	3,600 EUR



Take aim at potential customers: Your message goes directly to 9,000 + personalized recipients.

PROCESSING

DIGITAL: NEW WEBSITE www.fruit-processing.com



The website fruit-processing.com is an established and highly frequented news portal which is kept up to date by our editorial staff. Therefore it is an excellent cross-marketing platform for innovative suppliers who aim to position themselves successfully in the fruit juice and soft drinks industry.

Beside the digital issues of FRUIT PROCESSING the following sources of information and sub-sites are available: daily news · readers service · advertising · business contacts · media kit · password protected access for online subscribers.

Target Group

Decision-makers from industry and trade and their supplying industries

Website Traffic

Average monthly unique users: 30.567 Average monthly page impressions: 69.565

Banner Advertising (price per month)

Head Banner	468 x 60 pixels	350.– EUR/month
Leader Board std. Leader Board max	728 x 90 pixels 1250 x 120 pixels	550.– EUR/month 750.– EUR/month
Sky-Scraper	240 x 120 pixels 240 x 240 pixels 240 x 480 pixels	250.— EUR/month 400.— EUR/month 600.— EUR/month
	120 x 120 pixels 120 x 240 pixels 120 x 360 pixels	150.— EUR/month 200.— EUR/month 300.— EUR/month
Pop-Up Banner	500 x 500 pixels	225.– EUR/week

Banner advertising can only be booked for a successive period of time. Each banner is linked to your website.

Submit Creative

5 days prior to the start of the campaign

Technical Specs

Formats: gif, jpg, swf

Banner: File size up to 80 kb

www.facebook.com/confructa.medien



twitter.com/confructamedien





Any questions? Squeeze us dry!



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