

CALIFORNIA CATTLEMAN

MEDIA KIT 2023



THE OFFICIAL PUBLICATION OF THE CALIFORNIA CATTLEMEN'S ASSOCIATION



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FACTS & INFORMATION

FREQUENCY: MONTHLY WITH MAY & JUNE COMBINED

The California Cattleman magazine is an award-winning publication that has been highly respected in the agriculture and livestock communities for decades. The ability of this publication to maintain relevance to beef producers across the country for many years demonstrates the California Cattlemen's Association's commitment to keeping beef producers informed and providing the best advertising option for you!

TARGET AUDIENCE

- Beef producers — commercial, seedstock and feedyard
- Beef industry supporters
- Property owners
- Allied industry partners
- State and local government officials

READERSHIP

The California Cattleman is an invaluable resource for reaching the people who want your products and services, including more than 5,000 members of the California Cattlemen's Association and California CattleWomen, Inc. This award-winning publication also reaches several thousand additional readers, including:

- Subscribing beef producers throughout the Western U.S.
- State and local agriculture officials
- California livestock auction yard buyers and sellers
- Elected officials

YOUR ADVERTISING DOLLARS AT WORK

Every dollar of "profit" from advertising is reinvested into the ranching community. Last year, your advertising dollars not only delivered your ad to over 10,000 readers throughout the West but also funded critical efforts to benefit the ranching community including:

- Securing state and federal assistance for producers impacted by drought, wildfire, and market disruptions
- Tackling challenges related to prescribed fire and other efforts aimed at diminishing the risk and severity of wildfire.
- Fighting to keep beef on school lunch menus.

FIELD & RING SERVICES

It is important to CCA that as an advertiser, you get the most bang for your buck. For more than 20 years, Matt Macfarlane has served as one of California's premier livestock auction affiliates, working ringside at production and consignment sales, as well as working to help producers market their cattle prior to sale time. Both buyers and sellers look to Macfarlane for guidance in their marketing needs.

As an advertiser, not only do you reach subscribers who use this publication as a top source of information, you also gain access to a respected marketing agent who will work specifically to get you buyers and ensure your stock go for top dollar at marketing time. With more than two decades in the marketing business, Macfarlane's experience, coupled with the quality of the California Cattleman as a publication, gives you – the advertiser – the best opportunity to gain from advertising your products and services.

For more information, or to place your advertising order, contact Matt Macfarlane at (916) 803-3113 or m3cattlemarketing@gmail.com or contact the CCA office at (916) 444-0845.

EDITORIAL

The California Cattleman has been the official publication of the California Cattlemen's Association since 1918. CCA is the only organization dedicated solely to protecting and preserving beef production in California. As the official publication of CCA, the California Cattleman is the only magazine published in the state that is written specifically for beef producers in the Golden State. This magazine provides relevant and timely information of interest and necessity to cattle producers in the West. Topics of focus include:

- Herd health information
- Breed features
- Innovative ideas for producers
- The latest news from the beef cattle community
- Current state and federal lobbying issues
- Water and property rights
- Disaster relief options
- Cattle marketing

EDITORIAL CALENDAR

ISSUE	FEATURE FOCUS
JANUARY	Northwest Bull Sale Preview, Red Bluff Bull & Gelding Sale, CCA Convention wrap-up
FEBRUARY	Northwest Bull Sale Season, Hereford breeders and breed association updates
MARCH	Angus, Simmental, SimAngus, Brangus breeds breeding and pre-health and handling editorial
APRIL	Charolais, Shorthorn, Wagyu, Limousin and animal health and handling
MAY/JUNE	Auction barns and Internet sales and feeder focused editorial
JULY	Midyear legislative and regulatory update fall pre-breeding editorial
AUGUST	Annual Bull Buyers Guide, genetics, mid year meeting reports, fire season
SEPTEMBER	Heifer retention, Cal Poly Bull Test, bull turnout editorial
OCTOBER	Fall marketing, female sales winter preparation
NOVEMBER	Winter health and handling, convention preview
DECEMBER	Year-end summary, legislative preview annual calendar ad inserts

