







































PRINT • DIGITAL • SOCIAL

SHOPPER'S GUIDE































## All access pass to the community

We offer a wide range of local content and interests featuring culture, music, nightlife and entrepreneurship, 52 weeks a year for the tri-state area. Our approach is based on being the most trusted source for local commerce, information and events. With unique and exciting advertisements and a calendar of events, we have created a true reading pleasure of the highest quality.



### DIRECT MAILED EVERY WEDNESDAY

weeks a year

PLUS 2,100+\*

copies available for pick up at key locations

For a complete listing of our pick up locations, view insert included in this media kit.

\* Circulation number varies due to seasonal distribution locations

### **DEMOGRAPHICS**

Age 30-65: 88%

Median Age: 44

Average Household Size: 2.5

Private Wage or Salary: 64%

Government: 7%

Self Employed: 29%

### DIGITAL CHANNELS

ShoppersGuideInc.com

Facebook.com/ShoppersGuideInc

73.2%

of our advertisers have been using the Shopper's Guide for OVER 10 YEARS

### 18,000+ CIRCULATION

massachusetts I connecticut I new york

WEEKLY READERSHIP: 57,000

intersect media solutions "pass along" rate 2.48 per copy

PAPERS PER YEAR: 1,040,000

PAPERS PER WEEK: 20,200+

**ISSUES PER YEAR: 52** 

**COUNTIES: 4** 

STATES: 3

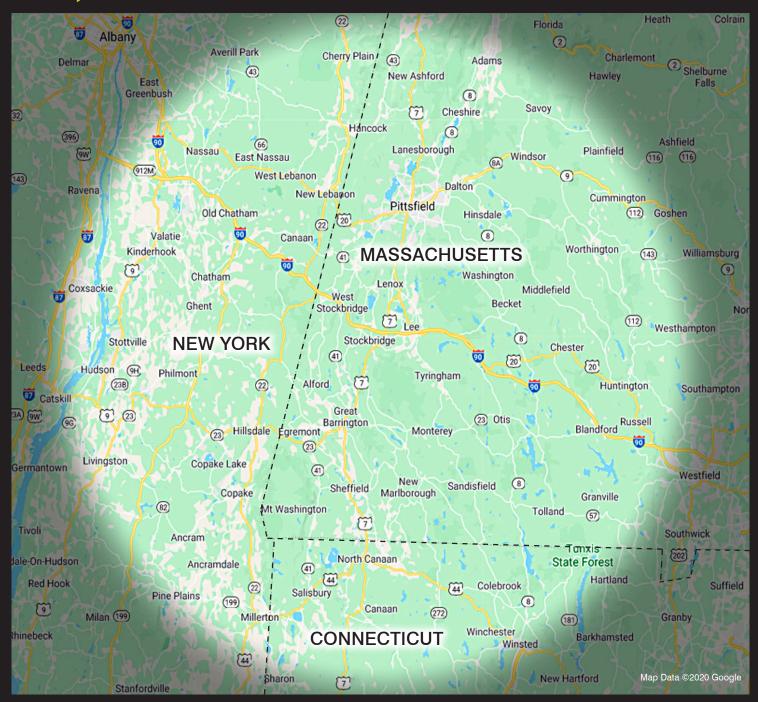






For advertising information: email ads@shoppersguideinc.com, visit shoppersguideinc.com, call 413.528.0095 or stop in at 271 Main Street, Suite 4, Downtown Great Barrington, MA 01230

### 57,000 READERS EVERY WEEK!



## 18,000+ DIRECT MAILED

Every Wednesday in the tri-state area to the towns at right and 2,100+ copies are available for pickup at key locations.

For a complete listing of our pick up locations, view the insert included in this media kit.

