

GO with THE FLOW

THE OFFICIAL PUBLICATION OF THE ATLANTIC CANADA WATER AND WASTEWATER ASSOCIATION

AN AFFILIATE
OF THE



Looking to reach

WATER AND WASTEWATER PROFESSIONALS

in Atlantic Canada's four provinces
of Nova Scotia, Prince Edward Island,
New Brunswick, Newfoundland
and Labrador?

GO WITH THE FLOW
has a controlled
circulation of **1,100**
with a pass-along
readership of over **3,300***

This highly qualified audience is made up of key decision makers with buying authority and influence – the CORE of your market. All copies of each issue are individually addressed to qualified decision makers whose positions include:

- Treatment plant and equipment operators
- Plant supervisors and engineers
- Consulting engineers and regulators
- Mechanical and general contractors
- Scientists and environmentalists
- Manufacturers, distributors and suppliers
- Utilities directors, operations managers and project planners
- Government officials
- Educators and students

* Based on statistical research, on average, specialized business publications have pass-along readership rates of 3-4 people per copy.

Extra exposure! Ads booked in **GO WITH THE FLOW** appear online **FREE!**

Enhanced communication for key industry leaders

Dear industry supporter and prospective advertiser,

As someone who is directly involved in the delivery of high-quality water industry-related goods and services throughout Atlantic Canada, we know that you and your company have a vested interest in the industry's well-being. As Executive Director of the ACWWA, representing industry professionals in Nova Scotia, Prince Edward Island, New Brunswick, Newfoundland and Labrador who are dedicated to preserving, restoring, and enhancing Atlantic Canada's water resources, we can assure you that we share the desire to make our industry as strong, vibrant and progressive as possible.

To that end, we welcome you to our ACWWA magazine, *GO WITH THE FLOW*, which plays a vital role in our industry's building and strengthening process. To meet the growing needs of our organization and our members, we believe that great communication is absolutely critical. *GO WITH THE FLOW* is a visually-appealing, full-colour magazine with exciting graphic design and enhanced content. From featuring major projects and providing timely news to dealing with important issues, profiling industry professionals and helping our members become better prepared to meet the numerous challenges they face, our quarterly magazine is an important communication vehicle within our industry.

As we strive to ensure that our magazine fulfills its important education and communication responsibilities, we urge you to take full advantage of its potential to effectively promote your company's products and services, and to demonstrate your commitment to and support of the water industry in Atlantic Canada. When you are contacted by Chad Morrison of our magazine publisher, Craig Kelman & Associates Ltd., we sincerely encourage you to make the most of this high-impact and meaningful marketing opportunity by including *GO WITH THE FLOW* in your promotional plans. It is definitely a win-win situation for all concerned.

Sincerely,

Clara Shea, Executive Director, ACWWA

Recent advertisers include:

Blue-White
Industries, Ltd.

CBCL
CBCL LIMITED
Consulting Engineers

LiquiForce

PICA
Pipeline Inspection and
Condition Analysis Corp.

APS

44 Halifax
Water

WSP



An affiliate of the
American Water Works Association
and the Water Environment Federation

 American Water Works Association

 Water Environment
Federation
the water quality people®

Reach your target market at key times

GO WITH THE FLOW magazine reaches key players in this multi-million-dollar market at four strategic times throughout the year, including a summer issue that focuses on the **ACWWA Annual Conference and Trade Show**.



► SPRING

Space Closing: Late February Distribution: Early April

► SUMMER

The official guide to the ACWWA Conference & Trade Show
Space Closing: Late May Distribution: Early July

BONUS DISTRIBUTION AT THE CONFERENCE & TRADE SHOW

► FALL

Space Closing: Early August Distribution: Late September

► WINTER

Space Closing: Early November Distribution: Mid-December

As the official membership publication of the Atlantic Canada Water & Wastewater Association, representing Atlantic Canada's section of the American Water Works Association and the Water Environment Federation, *GO WITH THE FLOW* is committed to providing a strong and informative voice in all matters pertaining to the exchange of water quality knowledge and experiences among its members and the public. *GO WITH THE FLOW* also foster a greater awareness of water quality achievements and challenges throughout Atlantic Canada (Nova Scotia, Prince Edward Island, New Brunswick, Newfoundland and Labrador).

