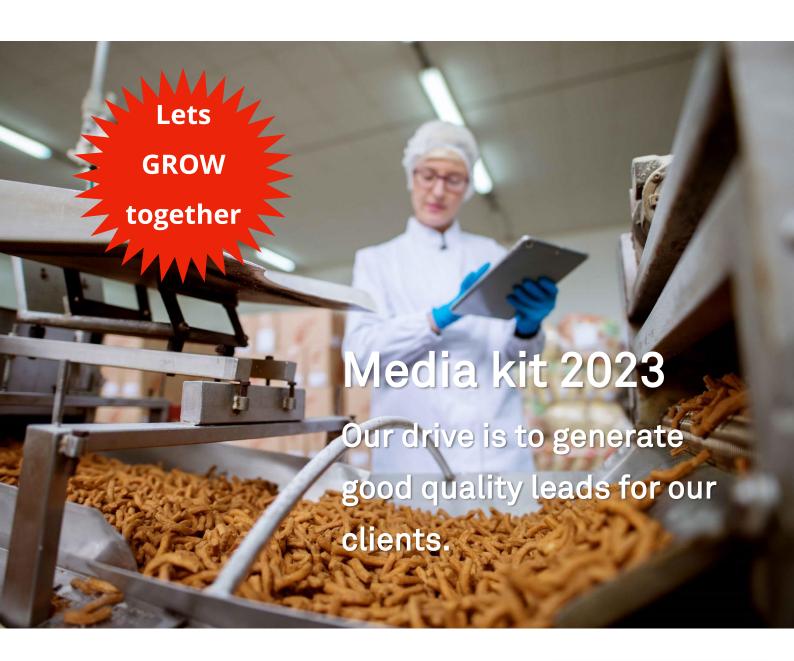


MEDIA KIT 2023 ISSUE 30



- FACTS & FIGURES
- OSV NETWORK
- PRINT FDITION
- ONLINE ADVERTISING
- LIST OF SUPPLIERS
- POSTERS





### **FACTS & FIGURES**

#### VAKBLAD VOEDINGSINDUSTRIE

#### The trade magazine for entrepreneurs and managers of food manufacturing industry

For nearly 30 years we have been providing information about trends & developments, sustainable entrepreneurship, innovations, packaging, hygiene and food safety, processing, process technology and science. Vakblad Voedingsindustrie is part of a cross-media concept, a mix of requested communication (Internet and a digital newsletter) and unsolicited communication (we make sure the magazine is published in the relevant sector; **3,000 food producing companies**). In addition, with our network Ondernemers Sociëteit Voedingsindustrie (OSV), we facilitate personal contact moments with the target group, which makes full circle.

In order to continue to guarantee optimal reach to **3,000 relevant food companies**, the circulation has been increased by 20% in 2020, as around 500 of our subscribers are now working in the supplying industry!

We translate all online content into English, making us the only Dutch publisher in the food industry to offer all information bilingually. This way, the knowledge is also available to English-speaking readers.

All content is **visible to everyone** and can be shared freely, we do not work with an online subscription.

#### TARGET GROUP

Vakblad Voedingsindustrie is targeted at managers within processing companies involved in the meat, poultry, fish and dairy and substitutes thereof (new proteins) and the branches fruit & vegetables, the bread and the convenience food industry.

#### EXTRA ATTENTION

Each edition we give special attention to a topic that is of high interest in the food industry. We elaborate on that topic with an independent story in which we discuss the latest trends and developments. By means of case studies, we translate the theme, along with the market, into practice.





#### **PRINT STATISTICS**

Published: 8 times a year Circulation: 3,500

Multiple-reading factor: 3,5



#### **NEWSLETTER REACH** (Increased by 25%)

Frequency: 70 times a year

Active subscribers: 5.345 Delivery rate: 97%

Unique open rate: Average 29,7%

Click-through rate: 14%



#### **ONLINE REACH**

#### (Increased by 30%)

Unique visitors a month: 8,050
Average pageviews a month: 15,309
Average sessions a month: 9,512
Average time sessions: 00:02:43



#### **SOCIAL MEDIA FOLLOWERS**

#### (Increased by 50%)

LinkedIn: 5.929 connections
Twitter: 762 followers

### **OSV NETWORK**

#### PERSONAL CONTACT WITH OUR OWN NETWORK ORGANISATION OSV

We are the only Dutch publisher in food with our own network organization: Ondernemers Sociëteit Voedingsindustrie (OSV).

