

## CONTACT US

### ADVERTISING SALES

#### PUBLISHER

**RANDY GREEN**  
T: 248-244-6498 | F: 248-244-3914  
greenr@bnpmedia.com

#### NATIONAL SALES MANAGER

**GEORGE MISKO**  
T: 610-866-6686 | F: 248-502-1015  
miskog@bnpmedia.com

#### INSIDE SALES

**MICHAEL GUERIN**  
T: 847-405-4078  
guerinm@bnpmedia.com

#### CLASSIFIED SALES

**CATHERINE WYNN**  
T: 847-405-4010 | F: 248-502-9109  
wynnc@bnpmedia.com

### EDITORIAL

#### EDITOR-IN-CHIEF

**ELISABETH CUNEO**  
T: 248-244-1722  
cuneoe@bnpmedia.com

#### ASSOCIATE EDITOR

**JENNIFER LADUKE**  
T: 248-786-1628  
ladukej@bnpmedia.com

### PRODUCTION

#### PRODUCTION MANAGER

**VINCE MICONI**  
T: 248-244-6254 | F: 248-244-3919  
miconiv@bnpmedia.com

### REPRINTS

#### JILL DEVRIES

T: 248-244-1726  
devriesj@bnpmedia.com

### LIST RENTALS

#### KEVIN COLLOPY

T: 402-836-6265  
kevin.collopy@infogroup.com

### PRINT RATES

	1x	3x	6x	12x	18x
FULL PAGE	\$6,985	\$6,685	\$6,430	\$6,180	\$5,945
2/3 PAGE	\$5,525	\$5,305	\$5,100	\$4,845	\$4,700
1/2 PAGE (ISLAND)	\$5,195	\$4,975	\$4,740	\$4,595	\$4,410
1/2 PAGE	\$4,555	\$4,380	\$4,205	\$4,040	\$3,865
1/3 PAGE	\$3,060	\$2,930	\$2,805	\$2,710	\$2,575
1/4 PAGE	\$2,515	\$2,415	\$2,330	\$2,205	\$2,135
COVER 2*	\$10,105	\$9,705	\$9,335		
COVER 3*	\$10,075	\$9,765	\$9,385		
COVER 4*	\$10,375	\$9,965	\$9,570		

\*Includes Bleed and Color

	(NON-BLEED) INCHES (WIDTH X DEPTH)	(BLEED) INCHES (WIDTH X DEPTH)
SPREAD	NA	16.25" x 11"
FULL PAGE	7" x 10"	8.25" x 11"
2/3 PAGE	4.5" x 10"	5.1875" x 11"
1/2 PAGE (VERT.)	3.375" x 10"	4" x 11"
1/2 PAGE (HORIZ.)	7" x 4.875"	8.25" x 5.375"
1/2 PAGE (ISLAND)	4.5" x 7.5"	
1/3 PAGE (VERT.)	2.25" x 10"	
1/3 PAGE (SQUARE)	4.5" x 4.875"	
1/3 PAGE (HORIZ.)	7" x 3.375"	
1/4 PAGE (SQUARE)	3.375" x 4.875"	
1/4 PAGE (HORIZ.)	7" x 2.375"	

Above sizes allow for .125" bleed on all sides.  
Gutter bleed only - each side 7.625" x 10"

### INSERT RATES

Contact Publisher for more information.

### CLASSIFIED RATES

Boxed/display ads. One inch minimum. All classified ads are payable with copy and are non-commissionable. Gross rates listed. Color is additional charge.

	1x	3x	6x	12x
Per Inch	\$200	\$180	\$165	\$155

>> Ship Materials, Insert Samples, Insertion Orders, etc. to:


**FOOD & BEVERAGE PACKAGING**  
2401 W. Big Beaver, Suite 700  
Troy, MI 48084

Attn: Vince Miconi  
miconiv@bnpmedia.com,  
T: 248-244-6254

## YOU ARE A B2B MARKETER.

Your role is more than just branding, product promotion, and ad placements. You are responsible for developing and maintaining an industry thought-leadership position for your brand. You are tasked with establishing trust and engagement between your brand and your customers. You are the one who provides the sales team with qualified leads and direct inquiries. You are the one exploring innovative and unique ways to communicate to your audience - all while making your brand more successful than it has ever been.

#### YOU ARE A B2B MARKETER. AND WE'RE HERE TO HELP.

Want to improve on your content marketing strategy? Contact us for a free consultation.  

[orangetap@bnpmedia.com](mailto:orangetap@bnpmedia.com)  
[www.bnporangetap.com](http://www.bnporangetap.com)

content marketing strategy • content development • custom publishing • targeted delivery

## MAKING THE COMPLEX CLEAR.

Clear Seas Research is an industry-focused market research company dedicated to providing clear insights to complex business questions.

Clear Seas Research will work closely with you to determine if your marketing message breaks through the noise, engages your target, and causes them to take action. Primary market research will be used to test your marketing communication to ensure it is achieving the desired outcome.

To learn more about how Clear Seas Research can help you maximize your marketing ROI please contact:  

 Beth Surawiec at (248) 786-1619 or  
[surawieb@clearseasresearch.com](mailto:surawieb@clearseasresearch.com)  
[www.clearseasresearch.com](http://www.clearseasresearch.com)

## TERMS & CONDITIONS

**PAYMENT & TERMS:** Invoices are payable in U.S. Funds only, Net 30 days. 1½% per month service charge thereafter (½% in Texas). Advertisements originating outside of the U.S. must be prepaid. Extension of credit is subject to the approval of the Credit Department. First time advertisers will be required to provide credit information or prepayment at the start of their advertising program. Publisher reserves the right to hold advertiser and/or agency jointly responsible and severally liable for money due and payable to the Publisher. Should it become necessary to refer any outstanding balance to an outside agency or attorney for collection, customer understands and agrees to pay all collection costs, including finance charges, court costs and attorney fees. All changes and/or cancellations to existing contracts must be made in writing four weeks prior to the sales close date.