FULL COLOUR ADVERTISING RATES *Ads booked in the print magazine will **APPEAR ONLINE AT NO EXTRA COST!**

	1 Time Rate	4 Time Rate	Online Magazine*
OBC	\$1,550	\$1,350	FREE with print booking!
IFC/IBC	\$1,450	\$1,250	FREE with print booking!
Full page	\$1,150	\$950	FREE with print booking!
1/2 page	\$875	\$775	FREE with print booking!
1/3 page	\$600	\$500	FREE with print booking!
1/4 page	\$500	\$450	FREE with print booking!
1/8 page	\$450	\$400	FREE with print booking!

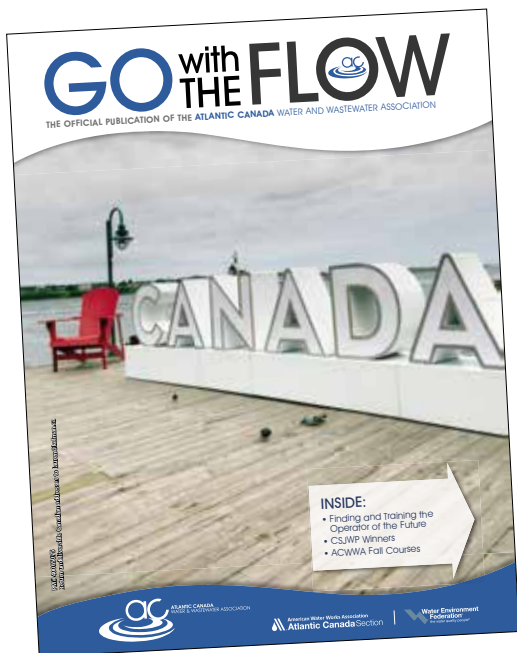
- Black & white rates available upon request.
- 10% premium for all guaranteed position (not including covers).
- Rates for stitched and poly-bagged inserts available upon request.
- Costs incurred for publication-produced ads or non-compatible electronic files will be charged to the advertiser.

- The publisher and ACWWA reserve the right to reject advertising that is deemed inappropriate.
- The publisher and ACWWA cannot be held liable for any material used or claims made in advertising included in this publication.
- Rates are net of agency commission.

SEE PAGE 5 FOR PREMIUM ADVERTISING OPPORTUNITIES

GO with THE FLOW

THE OFFICIAL PUBLICATION OF THE ATLANTIC CANADA WATER AND WASTEWATER ASSOCIATION



SUMMER ISSUE CONFERENCE & TRADE SHOW GUIDE

The SUMMER issue of *GO with THE FLOW* is the official SHOW GUIDE to the Association's Annual Conference and Trade Show. More than 300 delegates will be attending to check out the latest technologies for the water and wastewater industry manufactured and distributed by over 50 exhibitors!

The Summer SHOW GUIDE issue of *GO with THE FLOW* will be distributed to all members and associate members throughout Nova Scotia, New Brunswick, Prince Edward Island, and Newfoundland and Labrador one month prior to the show, as well as to delegates and exhibitors at the show. **Increase** your company's visibility to the Buyers in Atlantic Canada by advertising in *GO with THE FLOW*.

Reserve advertising space **today** for your company's position in the Conference & Trade Show Guide issue of *GO with THE FLOW*!

To reach Atlantic Canada's water industry professionals through *GO WITH THE FLOW* magazine and its targeted readership, contact Chad at your earliest convenience to discuss your company's promotional plans.