MASSACHUSETTS: Ashley Falls, East Otis, Glendale, Great Barrington, Housatonic, Mill River, Monterey, Otis, Sandisfield, Sheffield, Southfield, South Egremont, Stockbridge, Tyringham, West Stockbridge

CONNECTICUT: Canaan, East Canaan, Falls Village, Lakeville, Salisbury, Taconic

NEW YORK: Copake, Copake Falls, Hillsdale, Millerton

## PRINT-READY AD SPECS

The quality of reproduction is contingent upon the quality of materials furnished. Reproducing black & white and color advertisements in newsprint differs significantly from reproducing them in magazines and publications printed on coated paper. Shopper's Guide cannot hold its printer responsible for quality issues on ads that do not meet these minimum standards listed at right.

### ad deadline: friday 11 am

early deadlines for holiday weeks is posted at shoppersguideinc.com

### Ad Design Services

Need help designing your ad? Our Graphic Design Department can help you create effective, attractive ads at no charge!

### **ACCEPTABLE FILE FORMATS**

- PDF: High Quality or Press Quality PDF is preferred. All fonts should be embedded or converted to outlines. We cannot make font corrections or modifications to a PDF or postscript file.
- Photoshop: Save as a 300 resolution PSD document with layers and convert all text to shapes.
- Illustrator: 300 resolution Al or EPS document and convert text to outlines.
- InDesign: Package InDesign file and please supply a pdf or jpg of the finished file for proof purposes.

PLEASE NOTE: If a JPG format is the only option, it must be saved at "High Quality, 300 Resolution." If ad is color and has text or images that are black or shades of black, the Shopper's Guide cannot be held responsible for print quality.

**CANCELLATION:** When an ad composed by the Shopper's Guide's Graphics Department is cancelled before the first insertion, there will be a \$4.00 per column inch charge.

PAYMENT: Until credit is established, advertisers must pay for the space at the time of insertion. We accept payment by credit card, personal check or cash.

INSERTS: Want to get your insert out to over 57,000 readers of the Shopper's Guide? Call or email us for more information.



413.528.0095 ads@shoppersguideinc.com www.shoppersguideinc.com 271 Main Street, Great Barrington, MA

SHOPPER'S GUIDE NO.

### AD SPECIFICATIONS FOR NEWSPRINT

If you decide to create your own advertisement, follow the below specifications to ensure maximum reproduction in newspapers.

### COLOR

All color should be in a CMYK format, which includes text, photos, art and backgrounds.

### **IMAGES**

- Prepare materials to compensate for a 30% dot gain at midtones, images will appear darker when printed on newsprint, than on your computer monitor.
- Halftone images should be 200 dpi at 100% size.
- White type on 4-color images is not recommended.
- Total ink limit should not exceed 240%
- Do not use rich black for text.
- Do not use images from the internet, they are low resolution and are not compatible with print.

### **TYPOGRAPHY: Clarity and Readability**

### 1. Black Text

- Size: a minimum of 8 points
- Color Formula: (C=0%, M=0%, Y=0%, K=100%). Black text should be 100% black (K) and not a combination of the 4 process colors which creates a "process" or "rich" black which you do not want to use for text.
- Using Photoshop to create black text is not recommended.

### 2. Color Text

- Color Text: use a minimum of 12 points, a non-serif font is recommended.
- Color Formula: a maximum of 2 process colors should be used to create the color text. If more than 2 process colors are used it will cause misregistration and make text appear "fuzzy" or "blurry" once printed.

### See Example Below:

Text created using 2 process colors: 90% Cyan, and 70% Magenta = Registered Color Text

Text created using 4 process colors:

40% Cyan, and 50% Magenta, 100% Yellow, 20% Black =

### Misregistered Color Text

### 3. White Text

### When placing white text over a black or color background:

- We recommend at non-serif font at a minimum of 12 points.
- Black boxes should be a 100% black(K), and color boxes a maximum of 2 process colors.

12 Points No Serif 12 Points With Serif

8 Points No Serif 8 Points With Serif

4. Rules and Hairline Borders: Should be a minimum of .5 points.

### **PRIORITY CHECKLIST**

- ☐ Create documents at 100% of printed size? (ads must not require scaling).
- ☐ Scan images at 100% of original size.
- ☐ Used actual type styles to fonts (bold, italic, outline, etc.).
- ☐ Scan line art at a minimum of 300 dpi and scan at 100%.
- ☐ Check that your ad is created at the correct size.
- ☐ Proofread your ad for typographical and grammatical errors.
- ☐ Include in your ad: address, phone number, logo or name of your business, business hours and website address.

