

PIC

Protection
Individuelle &
Collective

2023 MEDIA KIT

THE N°1 MEDIA
FOR PROFESSIONALS
IN HEALTH AND
SAFETY AT WORK

- Print
- Buyer's Guide
- Special Issue
- Digital **NEW OFFERS!**
- Directories
- Online tradeshow
- Database **NEW OFFERS!**
- 2023 Editorial Calendar



**NEW
PUBLISHING
FORMULA
IN 2023!**

**NOUVELLE
FORMULE
EDITORIALE**



For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
+ 33 6.09.17.09.50



The only magazine that catch all market players, Distributors, Industrial suppliers, Hardware... **AND End Users!**

The most important circulation in Health & Safety at Work trade press!

Average circulation per issue
July 1st 2021 to 30 June 30th 2022

18.066
copies

The most important circulation on the market!
Bonus circulation on trade shows.

Circulation
70%
on Health & Safety Managers

A steady increase in circulation year after year. A top quality circulation, 100% useful to a highly targeted audience of H&S decision makers!

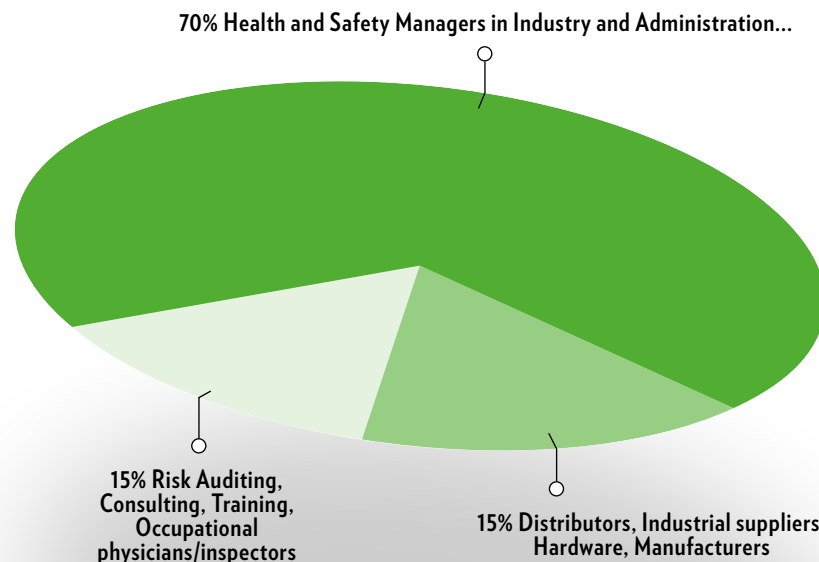
PRINT

N° 1 media brand on Health & Safety at Works, PIC Magazine is the only trade publication to be at the heart of 2 targets, Distributors and Health & Safety Managers!

PIC is the n°1 active, communication tool, reaching a wide, yet targeted market in the Health and Safety at Work sector. It has provided a solution to your specific needs for over 10 years.

PIC is the highest circulating safety magazine in France, the leading source of information for occupational health and safety professionals and assists Health and Safety Managers in industry and administration, Occupational physicians, Distributors... in creating awareness of what's happening in the sector.

PIC is also the only magazine which addresses all relevant actors (B to B) in the industry, be they Manufacturers or Distributors, with information on the full range of health and safety compliance and best practice products, new products, new market or business...



➤ The only magazine in the sector with such a significant, prominent circulation to both H&S Managers and Prevention Engineers, Ergonomists...

➤ Circulation covering almost all major Distributors, Industrial suppliers, Hardware, Manufacturers!

➤ A readership of + de 52.391 readers, with 2.9 readers per issue!

➤ **DISTRIBUTOR** (Industrial suppliers, Hardware, ...) & **MANUFACTURERS SPECIAL SECTION!**

A double exclusive audience Distributor/H&S Manager you will you will find nowhere else!



For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
+ 33 6.09.17.09.50

PRINT

**To maximize your exposure
and build brand awareness**

THE DISTRIBUTOR & MANUFACTURER SPECIAL SECTION

cover all information and news on what is going in business with Distributors, Industrial Suppliers, Hardware... and Manufacturers.

THE NEWS PAGES, all relevant information on recent legislation, standards, examples of prevention practices, trends in work-related accidents, social and regulatory monitoring, market development, nominations, agendas... Ending with an interview with a leading player in the market.

