

Reach the growing rental industry in California worth nearly \$9 billion

Membership Resource Directory • Rental Rally magazine • Rental Rally Tradeshow Guide •
 Rental Rally Tradeshow eNewsletter • CRA eNewsletter • calrental.org •

FOR MORE INFORMATION, PLEASE CONTACT:

calrental.org

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Support California's Growing Rental Industry

- California's nearly \$9 billion rental industry include these top four markets:
 - Industrial equipment rentals worth \$4.2 billion and growing at 5.1% annually
 - Heavy equipment rentals worth \$3.9 billion and growing at 2.9% annually
 - Party supply rentals worth \$568 million and growing at 2.4% annually
 - Tool and equipment rentals worth nearly \$240 million and growing at 2.4% annually
- Annual growth is projected to increase across all four of these categories through 2020.
- California is the **largest industrial equipment rental state in the nation** and is second for heavy equipment rentals and tool and equipment rentals.

Industry Leading Members

Our members are industry leading, independent companies that use the *Membership Resource Directory* as a year-round resource. Members include:

- All Star Rents
- BJ's Rentals
- B. S. & E. Company, Inc.
- PDQ Rentals
- Rental Guys, Inc.
- And more!



Membership Resource Directory

Our Association

The California Rental Association strives to promote the rental industry through influencing governmental policies, networking events and continued education for our members and the public. We foster interaction and communication between all of our members about the critical issues facing California's booming rental industry.



Source: IBISWorld Industry reports 53231, 53241, OD4389, 53249

Product Menu



Membership Resource Guide print and digital editions Gain unrivaled access to CRA members with our annual *Membership* Resource Guide. It contains valuable member contact information and is used as a reference and purchasing tool throughout the year.



Rental Rally Magazine print and digital editions CRA's official magazine, *Rental Rally Magazine* is a trusted member resource. Issues are archived on our website, giving each issue added exposure and life.



Rental Rally Tradeshow Guide

The CRA Rental Rally Tradeshow Guide is available in a digital version. Viewers can flip through the pages, forward articles to colleagues and click ads to be redirected to advertiser's websites.



Rental Rally Tradeshow eNewsletter

Our eNewsletter allows members to stay informed about the West Coast Rental Rally Trade Show whether they are in the office or on the road.



CRA eNewsletter

Our eNewsletter allows members to stay informed about timely industry topics and association news whether they are in the office or on the road.



Calrental.org Website Advertising

Prominent advertising positions are available on calrental.org. Members turn here to get up-to-date information, see upcoming events and maximize their CRA membership.

Membership Resource Directory and Rental Rally magazine

Net Advertising Rates

All rates include an Ad Link in the digital edition of the directory. Members will receive a 10% discount off of net rates. Magazine advertisers receive 10% off directory rates.

Revisions and Proofs: \$50.00 **Position Guarantee:** 15% Premium

Full-Color Rates	1-2x	3-4x	Directory
Double Page Spread	\$3,009.50	\$2,559.50	\$4,029.50
Outside Back Cover	\$2,429.50	\$2,119.50	\$3,429.50
Inside Front or Inside Back Cover	\$2,279.50	\$1,969.50	\$3,219.50
Full Page	\$2,079.50	\$1,769.50	\$2,719.50
1/2 Page	\$1,319.50	\$1,119.50	\$1,739.50
1/4 Page	\$759.50	\$649.50	\$1,019.50
1/8 Page	\$469.50	\$399.50	\$649.50
Black-and-White	1-2x	3-4x	Directory
Full Page	\$1,239.50	\$1,049.50	\$1,749.50
1/2 Page	\$779.50	\$659.50	\$1,289.50
1/4 Page	\$449.50	\$379.50	\$859.50
1/8 Page	\$279.50	\$239.50	\$429.50

Digital Edition Branding Opportunities

 Skyscraper | \$770
 Leaderboard | \$700
 Sponsorship | \$460
 Toolbar | \$310

Online Specifications - For more information, visit: www.naylor.com/clientSupport-onlineGuidelines.asp

Naylor charges a \$50 artwork surcharge for artwork creation or changes. This additional fee will appear on your final invoice if the artwork submitted is not publishing ready.