### DISPLAY AD

### SIZES & RATES

### Ad Rate \$9.00 per column inch

The total ad cost will include a digital presence charge specific to your ad size.

Shown is a sampling of our most popular sizes & shapes. Please visit our website, call or email for information on other available sizes. Spot or full color is an additional charge.

We are a Tabloid sized paper with a page format of 6 columns wide (10") x 15.75" long. Our one column width measurement is 1.5."

Ad rate total and ad size is determined by multiplying the ad column width by ad height in inches.

### **Digital Presence Charge**

Customer's ads appear in the Shopper's Guide online version. Website addresses within the ad are live and provide access to the customer's website. The digital presence charge is specific to the ad size and added to the total ad cost.

- Ad sizes up to 10": ad rate plus \$3.50
- Ad sizes over 10": ad rate plus \$10

### **Full Color Rate**

- Ad sizes up to 10": ad rate plus \$25
- Ad sizes 10½" to 24": ad rate plus \$50
- Ad sizes 241/2" or more: ad rate plus \$100

### **Spot Color Rate**

- Ad sizes up to 10": ad rate plus \$20
- Ad sizes 10½" to 24": ad rate plus \$40
- Ad sizes 24½" or more: ad rate plus \$60

### **COLUMN WIDTHS**

1 column	1.5"
2 column	3.2"
3 column	4.9"
4 column	6.6"
5 column	8.3"
6 column	10"

### **MODULAR SIZES**

Quarter Page	4.9" w x 7.5" h
Half Page	10" w x 7.5" h
Full Page	10" w x 15.75" h

### **SECTION 1 COVER SIZES**

Small Front	7.6" w x 8" h
Small Back7	7.6" w x 10" h
1st Back10"	w x 15.75" h

### **SECTION 2 COVER SIZES**

2nd Front	10"	W	Х	13.75"	h
2nd Back	10"	w	х	15.75"	h

### 413.528.0095 ads@shoppersguideinc.com www.shoppersguideinc.com 271 Main Street, Great Barrington, MA SHOPPER'S GUIDE

### **BUSINESS CARD SIZE — \$39.50**

3.2" wide (2 columns) x 2" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$20 w/ FULL COLOR — ADD \$25 1 X 2 — \$21.50

1.5" wide (1 column) x 2" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR - ADD \$20 w/ FULL COLOR - ADD \$25

### 1/4 PAGE - \$212.50

4.9" wide (3 columns) x 7.5" long

(Digital presence charge of \$10 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$40 w/ FULL COLOR — ADD \$50

2 X 3 - \$57.50

3.2" wide (2 columns) x 3" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR - ADD \$20 w/ FULL COLOR - ADD \$25

2 X 5 - \$93.50

3.2" wide (2 columns) x 5" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR - ADD \$20 w/ FULL COLOR - ADD \$25

## 1 x 3 - \$30.50

(Digital presence charge of \$3.50 is included in total ad cost shown)

1.5" wide (1 column) x 3" long

w/ SPOT COLOR — ADD \$20 w/ FULL COLOR — ADD \$25

## $2 \times 8 - \$154.00$

3.2" wide (2 columns) x 8" long

(Digital presence charge of \$10 is included in total ad cost shown)

w/ SPOT COLOR – ADD \$40 w/ FULL COLOR – ADD \$50

# DISPLAY AD SAMPLE SIZES - \$9.00 pci\*

\* Total ad cost will include a digital presence charge specific to ad size. Shown is a sampling of our sizes. Many more sizes available.