Chad Morrison, Marketing Manager
Toll Free: 866-985-9788
Cell: 204-299-2793
chad@kelman.ca

Craig Kelman & Associates Ltd.
3rd Floor, 2020 Portage Avenue
Winnipeg, MB • R3J 0K4



Published for the
Atlantic Canada Water
and Wastewater
Association by:



PREMIUM ADVERTISING OPPORTUNITIES

INSERTS

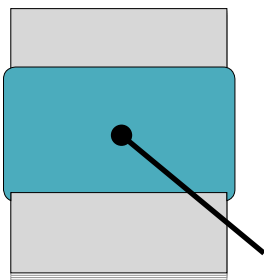
Inserts deliver a highly targeted audience at a fraction of the cost of direct mail. An insert captures the attention of readers and affords you the added flexibility of producing a piece on unique paper stock and of a custom size – from postcard to poster. Inserts may be bound in or tipped (glued) into the magazine. Pricing varies accordingly.

POLYBAGGED INSERTS

Capture the attention of our readers before they even open the cover by including your unique marketing piece on the outside of the magazine within a clear polybag. The options are many – from brochures to posters, catalogs to mouse pads/DVDs and more. This gives you the freedom to include a creative marketing piece that might not otherwise fit in the magazine. Pricing varies accordingly.

BELLYBANDS

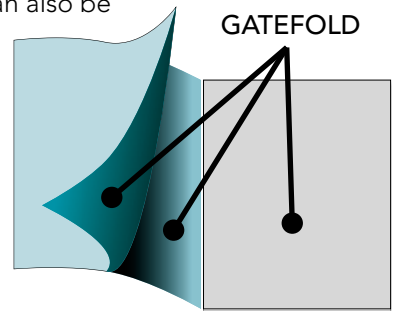
A bellyband is a band of paper with your message on it that is wrapped around the magazine. Readers will see your piece as it will have to be removed before they can read their issue. The bellyband can contain your message on both sides of the piece. Pricing varies accordingly.



BELLYBAND

PREMIUM GATEFOLDS

Maximize the impact of your message with a three-page gatefold, which is a two-page spread advertisement that opens up from the inside front cover (it can also be purchased for the back cover). It includes the inside front (or back) cover, thus allowing three full pages of advertising.



