

JOPLIN REGIONAL STOCKYARDS
CATTLEMEN'S
News

Cattlemen's News is direct-mailed every month to 10,000+ cattlemen and women in the heart of cow-calf country. Dedicated to helping cattle producers add value to their operations.

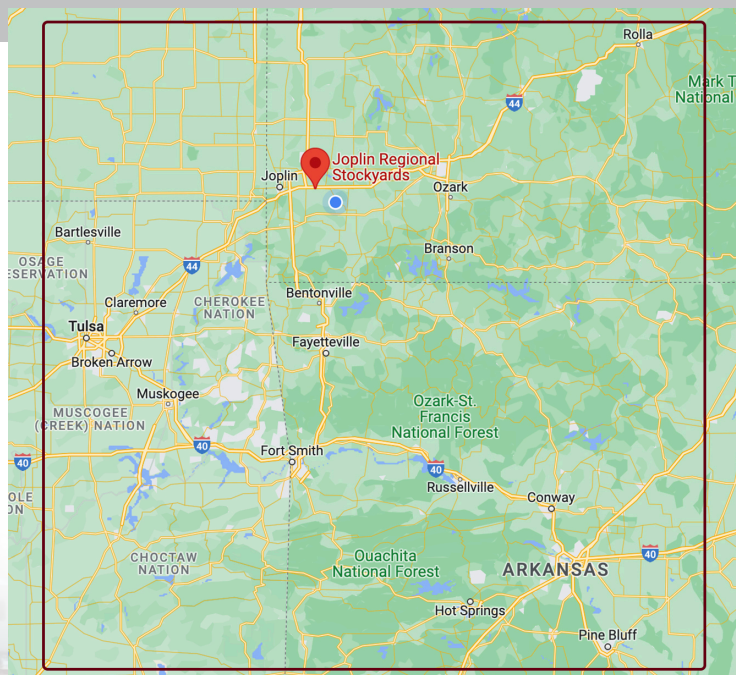
REACH MORE...

COW-CALF PRODUCERS/STOCKERS & VIDEO SELLERS IN A LARGE TRADE AREA

JRS Sold 526,000+ cattle in 2023 and headed for another record year in 2024!

OUR MISSION...

is to put today's producers in touch with the information and products that will make them profitable for tomorrow!



MONTHLY ISSUES CAN BE VIEWED ONLINE BY VISITING
www.joplinstockyards.com/cattlemens_archive

417.548.BEEF
 f www.joplinstockyards.com

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 Page 4: Digital Media Guide for JRS Website, Cattlemen's Connection Eblast Advertising
 Page 5: JRS Facebook Advertising

JOPLIN REGIONAL STOCKYARDS
traditional values & innovative approach

Contact **Mark Harmon** today to reserve your ad space.
 Phone: 417.316.0101
 Email: markh@joplinstockyards.com



2024 • PRINT
MEDIA GUIDE

10,000+ COPIES DIRECT-MAILED MONTHLY **60%** COW/CALF PRODUCERS **30%** STOCKER GROWERS **10%** VIDEO SELLERS

4-COLOR PRICING

Discount Placement	1-3X	16.5% 4-7X	25% 8-11X	33.3% 12X
2-Page Spread	\$2,880	\$2,405	\$2,160	\$1,921
Full Page	\$1,685	\$1,432	\$1,264	\$1,124
Jr. Page	\$1,125	\$956	\$844	\$750
Jr. Page Spread	\$2,250	\$1,880	\$1,690	\$1,500
1/2 Page	\$957	\$813	\$718	\$638
1/2 Page Spread	\$1,914	\$1,598	\$1,500	\$1,276
1/3 Page	\$698	\$593	\$524	\$466
1/4 Page	\$600	\$510	\$450	\$400
1/8 Page	\$336	\$286	\$252	\$224
Double Bus Card	\$130	\$120	\$110	\$100
Business Card	\$65	\$60	\$55	\$50

*Prices reflect price per insertion.