2 x 1 — \$21.50

3.2" wide (2 columns) x 1" long

(Digital presence charge of \$3.50 is included in total ad cost shown) w/SPOT COLOR - ADD \$20 / w/FULL COLOR - ADD \$25

## **BUSINESS CARD SIZE**

 $2 \times 2 - $39.50$ 

3.2" wide (2 columns) x 2" long (Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$20 w/ FULL COLOR — ADD \$25

 $2 \times 4 - \$75.50$ 

3.2" wide (2 columns) x 4" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR – ADD \$20 w/ FULL COLOR – ADD \$25

4 x 4 — \$154.00

6.6" wide (4 columns) x 4" long

(Digital presence charge of \$10 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$40 w/ FULL COLOR — ADD \$50

## HALF PAGE (HORIZONTAL) 6 x 7.5 — \$415.00

10" wide (6 columns) x 8" long

(Digital presence charge of \$10 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$60 w/ FULL COLOR — ADD \$100

## $2 \times 1^{1/2}$ " - \$30.50

3.2" wide (2 columns) x 1.5" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$20 w/ FULL COLOR — ADD \$25

4.9" wide (3 columns) x 4" long

3 x 4" - \$118.00

(Digital presence charge of \$10 is included in total ad cost shown)

w/ SPOT COLOR - ADD \$40

w/ FULL COLOR - ADD \$50

## 3 x 3" — \$84.50

4.9" wide (3 columns) x 3" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

w/ SPOT COLOR — ADD \$20 w/ FULL COLOR — ADD \$25  $2 \times 4^{1/2}$ " - \$84.50

3.2" wide (2 columns) x 4.5" long

(Digital presence charge of \$3.50 is included in total ad cost shown)

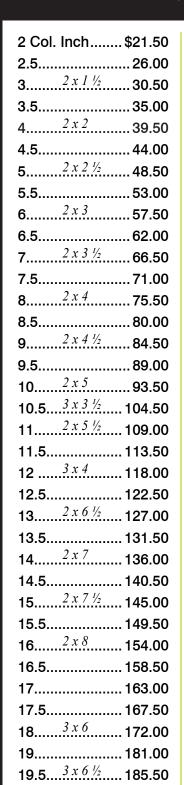
w/ FULL COLOR - ADD \$25

w/ SPOT COLOR - ADD \$20

### 2023 RATE SCHEDULE

### \$9.00 PER COLUMN INCH\*

\* The total ad cost includes a digital presence charge specific to your ad size. (Ad sizes up to 10" add \$3.50 / Ad sizes over 10" add \$10.00) Prices below reflect this additional charge.



20190	00
21199	
22208	
<b>22.5</b> (1/4 pg) <b>212</b>	
23217	
24226	
25235	
25.5239	
26244	
27253	
27.5257	
28262	
28.5266	
29271	
30280	
31289	
31.5293	
32298	
32.5302	
33307	
34316	
34.5320	).50
35325	
36334	.00
37.5347	'.50
38352	2.00
39361	.00
40370	00.0
40.5374	.50
42388	3.00
42.5392	2.50
43.5401	.50
44406	00.6
<b>45</b> (1/2 pg) <b>415</b>	.00
46424	.00

47.5	437.50
48	442.00
50	460.00
51	469.00
52	478.00
52.5	482.50
54	496.00
55	505.00
56	514.00
57	523.00
57.5	527.50
58	532.00
60	550.00
62	568.00
62.5	572.50
63	577.00
64	586.00
65	595.00
66	604.00
67.5	617.50
69	631.00
70	640.00
72	658.00
72.5	662.50
75	685.00
77.5	707.50
78	712.00
80	730.00
81	739.00
84	766.00
87	793.00
90	820.00
93	847.00
<b>94.5</b> (full pg)	
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46.5......428.50



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1 col.	 1.5"
2 col.	 3.2"
3 col.	 4.9"
4 col.	 6.6"
5 col.	 8.3"
6 col.	 . 10"

### **MODULAR SIZES**

1/4 pg	4.9" w x 7.5" h
1/2 pg	. 10" w x 7.5" h
Full pg10	)" w x 15.75" h

### **SECTION 1 COVERS**

(7.6"w x 8"h) w/color	φυσυ
<b>Small Back</b> (7.6"w x 10" h) w/color	\$610
1st Back(10"w x 15.75" h) w/color	\$800