GATEFOLD

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Chad Morrison, Marketing Manager
Toll Free: 866-985-9788
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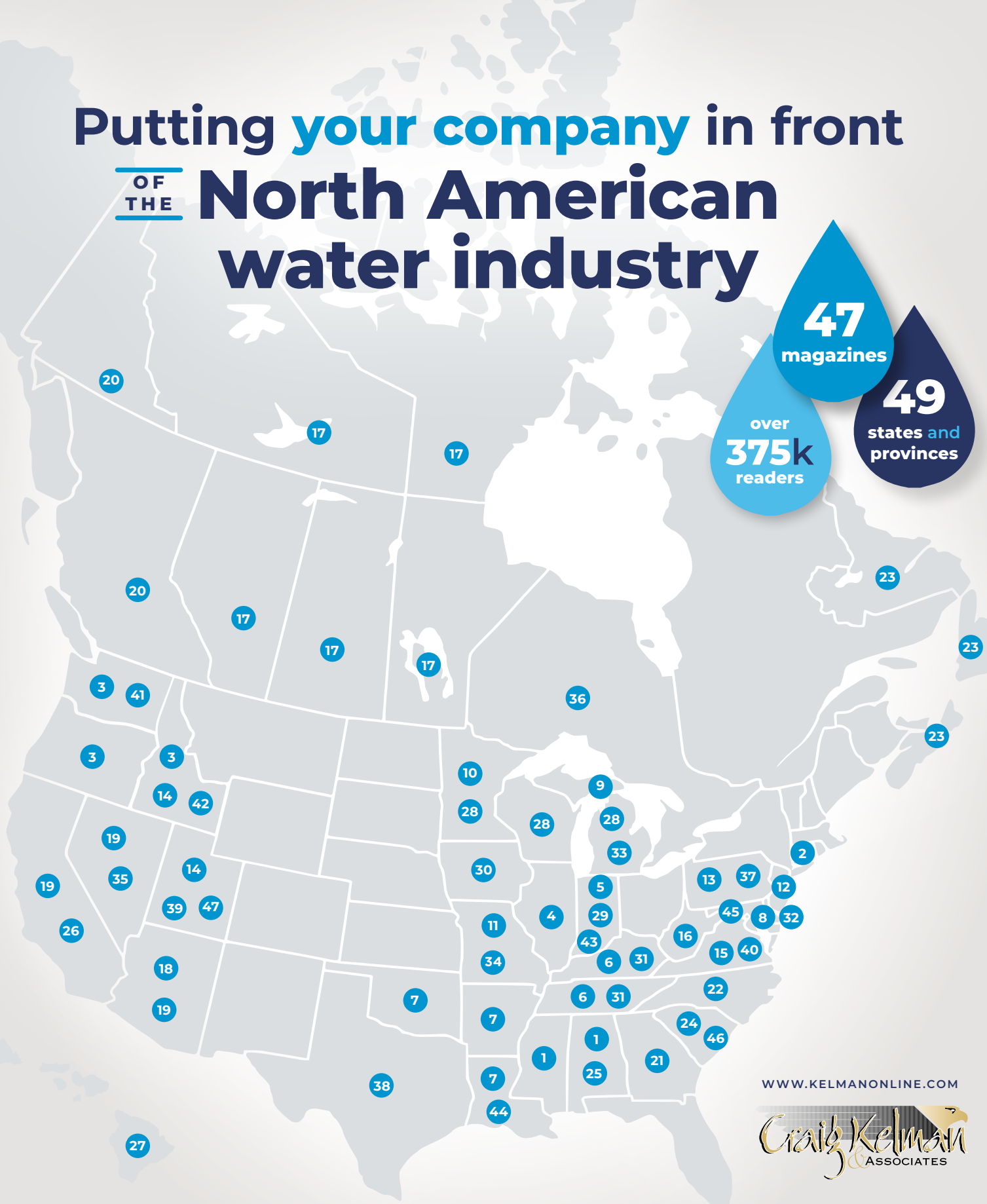


Putting your company in front OF THE **North American water industry**

47
magazines

over
375k
readers

49
states and
provinces



WWW.KELMANONLINE.COM



Our expansive publishing network



AWWA | American Water Works Association

Circulation Readers

1	ALABAMA AND MISSISSIPPI	AL-MS AWWA (<i>Pipeline</i>)	3,500	10,500
2	CONNECTICUT	CTAWWA/CWWA (<i>InFlow-Line</i>)	1,700	5,100
3	IDAHO, OREGON AND WASHINGTON	PNWS-AWWA (<i>Water Matters</i>)	3,000	9,000
4	ILLINOIS	ISAWWA (<i>Splash</i>)	2,800	8,400
5	INDIANA	INAWWA (<i>News Leaks</i>)	2,500	7,500
6	KENTUCKY AND TENNESSEE	KY-TN AWWA (<i>Straight from the Tap</i>)	1,800	5,400
7	LOUISIANA, ARKANSAS AND OKLAHOMA	SW AWWA (<i>Southwest Water Works Journal</i>)	2,400	7,200
8	MARYLAND, DELAWARE AND D.C.	CSAWWA (<i>Chesapeake</i>)	1,600	4,800
9	MICHIGAN	MI AWWA (<i>Water Works News</i>)	3,500	10,500
10	MINNESOTA	MNAWWA (<i>Breeze</i>)	1,500	4,500
11	MISSOURI	MO AWWA (<i>Show-Me</i>)	1,500	4,500
12	NEW JERSEY	AWWA NJ (<i>Pipeline</i>)	2,000	6,000
13	PENNSYLVANIA	PA AWWA (<i>The Water News Source</i>)	2,000	6,000
14	UTAH AND SOUTHEAST IDAHO	IMS AWWA (<i>The Flow</i>)	1,800	5,400
15	VIRGINIA	VA AWWA (<i>Tap Into Virginia</i>)	2,200	6,600
16	WEST VIRGINIA	WV AWWA (<i>Mountain Water</i>)	600	1,800

