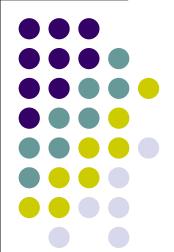
# Marketing on a budget— efficient plans from Paperitalo Publications.

### For budgets from zero to \$13,450\*

(\$13,450 is the most you could possibly spend on Paperitalo Publications in one year at 2009 rates)

### Pick your budget:

Zero \$1,000 \$2,000 \$3,000 \$4,000 \$5,000 \$6,000 \$7,000 \$8,000 \$9,000 \$10,000 \$11,000 \$12,000 \$13,450



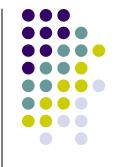
<sup>\*</sup> Pricing based on pre-paid rates, and shown net to publisher. Prices subject to change without notice.

# If your budget is zero...



- Have your employees join the Cellulose Community—it's free and links you to the pulp and paper industry worldwide.
- You join at two places www.cellulosecommunity.org and on "Linkedin"
- Conditions—we don't allow advertising thinly disguised as discussions, but you and your coworkers are free to discuss appropriate problems and opportunities with all the members there.

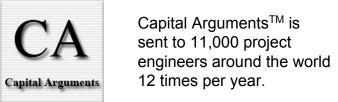
# If your budget is \$1,000...



Purchase six months of advertising on Capital Arguments. You can alternate these every other month for a full year's coverage.

Price: \$950 (\$3.65/day)

OR



Buy one stand-alone
Paperitalo Supplier
Performance Webinar
(which will help you
understand the market's
perception of your
products/services
compared to your
competitors').

Price: \$995 (\$3.82/day)

# If your budget is \$2,000...



Purchase twelve months of advertising on Capital Arguments.

Price: \$1,600 (\$6.15/day)

OR

Purchase a three month package on either PaperMoney or Nip Impressions

Price: \$1,788 (\$6.88/day)

**OR** 

Purchase two stand-alone Paperitalo Supplier Performance Webinars (which will help you understand the market's perception of your products/services compared to your competitors').

Price: \$1,390 (\$5.35/day)





Nip Impressions® is delivered weekly to over 15,000 emails worldwide in 18 languages.

PaperMoney® is delivered 2 x month to over 18,000 emails worldwide in 18 languages.



# If your budget is \$3,000...



Purchase a three month package on PaperMoney and Nip Impressions (total 18 issues).

Price: \$2,750 (\$10.58/day)

OR

Purchase twelve months of advertising on Capital Arguments and two standalone Paperitalo Supplier Performance Webinars Price: \$2,990 (\$11.50/day)

OR

Purchase four stand-alone
Paperitalo Supplier Performance
Webinars (which will help you
understand the market's
perception of your
products/services compared to
your competitors').

Price: \$2,620 (\$10.08/day)

# If your budget is \$4,000...



Purchase a three month package on PaperMoney and Nip Impressions (total 18 issues) and a six month package on Capital Arguments.

Price: \$3,550 (\$13.65/day)

**OR** 

Purchase six stand-alone Paperitalo Supplier Performance Webinars.

Price: \$3,690 (\$14.19/day)

OR

OR

Purchase twelve months of advertising on Capital Arguments and three stand-alone Paperitalo Supplier Performance Webinars (which will help you understand the market's perception of your products/services compared to your competitors').

Price: \$3,625 (\$13.94/day)

# If your budget is \$5,000...



Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues).

Price: \$4,675 (\$17.98/day)

OR

Purchase nine stand-alone Paperitalo Supplier Performance Webinars.

Price: \$4,995 (\$19.21/day)

OR

Purchase twelve months of advertising on Capital Arguments and four stand-alone Paperitalo Supplier Performance Webinars (which will help you understand the market's perception of your products/services compared to your competitors').

Price: \$4,320 (\$16.62/day)

OR

**OR** 

Purchase a three month package on PaperMoney and Nip Impressions (total 18 issues) and a six month package on Capital Arguments and one stand-alone Paperitalo Supplier Performance Webinar.