Special Advertising Section:

Equipment & Services Marketplace



This special section is designed to highlight companies that provide equipment & services to our members. Surrounded by a colorful background, our Equipment & Services Marketplace attracts readers' attention and prominently displays your ad to the decision-makers with purchasing power in the rental industry.

Naylor charges a \$50 artwork surcharge for artwork creation or changes. This additional fee will appear on your final invoice if the artwork submitted is not publishing ready.

Advertiser indemnifies Naylor, LLC and the Association against losses or liabilities arising from this advertising. Naylor, LLC assumes no liability whatsoever, except to the extent of a one-time paid advertisement of the same specification, in the next or similar publication, if any proven or admitted errors or omissions have occurred. Payment is due upon receipt of the invoice. Interest shall be charged at 2% per month compounded to yield 26,82% per year on overdue accounts. Revisions to previously submitted ad copy are subject to additional charges. A charge of \$30.00 will be levied for returned checks. In the event of a contract cancellation, the advertiser or agency agrees to repay Naylor, LLC any discounts granted for multiple insertions less any discount applicable for the number of insertions completed in the contract. All cancellations must be received in writing prior to the advertising sales deadline. All premium positions are non-cancelable. Prices are net of agency commission. Ads may also appear in an online version of the publication(s).

California Rental Association

2017 Editorial Calendar

Issue	Features	Deadlines	Ships				
Spring	2017 West Coast Rental Rally Trade Show Recap/New Product Showcase	Space Reservation: Feb. 23 Ad Copy: Feb. 27	April 2017				
Summer	Marketing/New and tried strategies for rental centers to keep bringing business their way	Space Reservation: April 26 Ad Copy: April 28	June 2017				
Fall	Technology/How is technology impacting the rental equipment industry?	Space Reservation: June 15 Ad Copy: June 19	August 2017				
Winter	Winter 2017 West Coast Rental Rally Trade Show Preview A		October 2017				
All issues will include the following regular columns: Message from the CRA President, Board Report, Member Profile and Business News.							

Past Advertisers

We appreciate the investment our advertisers make with the California Rental Association and strongly encourage our members to do business with vendors who support our association. Members know that they can confidently select the quality products and services featured within the official resources of the CRA.

360 Payment Solutions, Inc. A-1 Tablecloth Company **Alert Management Systems** Allied Construction Products, LLC Allied Insurance Brokers, Inc. Allmand Bros, Inc. American Pneumatic Tools, Inc. **Asbury Environmental Services** B & C Mortensen, Inc. Barreto Manufacturing, Inc. Baseplan North America Best Trailer, Inc. Billy Goat Industries, Inc. **Bobcat of Cerritos Broce Manufacturing Company** California Portable Dance Floor Co., Inc. California Portable Event Equipment Sales, Inc.

Celina Tent, Inc. ClearView Financial Creative Tent International Direct Edge, Inc. **Dri-Eaz Products**

Ebac Industrial Products, Inc.

Electric Eel EPIC Brokers

Equipment Synergy International

General Pipe Cleaners div of General Wire Spring Co.

Ground Hog, Inc.
Haulotte Group
Industrial Forklifts
Innovative Systems
Jomar Table Linens, Inc.
Langwasser & Company, CPA's

Little Beaver, Inc. Makinex

Maxim Manufacturing

MI-T-M

Millennium Steel & Rack

Mission Linen Supply / Uniform Service

MK Diamond Products MMD Equipment Multilift, Inc.

New Haven Moving Equipment

Orion Software

Perkins Engines Company Limited

Point-Of-Rental Systems
Poster Compliance
Powernail Company, Inc.

Primatech

RDO Equipment/Vermeer Pacific

Rice Hydro Sakai America, Inc. Shark Pressure Washers

Skyjack

Sotcher Measurement Subaru Power Sullivan-Palatek The Toro Company

Titan Tool

TopTec Products, LLC Towmaster, Inc.

USA Affinity Rental Specialties Volvo Construction Equipment

Wacker Neuson



Membership Resource Directory: Digital Edition

Digital Edition- www.naylornetwork.com/ria-nxt

In addition to print, *Membership Resource Directory* is available in a digital version. Viewers can flip through the pages, forward contacts to colleagues and click ads to be redirected to advertisers' websites. *Each issue is emailed to readers as well as posted on the CRA's website.* An archive of issues is available, securing your ad a lasting online presence.