AWWA & WEF

17	ALBERTA, SASKATCHEWAN, MANITOBA, NWT, NUNAVUT	WCW AWWA/WEA (<i>Western Canada Water</i>)	5,400	16,200
18	ARIZONA	AZ WATER (<i>The Kachina News</i>)	2,500	7,500
19	ARIZONA, CALIFORNIA AND NEVADA	AZ WATER/CWEA/NWEA (<i>Tri-State Seminar</i>)	4,700	14,100
20	BRITISH COLUMBIA AND YUKON	BCWWA/WEF (<i>Watermark</i>)	4,600	13,800
21	GEORGIA	GAWP AWWA-WEA (<i>The Georgia Operator</i>)	4,200	12,600
22	NORTH CAROLINA	NC AWWA-WEA (<i>NC Currents</i>)	3,700	11,100
23	NOVA SCOTIA, NEW BRUNSWICK, PEI, NEWFOUNDLAND	ACWWA (<i>Go With The Flow</i>)	1,100	3,300
24	SOUTH CAROLINA	SCAWWA-WEASC (<i>The Journal</i>)	3,500	10,500

WEF | Water Environment Federation

25	ALABAMA	AWEA (<i>The Wave</i>)	1,800	5,400
26	CALIFORNIA	CWEA (<i>Clean Water</i>)	10,000	30,000
27	HAWAII	HWEA (<i>Lua Line</i>)	1,000	3,000
28	ILLINOIS, MINNESOTA AND WISCONSIN	CSWEA (<i>Central States Water</i>)	2,800	8,400
29	INDIANA	IWEA (<i>Indiana Digester</i>)	2,000	6,000
30	IOWA	IAWEA (<i>Clean Waters</i>)	1,200	3,600
31	KENTUCKY AND TENNESSEE	CWP-KT (<i>Streamlines</i>)	1,600	4,800
32	MARYLAND, DELAWARE AND D.C.	CWEA/WWOA (<i>Ecoletter</i>)	1,600	4,800
33	MICHIGAN	MWEA (<i>MWEA Matters</i>)	2,500	7,500
34	MISSOURI	MWEA (<i>Current</i>)	1,300	3,900
35	NEVADA	NWEA/NWRA (<i>The Water Spot</i>)	2,000	6,000
36	ONTARIO	WEAO (<i>Influents</i>)	2,700	8,100
37	PENNSYLVANIA	PWEA (<i>Keystone Water Quality Manager</i>)	3,800	11,400
38	TEXAS	WEAT (<i>Texas WET</i>)	3,200	9,600
39	UTAH	WEAU (<i>Digested News</i>)	1,000	3,000
40	VIRGINIA	VWEA (<i>The Conduit</i>)	2,200	6,600

NRWA | National Rural Water Association

41	WASHINGTON	ERWOW (<i>Operator's Quarterly</i>)	1,000	3,000
42	IDAHO	IRWA (<i>The Water Gram</i>)	1,600	4,800
43	INDIANA	AIRW (<i>Hoosier Pipeline</i>)	1,700	5,100
44	LOUISIANA	LRWA (<i>Louisiana Membership Directory</i>)	1,800	5,400
45	MARYLAND	MRWA (<i>Maryland Current</i>)	1,600	4,800
46	SOUTH CAROLINA	SCRWA (<i>Water Is Life</i>)	1,000	3,000
47	UTAH	RWAU (<i>The Connector</i>)	3,500	10,500

*Based on statistical research, on average, specialized business publications have pass-along readership rates of 3-4 people per copy.