The OSV will exist for 30 years in 2023 and we will celebrate in a big way. Our network has approximately 300 members: primarily comprising decisionmakers in the food industry. The members come together at workshops, lectures, company visits, and the Winter and Summer barbecues. For vakblad Voedingsindustrie the way to gather information at the source.

Especially in this digital age it is important to continue to keep meeting each other in person, this creates trust and ensures a higher level of respect. The network also ensures a good connection with the magazine's readers. The read-along factor is 3.5 and we are very happy with that.

#### WHAT DOES AN OSV-MEMBERSHIP COST?

The OSV membership costs only € 415 per calendar year + registration fee of € 25. As soon as a personal contribution is due for a meeting (golf day / barbecue), this will be clearly communicated in advance. Company visits and workshops are free for members.

The members of the OSV receive vakblad Voedingsindustrie and they get a 5% discount on all standard advertising possibilities in vakblad Voedingsindustrie. They also receive a free upgrade in the suppliers guide. This way membership is recouped in no time. Check our member list online.

# It's not what you do so much as who you know!

Photo: Participants in the company visit at GEA in June 2022





# **VOEDINGSINDUSTRIE PRINT**

Our magazine is published eight times a year and targeted at managers within processing companies involved in the meat, poultry and fish industries, the (convenience) food industry (including snacks, salads, preserves, meal components, meat substitutes and protein sources) and wholesalers around the world.

The entire trade journal is posted bilingually online (Dutch and English), in which we are **unique** in our line of work. Online is unlimited reading for everyone. We have no online subscriptions, in this we are also unique.

Since 2021, each issue has appeared on <u>issuu.com/vakbladvoedingsindustrie</u> as an interactive online magazine reaching even more readers.

PUBLICATION DATE	EDITORIAL DEADLINE	ADVERTISING DEADLINE	SPECIAL FOCUS ON
7 February	12 January	18 January	Sustainable Production Lines
7 March	9 February	15 February	Packaging
11 April	16 March	22 March	Product innovation
16 May	20 April	25 April	Food Safety
20 June	25 May	30 May	Construction & Renovation   Cooling and Freezing
12 September	17 August	23 August	New proteins   Meat, fish and dairy substitutes
17 October	21 September	27 September	Smart Food Manufacturing
21 November	26 October	1 November	Hygiene, cleaning and Disinfection

#### PAPER AND FINISHING

Roto offset, HHMC half-matt, 135 grams; cover 250 grams HHMC half-matt, one-sided with gloss laminate. Glued.

PRINT RATES PER PLACEMENT

FORMAT	1x	2x	3x	6x	8x
1/1 page	1.647	1.567	1.487	1.397	1.317
1/2 page	967	917	877	827	777
1/4 page	527	497	477	447	427

#### COMPANY REPORT/CASE STUDY/INFOMERCIAL

2 pages 2.957 Including interview and photographer on location in the

1.887

Netherlands. We translate the article into English and publish it

online (Dutch and English), in the newsletter and a post to Social

Media. Text and photos are royalty-free.

### PRODUCTNEWS | PRESS RELEASES

1 page

1/4 page 497 (100 words plus 1 photo or 120 words without photo)

Incl. online placement 657 (tweetalig; 300 woorden + 1 foto)

#### EXTRA OPTIONS ONLY BY PRIOR AGREEMENT

Folded-down corner cover 600 (subject to availability)

Loose/bound insert 1.250 (minimum price; specifications on request)

Back cover + 20% (subject to availability)
Glossy outsert 3.480 (subject to availability)

We offer the cross-media placement of 'superior advertising options' which are entirely tailormade, such as a split cover, glossy outsert, bellyband or card sticker, with for example a special landing page online.

#### PRINT ADVERTISING MATERIAL

PDF Certified PDF, 300 dpi, CMYK

Material < 10Mb via e-mail to kiki@b2bcommunications.nl.

For larger files please use wetransfer.com (free).



Trim Size: 215 x 250 mm

Bleed: +3 mm all round



#### **GLOSSY OUTYERT**

Front side: 111 x 191 mm

Back side: 111 x 250 mm

Bleed: +3 mm all round



#### **1/1 PAGE**

Format: 215 x 250 mm

Bleed: +3 mm all round

On the frontside the logo of Vakblad Voedingsindustrie must be retained.

**1/2 PAGE** 

Portrait: 94 x 225 mm

Landscape: 193 x 110 mm

We will place the logo in the pdf file. Therefore the type area of the front side is 59 mm less high than the back

side.