BLACK & WHITE PRICING

Discount Placement	1-3X	16.5% 4-7X	25% 8-11X	33.3% 12X
2-Page Spread	\$2,448	\$2,044	\$1,836	\$1,633
Full Page	\$1,432	\$1,196	\$1,074	\$955
Jr. Page	\$956	\$798	\$717	\$638
Jr. Page Spread	\$1,912	\$1,596	\$1,434	\$1,275
1/2 Page	\$813	\$679	\$610	\$543
1/2 Page Spread	\$1,626	\$1,358	\$1,220	\$1,085
1/3 Page	\$593	\$495	\$445	\$396
1/4 Page	\$510	\$426	\$383	\$340
1/8 Page	\$286	\$238	\$214	\$190
Double Bus Card	\$130	\$120	\$110	\$100
Business Card	\$65	\$60	\$55	\$50

*Prices reflect price per insertion.

BOOKLET INSERTIONS: \$2,500

* Price is based on delivery to printer. Advertiser is responsible for any increase in postage.

DIRECT MAIL OPTION: Call for availability and pricing.



ABOUT US

CATTLEMEN'S NEWS

Cattlemen's News is a direct-mail, monthly, nuts and bolts news magazine dedicated to helping cattle producers add value to their operations. From how-to articles to economics and industry trends, our mission is to put today's producers in touch with the information and products that will make them profitable for tomorrow.

DEMOGRAPHICS

AUDIENCE

Cow/Calf Producers	60%
Stocker Producers	30%
Video Sellers	10%

CIRCULATION

Cattlemen's News reaches 10,000+ dedicated customers of Joplin Regional Stockyards primarily in the midwest reaching from Missouri south into the southern United States.

SOCIAL MEDIA REACH

Facebook: **15,000+ Page Likes**
17,000+ Page Follows

CONTACT

Mark Harmon | 417.316.0101
markh@joplinstockyards.com

CN@joplinstockyards.com
www.joplinstockyards.com



*Ad changes are due the second Monday of each month.

60% FULL-TIME BEEF PRODUCERS 70% PREFER PRINT 84% CATTLEMEN'S NEWS IS HELPFUL

EDITORIAL CALENDAR

January | Cattle Health/Maintenance

February | Genetics & Crossbreeding

March | Pasture, Hay and Forages; Farm Safety

April | Animal Health/Reproduction; Marketing

May | Beef Month; Preparation for Summer; Farm Health

June | Technology

July | Young Producer

August | Fall Pasture

September | Marketing; Weaned Calf

October | Salute to Women in Ag

November | Winter Preparation; Finance/Farm Programs, Taxes

December | Nutrition; Planning for a New Year

BLEEDS & LIVE AREA: Create at least a 1/4" (0.25") bleed beyond trim on all sides. All critical graphics and content must be kept within the Live Area dimensions, preferably .75" for 2-page spreads and 1" for full page spreads.

COLOR FORMAT: CMYK color is required (not RGB). **Black type MUST be 100% black (C=0, M=0, Y=0, K=100).**

Cattlemen's News is printed in a high-speed web printing environment. To help keep costs down, this environment has expected variances to plan for.

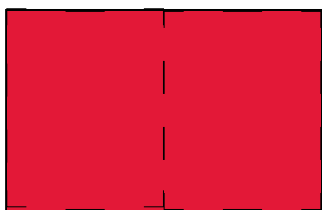
Black and white ads and grayscale images should be converted to grayscale using only black and never submitted using all four CMYK colors as a build. This can lead to unbalanced color and undesirable reproduction. Rich black or 4-color black is NEVER recommended and could also lead to registration issues and undesirable output, especially if applied to black text or when white text is reversed out in rich black boxes. (This is especially true of small and thin-faced fine print in both cases.) **Total Area Coverage (TAC), or Ink Density is the total combined % value of the CMYK inks. This value should not be higher than 220% anywhere on the artwork, if it is one can expect the final product to be closed up or look muddy, dark and the ink could cross over to the opposing page in finishing.** TAC over 220% can be an issue in raster images, text or vector art and especially in full page ads with black or dark colored backgrounds and reversed out type.

FILE FORMATS: PDF files preferred – Version 3.0 or newer exported as PDF/X/1-A file with press/print-optimized settings. Fonts must be embedded and NOT subsets. Images must be embedded as well and be at least 300 dpi at actual size (no stretching).