GO with THE FLOW

Interactive Edition

THE OFFICIAL PUBLICATION OF THE ATLANTIC CANADA WATER AND WASTEWATER ASSOCIATION

FREE to print advertisers

GO WITH THE FLOW
available online



With print and electronic communication operating hand-in-hand, you can take advantage of the fact that *GO WITH THE FLOW* magazine is available online in a highly interactive format.

A user-friendly, interactive Media-Rich PDF format that includes:

1. Active hyperlinks to all websites and emails contained in the publication
2. Active links to the specific stories from the front cover and contents page
3. Active links to advertiser websites from their ads

Visit us online, www.acwwa.ca



USE PAPER RESPONSIBLY

Today's forest industry is working hard to become one of the greenest industries on earth.

- ♻️ What other industry plants hundreds of millions of trees every year?
- ♻️ What other industry actually grows more of its main resource than it consumes?
- ♻️ What other industry generates most of its own energy needs from renewable resources, including waste biomass, biogas, hydro and wind?
- ♻️ What other industry uses a renewable resource and recycled stock as its main ingredients?
- ♻️ What other industry has worked harder on improving its environmental performance with partners and advocates including governments, customers and environmental groups?

Paper is an essential part of human civilization. While we all use and depend upon electronic communications, it is easy to ignore that it comes at an environmental cost.

Worldwide spam email traffic creates greenhouse gases equivalent to burning two billion gallons of gasoline yearly, with numbers rising. More than 200 million items of toxic e-waste are thrown away every year in the US alone, with a recycling rate of only 18% compared to 57% for paper. Estimates are that North Americans throw out more than 500,000 toxic computers and cell phones every day.

No industry is perfect. But the paper industry has made, and continues to make, huge investments in environmental responsibility. Specifying and buying paper from certified sources ensures the continuation and growth of carbon-absorbing forests. Using paper with appropriate amounts of recycled fibre helps preserve forests, conserve energy, and maximize fibre usage through paper lifecycles.

**Paper is a powerful communications medium.
Use it responsibly... and recycle the paper that you use.**



Brought to you by
Craig Kelman & Associates Ltd. -
publisher of this magazine and a proud
supporter of the printing and paper industries.

Our concern for the environment is more than just talk


As we continue to deliver valuable information through the pages of this magazine, in a printed format that is appealing, reader-friendly and not lost in the proliferation of electronic messages that are bombarding our senses, we are also well aware of the need to be respectful of our environment. That is why we are committed to publishing the magazine in the most environmentally-friendly process possible.

Here is what we mean:

- We use lighter publication stock that consists of recycled paper. This paper has been certified to meet the environmental and social standards of the Forest Stewardship Council® (FSC®) and comes from responsibly managed forests, and verified recycled sources making this a RENEWABLE and SUSTAINABLE resource.
- Our computer-to-plate technology reduces the amount of chemistry required to create plates for the printing process. The resulting chemistry is neutralized to the extent that it can be safely discharged to the drain.
- We use vegetable oil-based inks to print the magazine. This means that we are not using resource-depleting petroleum-based ink products and that the subsequent recycling of the paper in this magazine is much more environment friendly.
- During the printing process, we use a solvent recycling system that separates the water from the recovered solvents and leaves only about 5% residue. This results in reduced solvent usage, handling and hazardous hauling.
- We ensure that an efficient recycling program is used for all printing plates and all waste paper.
- Within the pages of each issue, we actively encourage our readers to REUSE and RECYCLE.
- In order to reduce our carbon footprint on the planet, we utilize a carbon offset program in conjunction with any air travel we undertake related to our publishing responsibilities for the magazine.



So enjoy this magazine... and keep thinking green.



WHY **PRINT** continues to make AN **IMPRESSION**

▶ **GETTING ATTENTION**

There are fewer magazines and print newsletters in the mail, so more attention is paid to each piece.

▶ **WHAT'S OLD IS NEW AGAIN**

As social media progresses, online content and iPad applications may be overwhelming. More and more people are attempting to disconnect themselves from digital media, feeling overwhelmed by the sheer volume. Many marketers are continuing to leverage print as something of value in their marketing mix.