All sizes: width x height



1/4 PAGE

Portrait: 94 x 110 mm

### **SUPPLIERS IN THE FOODINDUSTRY**

The website contains a well-organized list of suppliers that are relevant to the food industry. Subdivided into segments.

We keep the list as up-to-date as possible. The data gets checked once a year. If changes are made in the meantime, it is up to the customer to inform us.

Not yet listed? Subscribe to www.vakbladvoedingsindustrie.nl/ikwilopdelijst.

OSV members get a free upgrade in the supplier list. They automatically start with a logo in 1 segment.

#### **SUPPLIER LIST RATES**

#### **PER YEAR**

NR	TYPE OF ENTRY	LISTING	PRICE	OSV-PRICE
	Standard	Company details: company name, address, telephone, e-mail, website and pay-off or specialization in 1 category	FREE	FREE
1	Upgrade 1	Company details with logo in 1 segment	250	FREE
2	Upgrade 2	Company details with logo in 2 to 4 segments	400	250
3	Upgrade 3	First to fifth position in suppliers list in 2 to 4 segments (with logo)	750	500



### **ONLINE ADVERTISING**

We stand for **free knowledge sharing** and do not ask for a subscription fee for the online editions. All information from the professional journal is available to everyone and can be freely shared (Facebook, LinkedIn, Twitter, Pinterest, Instagram and Google) and mailed to business contacts. Company reports, case studies and advertorials are posted completely online. We translate all articles into English.

All information (including your articles, advertorials and press releases) remains accessible online. We invest in your reach, ensure years of conversion and therefore make a long term commitment.

In 2023, we will offer even more banner options. The following page shows and describes all options in detail. The banners in the sidebar are visible on all pages.

On desktop in the right-hand column, on mobile homepage between articles, on all other pages directly below the article.

ONLINE PRICES MONTHLY PRICES

NR	TYPE	SPECIFICATION		PRICE
	VISIBLE ON HOMEPAG	E		
1	Leaderboard	728 x 90 pixels		997
2	Advertorial	300 words	(1 month in first row, then sorted by date)	497
	VISIBLE ON HOMEPAG	E AND ALL CATEGO	DRIES	
3	Advertorial XL	500 words	(1 month highlighted on top, then sorted by date)	1.257
	VISIBLE ON ALL PAGES	S (DESKTOP SIDEBA	AR, MOBILE BETWEEN ARTICLES)	
4	Large leaderboard	970 x 90 pixels		1.257
5	Large rectangle	336 x 280 pixels		1.257
6	Banner	550 x 150 pixels		799
7	Logo + pay-off	200 x 150 pixels		297
8	Video XL	336 x 280 pixels		1.257

### **AD SPECIFICATION**

- All sizes: width x height.
- All characters including spaces.
- All material jpg, gif (non-animated) max. 100 Kb.
- Resolution max. 72 dpi.
- Banners up to 3 per position, display ad random.
- Animated banner only after deliberation!







0.00

#### OSV NAJAARSBARBECUE

Kom ook ontspannen en doe



ACTUFFI +

OPINIE +

NUTRI-SCORE

OSVNETWERK \*

LEVERANCIERSLIIST

TRENDS .



DSELVEILIGHEID .

FOODPROCESSING .

ONDERZOEK .

MFFR +

Zoek naar artikelen...

Alle rubrieken

a

Criteria Europese

Een werkgroep van zeven Europese landen invoering van Nutri-Score. De wijzigingen zijn bedoeld om de door Frankrijk voorgestelde

index publieksvriendelijker te maken met

**Nutri-Score aangepast** 

LEES MEER

#### Ga direct naar



AANMELDEN NIEUWSBRIEF

ABONNEREN

ADVERTEREN

LEVERANCIERSLIJST

#### DE PRINTKOP MAAKT HET VERSCHIL BIJ EEN INKJETPRINTER

23 augustus 2022

Bij de keuze van een kleinkarakter inkjetprinter spelen meerdere facetten een belangrijke rol. Uiteraard de technische specificaties, gebruiksgemak en betrouwbaarheid. Vooral de printkop van de machine bepaalt voor een g...



#### FRUITSTENEN WORDEN SMAKELIJK VOEDSEL

19 augustus 2022

Kern Tec GmbH heeft een reeks technologieën ontwikkeld die tot nu toe weggegooide fruitpitten kunnen omtoveren tot lekker eten. Alleen in Europa wordt jaarlijks meer dan een half miljoen ton aan pitten weggegooid. Dit be...