SUBMISSIONS: Material accepted by email to markh@joplinstockyards.com. To submit material via FTP site, contact us at cn@joplinstockyards.com.

FONT SIZE: IN ORDER FOR READABILITY PURPOSES, PLEASE USE A FONT SIZE OF **8 PT OR LARGER** FOR ALL TEXT ON ADS.

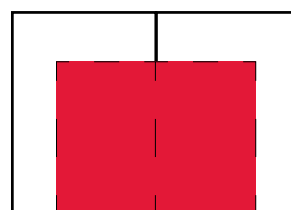
AD SIZES



2-Page Spread
20"w x 14.5"t (Trim)
Bleed: 20.5"w x 15"t
Live Area:
19.25"w x 13.75"t



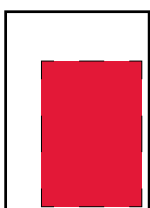
Full Page
10"w x 14.5"t (Trim)
Bleed: 10.5" x 15"t
Live Area:
9.25"w x 13.75"t



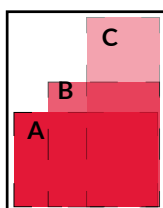
Junior Page Spread
13.25"w x 10.75"t
Live Area:
12.5"w x 10"t



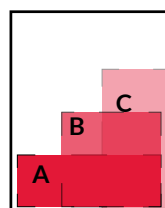
1/2 Page Spread
19.25"w x 6.875"t
Live Area:
18.50"w x 6.625"t



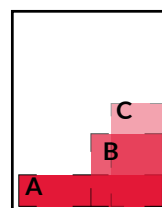
Junior Page
6.25"w x 10"t
No Bleed



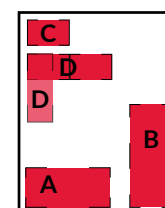
1/2 Page
A 9.125"w x 6.75"t
B 6.875"w x 9"t
C 4.5"w x 13.75"t



1/3 Page
A 9.125"w x 4.5"t
B 6.875"w x 6"t
C 4.5"w x 9"t



1/4 Page
A 9.125"w x 3.25"t
B 6.875"w x 4.5"t
C 4.5"w x 6.75"t



1/8 Page
A 4.5"w x 3.25"t
B 2.125"w x 6.75"t

Business Card
C 2.25"w x 1.75"t

Double Business Card
D 2.25"w x 3.68"t OR
3.68"t x 2.25"w



2024 • DIGITAL MEDIA GUIDE

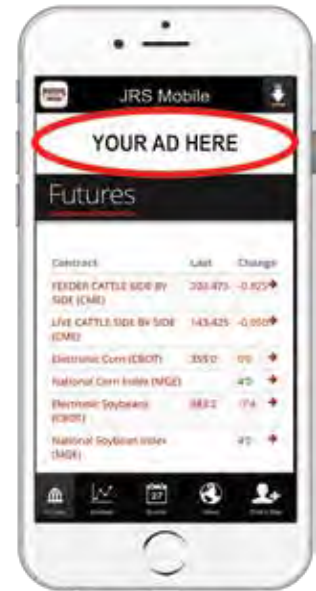
- Preferred Files: JPEG, GIF, Animated GIF, 72-110 dpi, RGB
- Submissions: Email if less than 10 MB. FTP site access granted upon request. Dropbox links can also be emailed.

383,197+ PAGEVIEWS / 2022. 26,1839+ UNIQUE VISITORS / 2022. 1:06 AVG. TIME ON PAGE

DIGITAL WEBSITE PLATFORM

Ad Size (pixels)	Description	Rate/Month	Page	Position
234 x 60	Banner	\$400 (12x contract)	Web Home	Top (rotating)
	Vertical Block	\$300	Web Home	Middle/Left (rotating)
234 x 60	Banner	\$250 (3x)	Smartphone App	Multi-page (4)*
		\$225 (6x)		
		\$200 (12x)		
234 x 60 Combo	Banner	\$500 (12x contract)	Web Home + App	Top (rotating)*

*Banner ad appears on Futures, Markets, Events and News pages on smartphone app.