Price: \$4,545 (\$17.48/day)

# If your budget is \$6,000...

Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues) and a six month package on Capital Arguments. Alternate every other month for full year coverage.

Price: \$5,475 (\$21.06/day)

**OR** 

Purchase ten stand-alone Paperitalo Supplier Performance Webinars.

Price: \$5,350 (\$20.58/day)

OR

Purchase twelve months of advertising on Capital Arguments and seven stand-alone Paperitalo Supplier Performance Webinars (which will help you understand the market's perception of your products/services compared to your competitors').

Price: \$5,765 (\$22.17/day)

Purchase package of Nip Impresissues) an Paperitalo Performar Price: \$5,9

Purchase a three month package on PaperMoney and Nip Impressions (total 18 issues) and five stand-alone Paperitalo Supplier Performance Webinars.

Price: \$5,925 (\$22.79/day)

OR

**OR** 

**OR** 

Purchase a three month package on PaperMoney and Nip Impressions (total 18 issues) and a six month package on Capital Arguments and three stand-alone Paperitalo Supplier Performance Webinars.

Price: \$5,600 (\$21.54/day)

# If your budget is \$7,000...



Purchase a twelve month package on PaperMoney and Nip Impressions and get our click-thru guarantee.

Price: \$6,600 (\$25.38/day)

**OR** 

Purchase ten stand-alone Paperitalo Supplier Performance Webinars and a twelve month package on Capital Arguments.

Price: \$6,950 (\$26.73/day)

**OR** 

Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues) and a six month package on Capital Arguments and one stand-alone Paperitalo Supplier Performance Webinar which will help you understand the market's perception of your products/services compared to your competitors'.

Price: \$6,470 (\$24.88/day)

OR

OR

OR

Purchase a six month "skyscraper" package on PaperMoney and Nip Impressions.

Price: \$7,000 (\$26.92/day)



Purchase a twelve month package on PaperMoney and Nip Impressions and a twelve month package on Capital Arguments and receive our click-thru

Price: \$7,800 (\$30/day)

guarantee.

OR

Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues) and a six month package on Capital Arguments and three stand-alone Paperitalo Supplier Performance Webinars which will help you understand the market's perception of your products/services compared to your competitors'.

Price: \$7,500 (\$28.85/day)

OR

Purchase a three month package on PaperMoney and Nip Impressions (total 18 issues) and five stand-alone Paperitalo Supplier Performance Webinars and twelve months of advertising on Capital Arguments.

Price: \$7,525 (\$28.94/day)

OR

Purchase a six month "skyscraper" package on PaperMoney and Nip Impressions and one stand-alone Paperitalo Supplier Performance Webinar.

Price: \$7,995 (\$30.75/day)

OR

**PLUS** Join the Cellulose Community.

OR

Purchase a six month "skyscraper" package on PaperMoney and Nip Impressions and a six month package on Capital Arguments.

Price: \$7,800 (\$30/day)





Purchase a twelve month "skyscraper" package on PaperMoney and Nip Impressions and receive our click-thru guarantee.

Price: \$9,000 (\$34.62/day)

OR

Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues) and a six month package on Capital Arguments and five stand-alone Paperitalo Supplier Performance Webinars which will help you understand the market's perception of your products/services compared to your competitors'.

Price: \$8,600 (\$33.08/day)

**OR** 

Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues) and seven stand-alone Paperitalo Supplier Performance Webinars.

Price: \$8,840 (\$34.00/day)

OR

Purchase a six month "skyscraper" package on PaperMoney and Nip Impressions and a twelve month package on Capital Arguments.

Price: \$8,600 (\$33.08/day)

OR

# If your budget is \$10,000...

Purchase a twelve month "skyscraper" package on PaperMoney and Nip Impressions and a six month package on Capital Arguments and receive our click-thru guarantee.