Readers can:

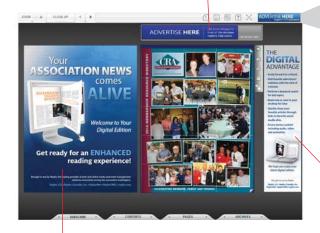
- Bookmark pages and insert notes
- · Keyword search the entire directory
- · Navigate and magnify pages with one click
- · View instantly from most smartphones and tablets
- · View archives and find a list of sections for one-click access
- Read the Membership Resource Directory online or download and print for later

Extend your advertising investment with digital media:

- Link your ad to the landing page of your choice
- Increase website traffic
- Interact with viewers to help the buying process
- Generate an immediate response from customers

Ad Positions

Leaderboard | 700



Digital Edition Sponsorship (550 x 480 pixels) | \$460

Your message will be prominently displayed directly across from the cover of the directory. Animation capabilities are available. Video capabilities available for MAX only.

Ad Link | *Included in display ad rates*

Ad Links increase traffic from your ad in the digital edition to your company's website or a corporate email address. Additional fees apply where noted.



Digital Toolbar (250 x 50 pixels) | \$310

Your company name is a button on the toolbar, found in the top-right corner of every page next to frequently used navigational icons. When viewers click the button, a box containing text about your company and a link to your website appears.

Digital Skyscraper (200 x 783 pixels) \$770

The skyscraper ad is displayed the entire time the digital edition is open, giving your message constant and lasting exposure.

Online Specifications - For more information, visit: www.naylor.com/clientSupport-onlineGuidelines.asp

Naylor charges a \$50 artwork surcharge for artwork creation or changes.

This additional fee will appear on your final invoice if the artwork submitted is not publishing ready.



Rental Rally: Digital Edition

Digital Edition- www.naylornetwork.com/ria-nxt

In addition to print, the *Rental Rally* magazine is available in a digital version. Viewers can flip through the pages, forward articles to colleagues and click ads to be redirected to advertisers' websites. *Each issue is emailed to readers as well as posted on CRA's website. An archive of issues is available, securing your ad a lasting online presence.*

Readers can:

- Bookmark pages and insert notes
- · Keyword search the entire magazine
- · Navigate and magnify pages with one click
- · Share articles on news and social networking sites
- · View issues instantly from most smartphones and tablets
- · View archives and find a list of articles for one-click access
- · Read the the issue online or download and print for later

Extend your advertising investment with digital media:

- Link your ad to the landing page of your choice
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Ad Positions

Leaderboard | 700



Digital Sponsorship (550 x 480 pixels) | \$460

Your message will be prominently displayed directly across from the cover of the magazine. Animation capabilities are available.

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Digital Toolbar (250 x 50 pixels) \$310

Your company name is a button on the toolbar, found in the top-right corner of every page next to frequently used navigational icons. When viewers click the button, a box containing text about your company and a link to your website appears.

Digital Skyscraper (200 x 783 pixels) \$770

The skyscraper ad is displayed the entire time the digital edition is open, giving your message constant and lasting exposure.

Ad "Jolt" Upgrade (603 x pixels) | \$260

Transform your static print ad into an attention-grabbing animated message. The digital edition offers dynamic capabilities not available in print.

Online Specifications - For more information, visit: www.naylor.com/clientSupport-onlineGuidelines.asp

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Rental Rally Tradeshow Guide: digital edition

Digital Edition- www.naylornetwork.com/ria-nxt

The CRA *Rental Rally Tradeshow Guide* is available in a digital version. Viewers can flip through the pages, forward articles to colleagues and click ads to be redirected to advertiser's websites. *Each issue is emailed to readers as well as posted on the CRA's website.* An archive of issues is available, securing your ad a lasting online presence.

Readers can:

- · Bookmark pages and insert notes
- · Keyword search the entire guide
- · Navigate and magnify pages with one click
- · Share articles on news and social networking sites
- · View issues instantly from most smartphones and tablets
- · View archives and find a list of articles for one-click access
- · Read the the issue online or download and print for later

Extend your advertising investment with digital media:

- Link your ad to the landing page of your choice
- Increase website traffic
- Interact with viewers to help the buying process
- Generate an immediate response from customers

Ad Positions



Digital Sponsorship (550 x 480 pixels) \$450

Your message will be prominently displayed directly across from the cover of the guide. Animation capabilities are available.