▶ **PRINT STILL EXCITES PEOPLE**

The printed word is still perceived as more credible to many people than anything on the web.

▶ **NO AUDIENCE DEVELOPMENT COSTS**

Distributed directly to membership or subscriber lists that are continually updated, print magazines enable advertisers to effectively reach a current and accurate target audience. There are no mailing list development, maintenance or retention costs for advertisers in these printed publications.

TOP 10 reasons

WHY ADVERTISERS USE MAGAZINES

- 1. MAGAZINES AND MAGAZINE ADS CAPTURE FOCUSED ATTENTION:**
The focused process of magazine reading leads to less media multi-tasking, ensuring single-minded attention to advertising
- 2. MAGAZINE ADVERTISING IS TARGETED:**
Magazines engage readers in very personal ways. There is a magazine for every profession, industry and personal interest. Use magazines to reach your target audience in a meaningful way.
- 3. MAGAZINE ADVERTISING IS RELEVANT AND WELCOMED:**
Consumers value magazine advertising, reading it almost as much as the editorial itself. The ads are accepted as an essential part of the magazine mix.
- 4. MAGAZINES ARE CREDIBLE:**
Consumers trust magazines so much that they are the leading sources of information that readers recommend by word-of-mouth to others.
- 5. MAGAZINES OFFER A LASTING MESSAGE:**
Ads keep working 24/7. They provide a lasting, durable message with time to study a brand's benefits.
- 6. MAGAZINES DELIVER BRAND RELEVANT IMAGERY:**
Magazine editorial imbues ads with brand relevant imagery, associations and a frame of reference that delivers greater reader receptivity to brand ads.
- 7. MAGAZINE ADVERTISING DRIVES WEB SEARCHES AND VISITS:**
Magazines are where consumers go for ideas and inspiration. That is why magazine ads are leading influencers, driving readers to advertiser websites and to start a search.
- 8. MAGAZINES DRIVE THE PURCHASE FUNNEL:**
Magazines are effective across all stages of the purchase funnel, especially brand favorability and purchase consideration – the most sought after metrics that are the hardest to sway.
- 9. MAGAZINE ADVERTISING ENHANCES ROI:**
Allocating more ad dollars to magazines in the marketing mix improves marketing and advertising return on investment (ROI).
- 10. MAGAZINES SELL:**
Study after study proves that magazines help drive sales objectives, as a stand alone medium or in combination with others. Over half of readers act on exposure to magazine ads.

Production Requirements:

- Adobe InDesign CC
- Adobe Photoshop CC
- Adobe Illustrator CC

(earlier versions of the above programs are also acceptable)

- We accept tifs, jpegs, eps and pdf files at a resolution of at **least 300 dpi**
- Ads must be prepared to the correct dimensions and shape, or be subject to production charges
- **ALL FONTS** used must be included
- **ALL LINKS/IMAGES** used must be included
- All pantone/spot colours **MUST** be converted to **CMYK**
- Include a hard copy (colour or black proof) or email a pdf for proofing purposes

- We support **CDs** and **DVDs**
- All above requirements for sending electronic files apply to sending by email
- Use **STUFFIT** or **WINZIP** to compress large files
- Attach all related files (fonts, links, graphics)
- **DO NOT** embed files in your email or Word document
- Contact us for **ftp site information** for files that are too large to email
- Include a pdf for proofing purposes, or fax a hard copy to 866-985-9799
- Costs incurred for publication-produced ads or non-compatible electronic files will be charged to advertiser. Minimum charge \$50.00

Please submit ad material to:

JENNA MATTHES
 Ph: 866-985-9780
 Fax: 866-985-9799
 Email: jenna@kelman.ca

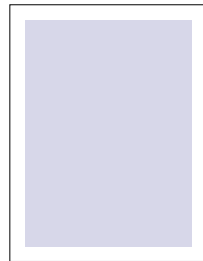


AD DIMENSIONS:

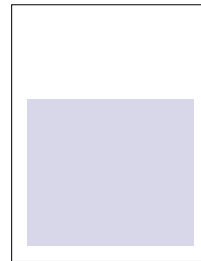
Ad Size	Width	Depth
Double Page Spread		
Bleed	16.75"	11"
Trim	16.5"	10.75"
Live Area	15.5"	9.5"
Full Page		
Bleed	8.5"	11"
Trim	8.25"	10.75"
Live Area	7"	9.5"
2/3 horizontal	7"	6.125"
2/3 vertical	4.625"	9.5"
1/2 island	4.625"	7"
1/2 horizontal	7"	4.625"

Ad Size	Width	Depth
1/3 square	4.625"	4.625"
1/3 vertical	2.125"	9.5"
1/3 banner	7"	3.25"
1/4 vertical	3.375"	4.625"
1/4 banner	7"	2.5"
1/6 horizontal	4.625"	2.125"
1/6 vertical	2.125"	4.625"
1/6 banner	7"	1.625"
1/8 horizontal	3.375"	2.125"
1/8 vertical	2.125"	3.375"

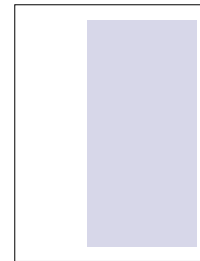
Full Page



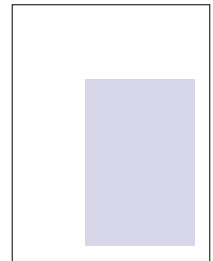
2/3 Horizontal



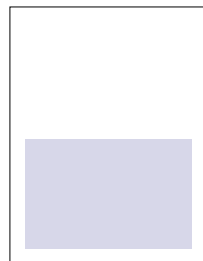
2/3 Vertical



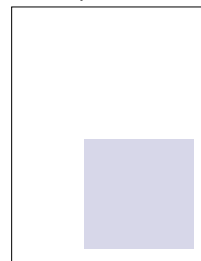
1/2 Island



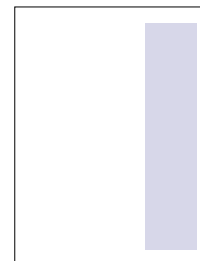
1/2 Horizontal



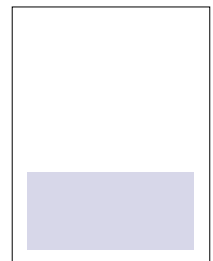
1/3 Square



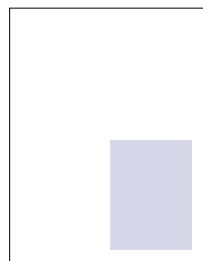
1/3 Vertical



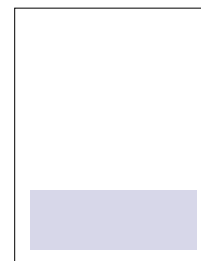
1/3 Banner



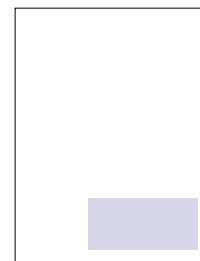
1/4 Vertical



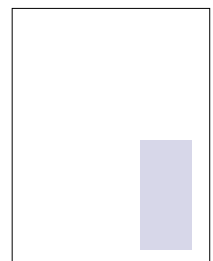
1/4 Banner



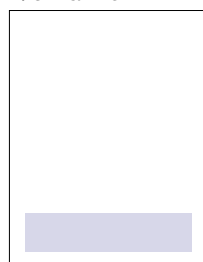
1/6 Horizontal



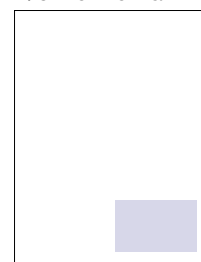
1/6 Vertical



1/6 Banner



1/8 Horizontal



1/8 Vertical