#### NVWA PUBLICEERT HANDBOEK VOEDINGS-

18 augustus 2022

De Nederlandse Voedsel- en Warenautoriteit (NVWA) heeft een Handboek Voedingssupdelen en kruidenpreparaten gepubliceerd. Supplementen zijn bedoeld als een aanvulling op de dagelijkse voeding...



### SUPPLEMENTEN

plementen, verrijkte levensmid-









#### DIEPVRIES SLEUTELROL IN STRIJD TEGEN VOEDSELVERSPILLING

Hoewel 75 procent van de Nederlanders tijdens het kopen van groente en fruit rekening houdt met voedselverspilling. gooit datzelfde percentage met regelmaat groenten weg omdat de houdbaarheidsdatum is verstreken. Igio st...



#### VION VERSTERKT POSITIE OOST DUITSLAND

17 augustus 2022

Met een totale investering van bijna 50 miljoen euro tot nu toe en de in 2020 gestarte uitbreiding van de productiecapaciteit op de locatie Altenburg, speelt Vion Food Group vanaf deze zomer nog meer in op de trend



#### RECORDAANTAL BEDRIJFSSLUITINGEN IN VOEDINGSINDUSTRIE

In de eerste helft van dit jaar sloten 310 bedrijven in de voedingsindustrie hun deuren. Sinds het CBS in 2007 startte met het meten van het aantal bedrijfsopheffingen was dit aantal nog nooit zo hoog. In de brood- en de..



Process & Packaging Solutions



Professionals in food processing

delaware

Expert in Food-Automatisering



Machinebouw voor de voedingsindustrie



Sterk in stoom | Thuis in thermische olie

Voorkom valkuilen bij aanschaf ERPpakket





OSV NAJAARSBARBECUE 21 SEPTEMBER Kom ook doelgericht netwerken!







LAST MILE HEEFT GROTE



VISSERIJ KRIMPT TOT





**NIEUW- EN VERBOUW KOELEN EN VRIEZEN** 





#### 1. Leaderboard homepage

728 x 90 pixels



## 2. Advertorial homepage (first row)

Title 50 characters, text visible on homepage 220 characters and 1 photo ( $650 \times 365$  pixels); content page max. 300 words and 1 photo ( $600 \times 450$  pixels), URL.



### Advertorial XL highlighted on top homepage and all categories

Title 50 characters, text visible on homepage 220 characters and 1 photo (650 x 365 pixels); content page max. 500 words and 3 photos (600 x 450 pixels) + URL.



970 x 90 pixels



336 x 280 pixels

#### 6. Banner (sidebar desktop)

550 x 150 pixels: jpg, gif (animated)



#### 7. Logo with pay-off (sidebar desktop)

Logo 200 x 150 pixels (non-animated). Pay-off: 40 characters



#### 8. Video XL (sidebar desktop)

We embed your Vimeolink in our website

#### **AD SPECIFICATION**

- All sizes: width x height.
- All characters including spaces.
- All material jpg, gif (non-animated) max. 100 Kb.
- Resolution max. 72 dpi.



### **DIGITAL NEWSLETTER**

We send out a digital newsletter in Dutch to 5,345 subscribers (food sector). With a unique open rate of 29.7% on average, we also reach a large part of your market via this channel. In addition to current developments, we highlight the articles published in the magazine in the newsletter.

As demand for advertorials and banners in the newsletter has exploded recently, we have decided to expand the offer.

In addition to extra advertorial opportunities, we now send a newsletter twice a week, so we are less likely to have to sell 'no', increasing the likelihood of a 'yes, you can'.

There is a maximum of 2 banners and 3 advertorials in a newsletter.

#### **DIGITAL NEWSLETTER RATES**

PER PLACEMENT

NR	ТҮРЕ	SPECIFICATION		PRICE
1	Full banner	600 x 100 pixels		497
2	Full banner XL	600 x 200 pixels		597
3	Large rectangle	600 x 400 pixels		697
4	Advertorial A	560 x 824 pixels	Including page online	597
5	Advertorial B	560 x 824 pixels		497
6	Advertorial C	590 x 380 pixels		397
7	Advertorial XL <i>Max 1 per newsletter.</i>	1.200 x 360 pixels	Main article with page online and citation in newsletter title	857
8	Videoblok XL <i>Max 1 per newsletter.</i>	600 x 400 pixels	Shortvideo 12 seconds	897

#### **AD SPECIFICATION**

- All sizes: width x height.
- All characters including spaces.
- All material jpg, gif (non-animated) max. 100 Kb.
- Resolution max. 72 dpi.