Ad Link | *Included in display ad rates*

Ad Links increase traffic from your ad in the digital edition to your company's website or a corporate email address. Additional fees apply where noted.



Digital Toolbar (250 x 50 pixels) | \$350

Your company name is a button on the toolbar, found in the top-right corner of every page next to frequently used navigational icons. When viewers click the button, a box containing text about your company and a link to your website appears.

Digital Skyscraper (200 x 783 pixels) | \$750

The skyscraper ad is displayed the entire time the digital edition is open, giving your message constant and lasting exposure.

Online Specifications - For more information, visit: www.naylor.com/clientSupport-onlineGuidelines.asp

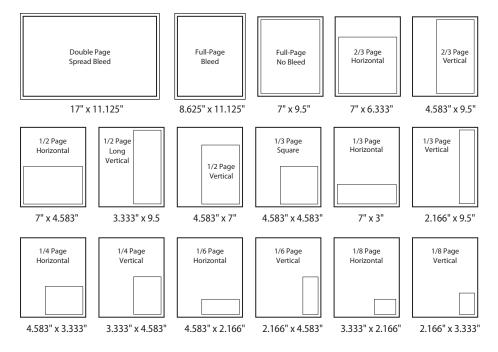
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Membership Resource Directory Rental Rally magazine

Print Advertising Specifications

Directory/Magazine Trim Size: 8.375" x 10.875"



Specs for Outsert/Inserts

Directory/Magazine

1 Pg / 1 Surface 8.375" x 10.875" 1 Pg / 2 Surface 8.375" x 10.875" 2 Pg / 4 Surface 8.375" x 10.875" Postcards 6" x 4.25" Heavy Card Stock Insert 8.25" x 10.75" Postal flysheets 8.5" x 11" **Note:** Text placed outside the live area within any full-page or DPS ads may be cut off. Please keep text within the live area at all times.

DPS Live Area: 15.417" x 9.5" Full-Page Live Area: 7" x 9.5"

Artwork Requirements

All digital color and greyscale artwork must be supplied at 300 dpi. Line art must be supplied at 600 dpi. High-res PDF, EPS, TIFF and JPEG files are accepted. Images from the Web are not suitable for printing. All color artwork CMYK be in black-and-white artwork must be in either greyscale or bitmap mode. RGB mode artwork is not accepted and if supplied will be converted to CMYK mode, which will result in a color shift. All screen and printer fonts as well as linked images must be supplied if not embedded in the file.

Ad Material Upload

Go to the Naylor website at www.naylor.com

Proofs and Revisions

Naylor charges a \$50 artwork surcharge for artwork creation or changes. This additional fee will appear on your final invoice if the artwork submitted is not publishing ready.

Digital Edition - For more information, visit: www.naylor.com/clientSupport-onlineGuidelines.asp



Membership Resource Directory Rental Rally magazine

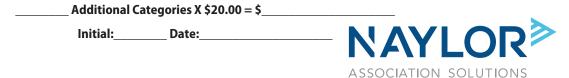
Index of Advertisers Categories

Our publication features an Index of Advertisers section in which your company will be listed under the category of your choice with the page number of your ad. When our members are in the market for a specific product or service, they can search the Index of Advertisers and quickly locate advertisers that specialize in that category.

One free category is included with any size ad and additional categories are only \$20 each. If your product or service is not listed below, a new category can be created for you.

Abrasives	Construction Equipment	Party Rentals & Supplies
Aerators/Dethatchers	Crawler Tractors	Portable Bars
Aerial Lifts	Cutting Equipment	Pumps & Generators
Air Equipment	Demolition Equipment	Rental Insurance
Asphalt Equipment	Diamond Blades	Rollers
Asphalt Pavers	Distance Measuring Wheels	Sandblasters
Attorneys	Dozers	Saws & Blades
Augers	Drain Cleaning Equipment	Scaffolding
Backhoe Loaders	Drilling Equipment	Scissor Lifts
Backhoes	Electric Tools	Scrappers
Boom-Lifts	Engines	Surface Preparation Tools
Boring Equipment	Equipment	Tables
Business Products	Excavator Buckets	Tents
Canopies	Forklifts	Trailers
Chain Saws	Generators	Trenching Products
Chisels	Heavy Equipment	Truck Leasing & Sales
Compaction Equipment	Hoists	Turf & Carpet
Computer Systems	Hydraulic Breakers	Water Trucks
Computer Hardware &	Insurance	Welding Supplies
Software	Lawn Mowers	Wheel Loaders
Concrete Batch Plants	Material Handling Equipment	Workers' Compensation
Concrete Equipment	Metal Detectors	Other:
Concrete Repair, Maintenance	Mixing Trailers	
& Equipment	Motorgraders	
Concrete Trailers	Nailing Systems	
Concrete Vibrators	Outdoor Power Equipment	