Price: \$9,800 (\$37.69/day)

**OR** 

Purchase a twelve month package on PaperMoney and Nip Impressions and ten standalone Paperitalo Supplier Performance Webinars and receive our click-thru quarantee.

Price: \$9,650 (\$37.12/day)

OR

Purchase a six month package on PaperMoney and Nip Impressions (total 37 issues) and a twelve month package on Capital Arguments and six stand-alone Paperitalo Supplier Performance Webinars which will help you understand the market's perception of your products/services compared to your competitors'.

Price: \$9,565 (\$36.79/day)

OR

OR

Purchase a six month "skyscraper" package on PaperMoney and Nip Impressions and a twelve month package on Capital Arguments and two stand-alone Paperitalo Supplier Performance Webinars.

Price: \$9,990 (\$38.42/day)





Purchase a twelve month "skyscraper" package on PaperMoney and Nip Impressions and a twelve month package on Capital Arguments and receive our

Price: \$10,400 (\$40.00/day)

click-thru quarantee.

**OR** 

Purchase a twelve month package on PaperMoney and Nip Impressions and a six month package on Capital Arguments and a ten standalone Paperitalo Supplier Performance Webinars and receive our click-thru guarantee.

Price: \$10,450 (\$40.19/day)

OR

Purchase a twelve month package on PaperMoney and Nip Impressions (total 74 issues) and a twelve month package on Capital Arguments and ten stand-alone Paperitalo Supplier Performance Webinars which will help you understand the market's perception of your products/services compared to your competitors' and receive our click-thru guarantee.

Price: \$10,850 (\$41.73/day)

OR

OR

Purchase a six month "skyscraper" package on PaperMoney and Nip Impressions and a twelve month package on Capital Arguments and three stand-alone Paperitalo Supplier Performance Webinars.

Price: \$10,425 (\$40.10/day)



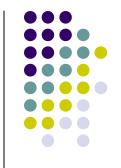
# If your budget is \$12,000...



Purchase a twelve month "skyscraper" package on PaperMoney and Nip Impressions and a twelve month package on Capital Arguments and four standalone Paperitalo Supplier Performance Webinars (which will help you understand the market's perception of your products/services compared to your competitors' and receive our click-thru guarantee).

Price: \$11,860 (\$45.62/day)

### If your budget is \$13,450...



Purchase a twelve month
"skyscraper" package on
PaperMoney and Nip
Impressions and a twelve
month package on Capital
Arguments and ten stand-alone
Paperitalo Supplier
Performance Webinars (which
will help you understand the
market's perception of your
products/services compared to
your competitors' and receive
our click-thru guarantee).

Price: \$13,450 (\$51.73/day)

And...

Your message has been in 88 emails sent around the world in 18 languages (an average of 1.69 emails per week); you have had 10 competitive analysis Webinars with up to 12 participants in each.

**PLUS** 

# If your budget is over \$13,450...



We must recommend any competitor's print magazine, because you can't spend more than \$13,450 in a year with Paperitalo Publications' 2009 prices.

Unfortunately, you probably won't be sending your message worldwide 88 times and we know you will not benefit from our 18 language translations.

# **Contact Information and Production Schedule**



Contacts:

Jim Craven

Associate Publisher

Pasadena, California

626.799.0036

jcraven1@charter.net

Jim Thompson

**Executive Editor** 

Duluth, Georgia

678.206.6010

jthompson@taii.com

**Publisher Address:** 

Paperitalo Publications

Talo Analytic International, Inc.

4018 Keeneland Court

Duluth, Georgia 30096 USA

**Production Schedule:** 

Easy—one week before any issue is published.