We offer the possibility of providing animated banners, however, these do not play on every device. Strongly dependent on the software version.

#### 1. Full banner

600 x 100 pixels

#### 2. Full banner XL

600 x 200 pixels

#### 3. Large rectangle

600 x 400 pixels

Can also be used as a video block (see 8).

#### 4. Advertorial A with page online

Newsletter: Title 50 characters, text 450 characters and 1 photo (560 x 824 pixels); Link to online page.

Online page: Title 50 characters, visible on homepage: text 220 characters and 1 photo (650 x 365 pixels); content page max. 300 words and 1 photo (600 x 450 pixels), URL.

#### 5. Advertorial B

Title 50 characters, text 450 characters and 1 photo (560 x 824 pixels)

Link to your online page.

#### 6. Advertorial C

Title 40 characters, text 400 characters and 1 photo (590 x 380 pixels).

Link to your online page.

### 7. Advertorial XL (Main article) with page online and citation in newsletter title

Newsletter: Title 60 characters, text 450 characters and 1 photo (600 x 200 pixels).

Link to online page.

Online page: Title 50 characters, visible on homepage: text 220 characters and 1 photo (650 x 365 pixels); content page max. 500 words and 3 photos (600 x 450 pixels).

#### 8. Videoblok XL

YouTube link; 1920 x 1080 px (minimal 1280 x 720px), fullscreen recording.

We will create a short video of up to 12 seconds in consultation.



In de voedingsindustrie is er altijd behoefte aan uitbreiding en renovate. Voedsekeiligheids-en duurzaamheidseisen worden stranger, wetgeving verandert. Heb je het over bouwen en verbouwen, dan ontkom je niet aan een gesprek over duurzaamheid en circulairieit. Maar er zijn meer ontwikkelingen die de bouw beinvloeden. We praten erover met drie experts.

voorkom ik de Hoe 3 grootste valkuilen bii aanschaf van een ERP pakket Download de **gratis** whitepaper



in een poging om de uitstoot van proeikasgassen te verminderen en circulaire brandstofmogelijkheden te bevorderen, heeft Cargill zijn eerste uitramoderne geavanceerde biodieselfabriek voltooid, die afvaloliën en residuen omzet in hemieuwbare residuen omzet in hemieuwbare brandstof. De geavanceerde biodiesel die in de installatie wordt geproduceerd, zal worden gebruikt door de maritieme sector en de sector van het vrachtvervoer, waardoor blasser. ichtvervoer, waardoor klanten de olstofvoetafdruk van hun activiteite nnen verlagen.



### Renewi investeert in recycling voor over-de-datum producten

de-datum producten

Renewi Organics heeft een nieuwe overde-datum producten (ODP) installatie in
gebruik genomen. De nieuwe ODP ijn
verwerkt snellen en meer materalien.
Daze installatie ontvangt en verwerkt de
over-de-datum producten en eternienset en
met als doel er uteindelijk BIO-INC en
BIO-CO2 van te producerne en warmte of
elektricitet mee op ze wekken. De lijn
kan tot 60 ton voedselafval per uur
verwerken. Met de intzet van deze
installatie verwerkt Renewi op jaarbasis
ruim 65.000 ton organische reststeromen
tot nieuwe grondstoffen.



Verwächtlingen

De wereldvijde vlees en elwindustrie
greep elke minut van IFFA van 14 tot 19
mei aan in miteralief te netwerken,
innovaties te ien en zaken te doen.
Duurzame productie, geautomatiseerde
processen en dijfaliering op alle
gebieden van venerking, verpakking en
verkoop keemmeken het productaenbod
op de stands. De grote belangstelling
voor alternatiese witten toonde ook het
grote toekomstochenlieel van deze markt.
Onoveer's 00.00 bezoekers uit 12 in. voor alternatieve eiwitten toonde ook h grote toekomstpotentieel van deze mar Ongeveer 50.000 bezoekers uit 129 landen reisden naar Frankfurt am Main oor de IFFA.