One free listing with any size ad. Additional listings are \$20.00 each. No limit. Please list new categories on this sheet.



Rental Rally Tradeshow eNewsletter

About the Rental Rally Tradeshow eNewsletter

Now more than ever, professionals consume information on the go. Our eNewsletter allows members to stay informed about timely industry topics and association news whether they are in the office or on the road.

Enjoy the benefits of a targeted eNewsletter:

- Gain direct access to key decision makers in the \$8.9 billion California rental industry.
- In addition to CRA members, opt-in subscription means that professionals in the market for your products and services see your message.
- Frequently forwarded to others for additional exposure.
- · Cross-promoted in other CRA publications and communications pieces.
- Directs visitors to the landing page of your choice to facilitate the purchasing process.
- · Archives are accessible for unlimited online viewing.
- · Limited available ad space makes each position exclusive.
- Change artwork monthly at no additional cost to promote time-sensitive offers and events.

On line Specifications - For more information, visit: www.naylor.com/client Support-online Guidelines. as present the contraction of the contrac



Top Rectangles (2)

300 x 200 pixels

\$1545 - 5 issues

Middle Rectangles (2)

300 x 200 pixels

\$1285 - 5 issues

Bottom Rectangles (2)

300 x 200 pixels

\$1030 - 5 issues

Distributed at Rental Rally Tradeshow

5 issues

- One Pre-Conference issue
- Three Conference issues
- One Post-Conference Issue

Naylor charges a \$50 artwork surcharge for artwork creation or changes.

This additional fee will appear on your final invoice if the artwork submitted is not publishing ready.



CRA Website

Advertising on the CRA Website – www.calrental.org

Advertising on the CRA website is a great way to reach member and non-member visitors and reinforce your marketing message. Visitors log on to calrental.org to learn about upcoming association events, discover ways to maximize their CRA membership, or access additional information about the association. Advertising on calrental.org offers several cost-effective opportunities to position your company as a leader in front of an influential group of rental professionals.

Features of CRA website advertising:

- Cross-promoted in other CRA publications and communication pieces
- Directs visitors to the landing page of your choice to expedite purchases
- · Year-round visibility reinforces brand recognition
- · Allows dynamic, time-sensitive promotion

On average, calrental.org receives:

- More than 2,000 sessions per month
- More than 5,700 page views per month
- Nearly 2.8 pages per visit
- Average time spent on site: 2:54

Traffic from August 1, 2015 - February 1, 2016



- Horizontal Half Banner (234 x 60 pixels)

12 Months | \$1,030

Positioned top and center in the header of the page, your message will be prominently displayed between the CRA logo and Member Login.

Leaderboard (728 x 90 pixels)

12 Months | \$1,130

Available in the middle of the page, our newly added leaderboard position acts as a sub-header integrating your message with the site content.

Custom Rectangle (175 x 100 pixels)

12 Months | \$670

Located on the bottom of the page, your custom rectangle will be positioned below the primary website content.

Online Specifications

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CRA Website

Advertising Rates (Continued)



Horizontal Half Banner - EXCLUSIVE | (468 x 60 pixels)

One run-of-site horizontal banner. *Exclusive position, no rotations*.

12 Months | \$1,030

Sub-Page Vertical Banner (120 x 140 pixels)

Two run of sub-pages vertical banners. *Each position is exclusive*.

12 Months | \$925

Sub-Page Leaderboard - EXCLUSIVE | (728 x 90 pixels)

Sub-page leaderboard position, run of interior site. *Exclusive* position, no rotations.

12 Months | \$1,130

Online Specifications

For more information, visit: www.naylor.com/clientSupport-onlineGuidelines.asp