Advertising on the Joplin Regional Stockyards smartphone app now available. **ASK HOW TODAY!**



The **Cattlemen's Connection** is an online email marketing platform hosted by Joplin Regional Stockyards that is sent out every other week. Our mission is to put today's producers in touch with the information and products that will make them profitable for tomorrow.

It's SIMPLE and EASY to get signed up!

- Fill out the SIGN UP form on the JRS website to subscribe!
- Receive news, events, information and happenings around JRS through our online e-blast format!

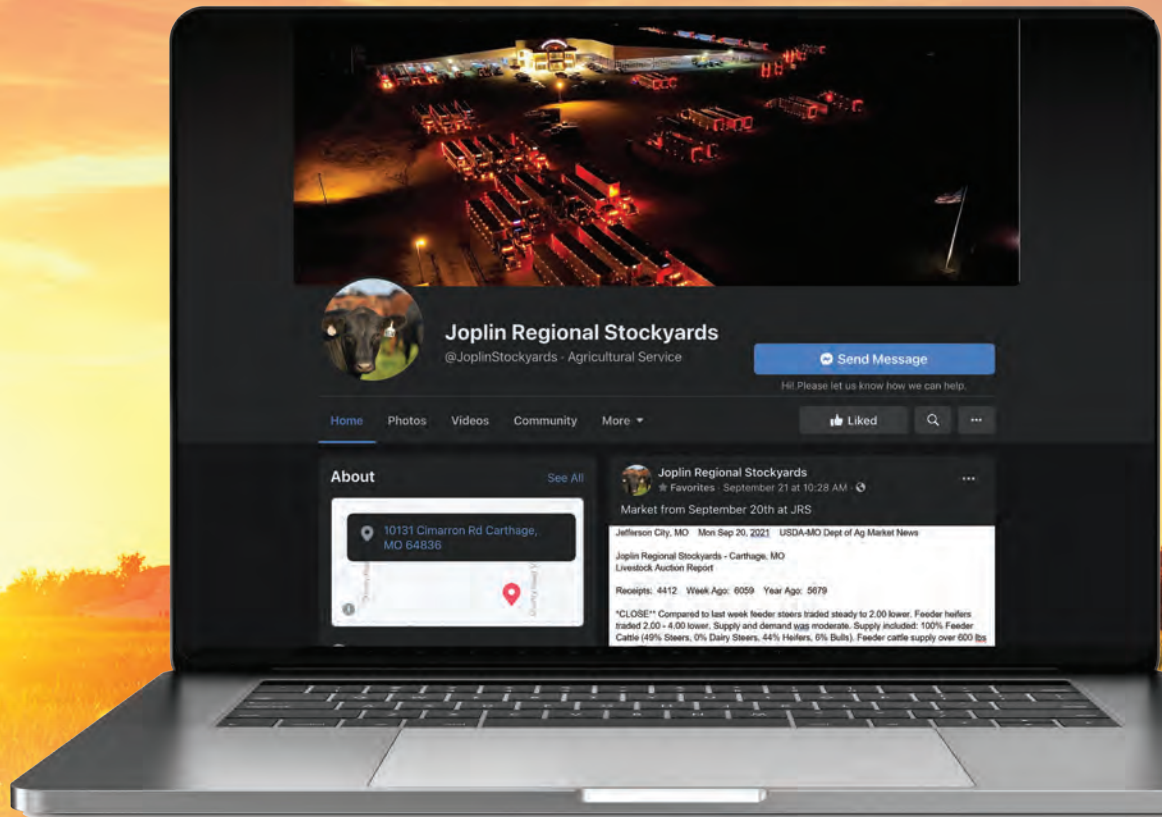
E-blast Ads: \$150

**E-blasts are sent out every other week*

**1500+ E-blast Followers*

GET NOTICED.

STEP into the *Light.*



Joplin Regional Stockyards has **17,000+** Facebook page followers and **15,000+** page likes

Advertise your business, sale or upcoming event on our Facebook page!

Facebook post pricing:

24 Hour Post or Article: **\$75**

7 Day Post: **\$200**

Post with no delete: **\$300**

www.facebook.com/JoplinStockyards



traditional values & innovative approach

Contact **Mark Harmon** today to place your advertisement

Phone: 417.316.0101

Email: markh@joplinstockyards.com