- PaperMoney is published on the first and third Tuesdays of each month.
- Nip Impressions is published every Thursday.
- Capital Arguments is published on the 15<sup>th</sup> of each month











•Target your select audience

Financial Insight for Pulp and Paper Executives Worldwide

- •Premium message environment
- •Strong, quality brand association
- •Popular, focused, honest, frank and fair content

### Select Audience—the world wide pulp and paper industry

- 128,000 + Page visits per month
- 91,000 + Emails delivered per month
- 9,100 + Unique website visitors per month
- 2,500 + Daily site visits



deliver:

- An engaged audience of professionals active in the world-wide pulp and paper industry from every aspect.
- Multiple platforms which focus on the audience's interests in specific aspects of the industry

# Prime Message Environment

- PaperMoney<sup>®</sup> is widely read by industry executives, attorneys, the financial community and government agencies. It reaches the top levels of management at the mill level.
- Nip Impressions° is widely read by all levels of professionals at the mill level as well as interested executives at headquarters.
- Capital Arguments<sup>TM</sup> is focused on engineers, purchasing and management personnel responsible for budgeting and implementing capital projects.
- The Thompson Private Letter<sup>TM</sup> is a subscription only, non-advertising premium e-newsletter focused on innovation. It enhances the overall brand image.









### Who reads

- 99% hold a BS or higher degree in engineering, science, management or law.
- Over 9,000 have operations management responsibility
- Nearly 6,000 are strategic decision makers
- 5,000 Front-line supervisors
- Nearly 4,500 technical & environmental professionals
- 4,000 Operations executives (corporate & local)
- 2,500 with Purchasing responsibility

- 55% North America
- **20%** Europe
- 10% South America
- 5% China
- 3% Australia/New Zealand
- 7% Other

PaperMoney<sup>®</sup>, Nip Impressions<sup>®</sup> and Capital Arguments<sup>TM</sup> and *your advertising website* are instantly translated into 18 languages:



### **Advertising Opportunities**

Note: your website text automatically translated into the reader's choice of 18 languages at no extra charge.

#### Platinum Package

- Skyscraper ad [162 x 324] right hand column
- 74 times in PaperMoney & Nip Impressions (12 mo.)
- "2<sup>nd</sup> page" guaranteed 4 x
- 4,000 Click-thru guarantee (on 12 month package only)

12 Months 6 Months

\$9,000 \$7,000 prepay \$775 \$1,192 /month

#### Gold Package

- Button ad [162 x 162]
- 74 times in PaperMoney & Nip Impressions (12 mo.)
- "2<sup>nd</sup> page" guaranteed 2 x
- 4,000 Click-thru guarantee (on 12 month package only)

12 Months

\$6,600 prepay \$575 /month

### Silver Package

- Button ad [162 x 162]
- 37 times in PaperMoney & Nip Impressions (6 mo.)

### Bronze Package

- Button ad [162 x 162]
- PaperMoney or Nip Impressions

6 Months 3 Months

\$4,675 \$2,750 prepay \$804 \$942 /month 3 Months

\$1,788

1 Month

\$1,200 prepay

only

Note: all ads are prepaid; we offer credit card billing



Additional guaranteed 2<sup>nd</sup> Page exposure on *Nip Impressions* only available with above packages, \$300 per issue.

White Paper Library Advertisers \$200/month [3 month minimum] Non-Advertisers \$400/month [3 month minimum]

Video Library [a link to your video] \$300/month [3 month minimum] Non-Advertisers \$500/month [3 month minimum]

Ask about advertising on *Capital Arguments*<sup>TM</sup> in conjunction with the above.

### **Advertising Opportunities**

Capital Arguments Supplement

Note: your website text automatically translated into the reader's choice of 18 languages at no extra charge.

Note—these prices only good with the purchase of a corresponding package on the previous page. Call for information on stand-alone purchases of Capital Arguments only.

Platinum Package	Gold Package	Silver Package	Bronze Package
12 Months 6 Months	12 Months	6 Months 3 Months	3 Months 1 Month
\$1,400 \$900 prepay	\$1,200 prepay	\$800 \$500 prepay	\$600 \$250 prepay
\$159 \$149 /month	\$130 /month	\$139 \$180 /month	only

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Contacts:

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