### **SECTION 2 COVERS**

2nd Front	\$800
(10"w x 13.75" h) w/color	
2nd Back	\$800
(10"w x 15,75" h) w/color	

### **Charitable Rate:**

15% Discount

(reserved for charities: Churches, Scouts, etc. with less than \$5,000 gross receipts)

### **SPOT COLOR:**

- Sizes up to 10" add: \$20
- Sizes 10.5" up to 24" add: \$40
- Size 25" or more add: \$60

### **FULL COLOR:**

- Sizes up to 10" add: \$25
- Sizes 10.5" up to 24" add: \$50
- Size 25" or more add: \$100

85% Line Screen 300 Resolution

### DIGITAL ADVERTISING

Digital advertising is a vital part of any organization's marketing strategy, and the Shopper's Guide offers a solution for all of your digital marketing needs.





413.528.0095 ads@shoppersguideinc.com www.shoppersguideinc.com 271 Main Street, Great Barrington, MA

SHOPPER'S GUIDE ..



### advertising on the Shopper's Guide website reaches...

### **Second Homeowners in the Area**

### **And Area Classified Advertisers**

Those folks, whose hard-earned dollars swell the till of your cash register during the season, stay in touch with life in the Berkshires and Taconics by way of the website **shoppersguideinc.com**. The attraction? The commercial conversation we have among ourselves on the pages of every issue of the Shopper's Guide. It turns out that the area's second homeowners, be they in Brooklyn or Brookline, want to listen in.

You can reach this very special audience through an ad on the Shopper's Guide website. A 728 x 90px leaderboard ad or a 300 x 250px medium box ad are priced right. Sold by the thousands of impressions, either a Leaderboard or a Medium box ad will connect you with just the customer you seek. And like radio, both ads can be "dayparted" to reach early risers, midday movers, or late-afternoon shakers, ready to spend their money on the good or service you offer.

All ads are full color, and when clicked upon, the ad links the reader to a landing page on your website. For more information, contact us.

### INSERT ADVERTISING

Looking for a high impact way to advertise your business? Consider using the Shopper's Guide to target and deliver your pre-printed advertising insert. Inserts are great for:

- Advertising Circulars
- Restaurant Menus
- Special Event Flyers
- Store Coupons
- Promotional Postcards

Insert into all direct mailed and drop-off distributed issues of the weekly Shopper's Guide or to just the zip codes you are looking to reach. Zip codes available for inserts are shown at right.

### **SCHEDULING DEADLINE**

Two weeks prior to insertion is recommended

### **DELIVERY DEADLINE**

Friday prior to insertion. Delivery hours 7 am to 3 pm.

### **DELIVERY ADDRESS**

Berkshire Eagle Attention: Neil Wesley 75 South Church Street, Pittsfield, MA 01201 (413) 404-7022

### **COVER SHEET TO INCLUDE**

- Name of Insert
- Insertion Date
- Publication: Shopper's Guide, Great Barrington, MA
- Quantity Shipped

### **INSERT SIZE**

Quarter folding is required for pieces larger than 8½" x 11"

### **PRICING**

Pricing starts at \$55 per thousand (up to 1/2 ounce piece). There is a slight increased cost per thousand based on the weight of the piece.

Please call Cathy Brandt if you have additional questions at (413) 528-0095.



413.528.0095 ads@shoppersguideinc.com www.shoppersguideinc.com 271 Main Street, Great Barrington, MA

SHOPPER'S GUIDE No.

