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ACTIVE INTEREST MED WOODSHOP

# **CNC FOR 2020**



WOODSH

BLACK BOOK



potential show attendees see the full benefit of attending. Woodshop News also provides the Advertorial Sections for marketers to be able to more completely tell their product/service story to our readers. By working with our writers, you can control your message to ensure it fully explains your product(s), features and benefits. This program also includes expanded distribution and a yearlong active online promotion and presentation of your write up in print and digital vehicles.

# WOODSHOP NEWS Shaping the Successful Shop<sup>™</sup> 2021 Calendar **& Special Marketing Programs**

The following is the 2021 Calendar providing 3 of the 5 or 6 major topics that will be written about in each month. It is meant to give you a deeper understanding of what is planned and to provide a view of the types of edit vou will find vearlong in Woodshop News.

The Special Marketing Programs will provide an overview of Special Supplements (separately bound releases) that will ship together in a polybag with a specific issue. Any time a polybag is being used also provides the opportunity for an insert to be dropped into the bag as well. The special supplements are all singularly focused releases.

Our Official Show eNewsletter series for 2021 titled "eXchange" is created for the AWFS Fair. This is where we step outside our normal editorial space (writing for small and midsized professional shops) and work with show group to help draw in the strongest attendance possible for the show. This is done by providing new product information and show updates to help

# our readers mean business



# **Special Program** Summary Statements

# WOODSHOP

### **Resource Guide:**

(this will Close Dec 1st for the printed release)

This mixed-media program gives woodworkers guick research tools. In print, it's a quick easy cross-referencing "phone book" regarding which products are being supplied by which vendors. While online, it can provide deeper content on some of the more important suppliers to the industry. By marketing in this space, you will not only increase the amount of information you provide, but will also appear in a more dominant role than many of your competitors.

## **Products & Demo Supplement:**

(ships with the APRIL issue...Closes Feb 25th)

Your marketing message, product image & video will be promoted to present your best offering. "Show off" your products in this mixed media release (print & special website) which will also have eNewsletter and on going promotions; driving readers back to the website posting. Your products & this program will deliver roughly 130,000 readers during its active 6 month cycle. First printed release was Sept 2020 and the website following immediately after.

#### **CNC Supplement:**

(ships with the JUNE issue...Closes May 1st)

This free-standing supplement to Woodshop News will gather the strongest edit from or pages, looking specifically at the many elements of CNC Technology. This collection of CNC content will become a long term reference tool for many in the industry. The supplement will be poly-bagged with Woodshop News prior to the AWFS show and will have an expanded distribution digitally reaching an audience of over 100,000 woodworkers.

#### Black Book Show Planner for the AWFS:

Created for the Woodshop News readers this freestanding supplement is poly-bagged with our JULY issue of Woodshop News and will receive bonus distribution at the AWFS event. Approximately 30,000+ copies will be printed and an additional 15,000 will be distributed digitally.

Here is a link to AWFS 2017's release:

UPDATED Show Floor maps & exhibitors list released prior to the show

- EXTENSIVE overview of new products
- EXPANDED DISTRIBUTION—in print & digitally
- All-inclusive coverage
- Printed in an easy to use size and format for show attendees
- Advertisers within are guaranteed Press Release coverage

#### **OFFICIAL AWFS SHOW E-Newsletter**

"eXchange eNews" (14 week program starting mid-April. Maximum 14 marketers – first come first serve)

We will be working directly with the AWFS to generate a weekly eNewsletter in support of the show. The Show Management will be supplying us with their database of past, present and newly signed attendees to create the largest pool of those most likely to attend the event. The content of the eNewsletter will include updates regarding the show, live educational sessions, news items affecting the industry and of course Press Release announcements of only those vendors exhibiting at the show. This will be the only consistent, frequent way to reach the largest group of likely AWFS attendees. Estimate 40,000+ weekly releases.

## **Finishing Supplement:**

(ships with the OCT issue...Closes August 1st)

This free-standing supplement to Woodshop News will gather the strongest edit from or pages, looking specifically at the many elements involved in FINISHING. This collection of articles will become a long term reference tool for many in the industry. The supplement will be poly-bagged with the October issue of Woodshop News and will have an expanded distribution digitally reaching an audience of over 90,000 woodworkers. Digital editions will provide for embedded video to enable short product demos.

#### DEADLINES

**Space:** 1<sup>st</sup> of the month preceding the titled issue, for decisions

Artwork: 5<sup>th</sup> of the month preceding the titled issue for materials due

On Sale Date: Issues start mailing on the 28th of the month prior to the issue title

Example: February Issue..... Space Deadline: January 1<sup>st</sup>..... Materials Deadline: January 5<sup>th</sup>

## PRESS RELEASES

For **FREE** press release coverage, send your new product and service announcements with pictures to Editorial@ woodshopnews.com

> **Contact Rory Beglin** 203-952-6790 rory@woodshopnews.com

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# JANUARY

The latest in functional hardware Article: Spindles - repair & service Article: Workshop space savers

The 2021 Black Book Resource Guide



# FEBRUARY

Supplement:

## **CNC for larger shops**

Article: Assembly equip (clamp/hold etc.) Article: Working on the jobsite

# MARCH

#### Finishing – A look at new coatings

Article: CNC software—a look at designing & presentation Article: Table saw trends

Advertorial Section: Making the best cabinets & furniture





## **CNC software**

JUNE

Article: Edgebanding

Article: Finishing equipment trends

**Outsourcing – Doors, drawers, & more** 

Article: Hidden fasteners Article: Jigs and cutting guides

Supplement: CNC Supplement





# **2021** Editorial Calendar

# **JULY** - AWFS SHOW ISSUE

**Controlling Waste** Article: Aggregate heads Article: Woodworking education

Supplement: AWFS 2021 Black Book Show Planner



EXCHANGE -

AUGUST

Sanding machinery

Article: Desktop CNC's Article: Working with adhesives & veneer

Advertorial Section: The Finishing Touch



# SEPTEMBER

**AWFS Show Review** Article: Prefinished panels

Article: All that goes into a cabinet

Advertorial Section: The Perfect Cut



# OCTOBER

Nail, pin, & staple guns Article: CNC for smaller shops Article: Back office planning for 2022 (finance, insurance & shop software)



Supplement: Finishing

# NOVEMBER



**Cabinet & furniture components** Article: CNC tooling Article: Hand-held sanding - What are your options

Advertorial Section: Retooling for 2022



# DECEMBER



Workshop environment Article: Workshop environment (dust control, material handling & more) Article: Abrasives Article: Air power & pneumatic tools Marketing Program: End of year "deals"