#### IFS Food 8 draft versie gepubliceerd

Rond de zome 2022 wordt IFS Food versie 8 verwacht. Onlangs verscheen de draft versie van IFS Food 8. De IFS Food standaard wordt gewijtrijd om te voldoen aan deCodex Allmentarius CXC 1-1969 versie 2020.

wijzigingen kun je verwachten?



**BRABANTSE MACHINEBOUWER** 



### **POSTERS FOODINDUSTRY**

Via vakblad Voedingsindustrie, we distribute the poster MEAT, FISH, FRUIT&VEGETABLES and DAIRY. The posters feature the structure of the various processing industries.

#### **EXPOSURE**

Every year we produce a new poster MEAT, FISH, FRUIT&VEGETABLES and DAIRY with the latest data. The content is compiled with the utmost care and largely controlled by the companies listed.

Around the structure of the various industries are advertising blocks, these are in high demand and often booked far in advance by the regular advertisers.

Only a few ad blocks per poster are released each year for new advertisers, you can subscribe to them.

#### **REACH**

The posters (A1) are enclosed in a print run of 3,500 with vakblad Voedingsindustrie. Due to high demand, we also have these posters available online. They are free to <u>download</u>. This way, we expand the reach of the posters.

#### RATES PER POSTER

PER PLACEMENT

NR	TYPE	SPECIFICATION	PRICE
1	Large block landscape	181,3 x 110 mm	1.495
2	Large block portrait	94 x 222,4 mm	1.495
3	Small block	94 x 106,2 mm	995

#### PRINT ADVERTISING MATERIAL

PDF	Certified PDF, 300 dpi, CMYK
Material	< 10Mb via e-mail to kiki@b2bcommunications.nl.
	For larger files please use wetransfer.com (free).



#### LARGE BLOCK

Portrait: 94 x 222,4 mm Landscape: 181,3 x 110 mm



#### SMALL BLOCK

Portrait: 94 x 106,2 mm

All sizes: width x height











# **DID YOU KNOW?**

Did y	ou know that:	
<b>\</b>	we can support your media communications with all possible tools!	
<b>\</b>	we can create a modern white paper for you and think along with you about the content!	
<b>\</b>	we consider your communication message and give (unsolicited) advice!	
<b>\</b>	we have developed our own e-mail software with (reversed) web tracking and extensive reporting possibilities!	
<b>\</b>	we provide Direct Mailings, from start to finish!	
<b>\</b>	we also write texts for your website!	
<b>\</b>	we have our own podcast studio!	
/	we have our own greenscreen studio, we can produce your video with autocue and guide you with the content and script!!	
N	OTES	
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### CONTACTINFORMATION



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#### SUBSCRIPTION PRINT EDITION

#### € 80,- a year

Different prices apply outside the Netherlands. All prices quoted are in euros and exclude VAT.

#### **GENERAL CONDITIONS**

General terms and conditions can be downloaded on our website www.vakbladvoedingsindustrie.nl

#### VAKBLAD VOEDINGSINDUSTRIE IS PUBLISHED BY:

#### b2b Communications BV

Arnhemsestraatweg 19 NL-6881 NB VELP (GLD) +31(0)26 370 00 27 info@b2bcommunications.nl www.b2bcommunications.nl



www.vakbladvoedingsindustrie.nl



### **ONLINE AND OFFLINE CONCEPTS**

We don't just deliver the right product, we also fully assist you in the development and realization of a tailor-made concept, from start to finish.



**Just imagine....** What would it mean to you if your company stood head and shoulders above the rest in terms of visibility as well as conversion? If your online marketing strategy is totally innovative? Your company deserves to be marketed uniquely... right?

**Hold on ...** Websites as we have known them for years are dead. There is a totally new way to achieve optimal marketing results. A particularly effective way even... Want to know how? Then schedule your appointment right away.

John Wallbrink | director Wallbrink Crossmedia Groep

On- and offline concepts & lead generation

"With our network 'Ondernemers Sociëteit Voedingsindustrie (OSV)' we have personal contact with the market and can therefore respond to the latest developments. We think along with you and provide a content marketing strategy with your DNA. We take you to the next level."

Saskia Stender | director b2b Communications BV Communication specialists in food and food industry





ONDERNEMERS SOCIËTEIT VOEDINGSINDUSTRIE (OSV) VAKBLAD VOEDINGSINDUSTRIE VERSINSPIRATIE.NL

www.b2bcommunications.nl



ON- AND OFFLINE CONCEPTS
LEADGENERATION
CONTENTMARKETINGSTRATEGY

www.wallbrinkcrossmedia.nl