### ZIP CODES

### available for inserts

MASSACHUSETTS					
TOWN	ZIP CODE	MAILED	DROP-OFFS		
EAST OTIS	01029	315			
ASHLEY FALLS	01222	400			
GLENDALE	01229	65			
GREAT BARRINGTON	01230	3,525			
HOUSATONIC	01236	825			
MILL RIVER	01244	180			
MONTEREY	01245	160			
OTIS	01253	455			
SANDISFIELD	01255	310			
SHEFFIELD	01257	1,264			
SOUTH EGREMONT	01258	350			
SOUTHFIELD	01259	310			
STOCKBRIDGE	01262	775			
TYRINGHAM	01264	40			
WEST STOCKBRIDGE	01266	800			
AREA DROP-OFFS			1,725		
TOTAL MAILED: TOTAL DROP-OFFS:	9,774 1,725	, <del>.</del>			

CONNECTICUT					
TOWN	ZIP CODE	MAILED	DROP-OFFS		
CANAAN EAST CANAAN FALLS VILLAGE RR#11 (CANAAN) RR#12 (CANAAN) LAKEVILLE SALISBURY TACONIC	06018 06024 06031 06039 06068 06079	620 75 580 605 510 1,000 785 56			
AREA DROP-OFFS			125		
TOTAL MAILED: TOTAL DROP-OFFS:	4,231 125	*Amount varies slightly due to seasonal distribution			

11.499\*

TOTAL COVERAGE: 4,356\*

TOTAL COVERAGE:

<b>NEW YORK</b>			
TOWN	ZIP CODE	MAILED	DROP-OFFS
COPAKE COPAKE FALLS HILLSDALE MILLERTON	12516 12517 12529 12546	910 200 1,538 1,425	
AREA DROP-OFFS			300
TOTAL MAILED: TOTAL DROP-OFFS:	4,073 300	*Amount varies slightly due to seasonal distribution	

TOTAL COVERAGE: 4,373\*

TOWN	ZIP CODE	MAILED	DROP-OFFS
MISC.	-012	41	

### TOTAL DISTRIBUTION

TOTAL MAILED: 18,119 TOTAL DROP-OFFS: 2,150

\*Amount varies slightly due to seasonal distribution

TRI-STATE COVERAGE: 20,269\*

### **PICKUP** LOCATIONS

In addition to our Direct Mailing, E-Delivery and Online version, the Shopper's Guide is

**ALSO AVAILABLE AT THESE KEY HIGH TRAFFIC LOCATIONS** 

### massachusetts

### **EAST OTIS**

Papa's Healthy Food & Fuel

### **EGREMONT**

Old Egremont Store (North Egmt.)

### **HOUSATONIC**

Aberdales

### **GREAT BARRINGTON**

Agway **Barrington Bagel** Berkshire Co-op Market Big Y Supermarket Carr Hardware

Domaney's

Four Brothers Pizza Inn

Gorham & Norton

Guido's

Kwik Print

Lipton Mart Mobil

Plaza Package

Post Office (Distribution Box)

Shell Gas Station

Shopper's Guide Office

Sunoco Station

Taft Farm

Trotta's Liquor Store

**XtraMart Convenience** 

### LEE

Ben's Clothing

Berkshire Wine & Spirits

Big Y

East Lee Package Store

Lee Town Hall (Distribution Box)

Lipton Mart Mobil

### **LENOX**

Carr Hardware

Family Footwear / Nejaimes

Loeb's Foodtown Market 32

### **PITTSFIELD**

Berkshire Wine & Liquor

Hot Harry's

Pizza House

Stop & Shop

(Both Locations: Dan Fox Dr. & Merrill Rd.)

### **SHEFFIELD**

Silk's Variety

### **STOCKBRIDGE**

Main Street Cafe Red Lion Inn

### **WEST STOCKBRIDGE**

**Public Market** 

### new york

### **CHATHAM**

Agway American Pie Atrium Chatham Brewery Citgo Gas Station Main Street Goodness

### **CLAVERACK**

Agway

### **COPAKE**

Church Street Deli

### CRARYVILLE

**Gulf Gas Station** 

### **GHENT**

Hawthorne Valley Farm Store White Stone Cafe

### **HILLSDALE**

**IGA Supermarket** Four Brothers Pizza Inn

### **MARTINDALE**

Chief Diner

### connecticut

### **CANAAN**

XtraMart/Dunkin'

### **SALISBURY**

LaBonne's Market

### **SHARON**

Sharon Farm Market

### SHOPPER'S GUIDE NO