Subject to change based on weather and market fluctuations

**REACH YOUR DIRECT AUDIENCE AND BENEFIT CATTLE INDUSTRY
ADVOCACY EFFORTS ON THE WEST COAST AND BEYOND!**

2023 ADVERTISING RATES

SIZE	DIMENSIONS	MEMBER RATES	NON-MEMBER RATES
Full Spread	2 full pages	\$2,650	\$2,775
Full Page	8 1/4" x 10 3/4" 1/8" extra on all sides for full bleed	\$1,325	\$1,475
1/2 page	7 1/2" wide x 4 3/4" tall	\$950	\$1,005
1/3 page	square: 4 3/4" x 4 3/4" vertical: 2 3/8" wide x 10" tall	\$630	\$700
1/4 page	3 5/8" wide x 4 3/4" tall	\$500	\$550
1/6 page	4 3/4" x 2 3/8"	\$315	\$345

All ads available in full 4-color process. Contact us regarding any ad questions or specs not found here.

2023 DIGITAL ADVERTISING

We also offer e-blast packages to print advertisers. to a beef producer specific email list of Western U.S. beef producers. The list is not specific to CCA members. Contact Matt Macfarlane to discuss digital advertising.

2023 HOT IRONS NEWSLETTER ADVERTISING RATES

SIZE	MEMBER	NON-MEMBER
Half page 7.5" X 4.75" THESE ADS ARE BLACK & WHITE	\$450	\$600

Newsletter is printed monthly. Contact Matt Macfarlane about discount combination packages on magazine and newsletter advertising. Or contact the CCA office directly about Hot Irons at (916) 444-0845.

2023 ADVERTISING DEADLINES

ISSUE	SPACE	MATERIAL	CAMERA READY
January	Dec. 1, 2022	Dec. 8, 2022	Dec. 15, 2022
February	Jan. 3, 2023	Jan. 9, 2023	Jan. 16, 2023
March	Feb. 1, 2023	Feb. 8, 2023	Feb. 15, 2023
April	March 1, 2023	March 8, 2023	March 15, 2023
May/June	April 14, 2023	April 24, 2023	May 1, 2023
July	June 2, 2023	June 9, 2023	June 16, 2023
August	July 3, 2023	July 10, 2023	July 17, 2023
September	Aug 1, 2023	Aug. 8, 2023	Aug. 15, 2023
October	Sept. 1, 2023	Sept. 8, 2023	Sept. 15, 2023
November	Oct. 2, 2023	Oct. 9, 2023	Oct. 16, 2023
December	Nov. 1, 2023	Nov. 8, 2023	Nov. 15, 2023

*We will always provide ad proofs to ads built in house. While every effort is always made to ensure correct, error free ads are published, the publisher cannot be held responsible for errors to ads and/or copy that are sent in after deadlines.

Contract Advertising:

6-ISSUE CONTRACT: 5% DISCOUNT
11-ISSUE CONTRACT: 10% DISCOUNT

Consider advertising in our Buyer's Guide!

THESE 2"X 2" CONTRACT ADS GIVE YOU
YEAR-ROUND EXPOSURE AT A BARGAIN!

\$500 FOR FIRST 11 ISSUES
\$450 FOR 11-ISSUE RENEWAL

Buyers Guide ads do not qualify for contract discounts.

GENERAL SPECIFICATIONS

Our design staff will build your ad for you following the material deadline at left at no additional charge.

If you are submitting your own camera-ready ad, you may e-mail it by the camera-ready deadline to magazine@calcattlemen.org or stevie.ipsen@gmail.com.

High-resolution CMYK PDFs with bleed marks are required for all camera-ready ads. Please keep all text 1/2" from page edge to ensure maximum print quality.

ADDITIONAL CHARGES:

CCA will submit your ad to other publications at no charge provided no size changes are required. Resizing of ads will result in a \$30 charge per size change.

Premium positions (inside covers) or specific ad placement requests that can be met will result in \$50 additional charge. Overrun tearsheets are only available on request and are \$15 per 50 copies.

CONTACT

To place advertisements:

Contact Matt Macfarlane at (916) 803-3113
or m3cattlemarketing@gmail.com.

For editorial inquires:

Contact Stevie Ipsen at (208) 996-4922
or magazine@calcattlemen.org.

For subscription, address or billing inquiries:

Contact the CCA office at (916) 444-0845.

**ALL PAYMENTS SHOULD BE SENT TO:
CALIFORNIA CATTLEMEN'S ASSOCIATION
1221 H STREET
SACRAMENTO, CA 95814**