DISTRIBUTOR & MANUFACTURER SPECIAL SECTION!

SAFETY EQUIPMENT, RISK PREVENTION, INDUSTRY SOLUTIONS, FOCUS...

in each issue, extensive articles on trade practices, continually updated technological knowhow and field experiences, feedback and exchanges with Health and Safety Managers, Suppliers, Distributors... to assist our readers in their daily decision making.

THE SPECIAL FEATURES, general topics, cross-cutting issues in the security sector, methodologies used by Prevention Engineers... The opportunity to step back and focus on a specific topic, respond to customer needs and questions from top management in the Occupational Health and Safety sector.

IN WHAT'S NEW, all new products, start-ups, the latest trends and developments on the market and an exclusive interview with a manufacturer.



For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
+ 33 6.09.17.09.50

PRINT

2023 Print Advertising Rates (€)



FORMAT	MM (L X H)	RATES
Gatefold Cover	Front 100 x 218 / Back 100 x 297	6.300 €
On Cover	Front 210 x 150 / Back 210 x 297	6.700 €
2nd Cover	210 x 297	4.700 €
3rd Cover	210 x 297	4.550 €
4th Cover	210 x 297	5.100 €
Page	210 x 297	4.300 €
1/2 Page	Horizontal: 181 x 126 / Vertical: 91 x 257	3.000 €
1/4 Page	91 x 124	1.750 €
Special Advertising Section	210 x 297	4.650 € (Layout and editorial: + 250 €)
Posed inserts or samples (on the magazine cover, 2 or 4 pages maximum 20 gr. Price not discountable)		4.425 €
Loose inserts or samples (inserted in the magazine, 2 or 4 pages maximum 20 gr. Price not discountable)		5.600 €
Bounded inserts (4 pages, maximum 20 gr. Price not discountable)		5.275 €
Classified ads: 1 module, 2 modules, 3 modules	1 module : 85 x 58	660 € 995 € 1.655 €

SPECIAL OFFERS

Post -it
Adhesive sample
Banderole
Memento
Facsimile
Flap on 1st cover
Customized Buyer's Guide
Customized Directory
Bookmark

Contact us

BI MÉDIA PACK

Print + Digital - 5 %

TRADESHOW PACK

Take advantage of **PIC's** large number of e-communication tools to be better positioned at tradeshows, generate more visitors and contacts, benefit from our converged media services to highlight your new products and product presentations!

- 1/2 Page 4 colour + Editorial (tradeshow dossier)
 - + Top Banner web site pic-magazine.fr 1 month before tradeshow date
 - + Top Banner Marketplace e-securitetravail.fr 1 month before tradeshow date
 - + Top Banner annuaire-securitetravail.fr 1 month before tradeshow date
 - + Button e-newsletter 1 month (2nd newsletter) before tradeshow date
- (Price not discountable)

- 40 %
3.900 € au lieu de 6.560 €

NEW PRODUCT & SERVICE PACK

New product or service to launch on the market?
PIC offers an effective, customized tool to ensure a successful launch!

- 1/2 Page 4 Colour + What's New Editorial magazine
- + What's New E-newsletter with a direct link to your product on Marketplace e-securitetravail.fr
- + Your product referenced for 1 year on e-securitetravail.fr
- + Top Banner on e-salon-securitetravail.fr 1 month

- 25 %
4.940 € au lieu de 6.560 €

Special Position: + 10% - B&W and 2 colors = 4 color -20% - Payment terms: 30 days - Policy Regulation on www.pic-magazine.fr
Mechanical Requirements: High resolution 300dpi (jpeg) or Adobe Acrobat files (pdf) - Color proof required - Provide a 5 mm overflow.

For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
+ 33 6.09.17.09.50

PRINT

2023 SPECIAL OFFER (€)



PRINT PRIVILEGE SPECIAL CONTRACT

+ 50% Discount!

PACKAGE A	9 x 1/4 pages + 1 Page Special Advertising Section + 3 month companion site banner Extra 1/4 page: 1035 €	11.268 € instead of 22.500 €
PACKAGE B	13 x 1/4 pages + 1,5 Page Special Advertising Section + 3 month companion site banner Extra 1/4 page: 972 €	15.948 € instead of 31.825 €
PACKAGE C	17 x 1/4 de page + 2 Page Special Advertising Section + 3 month companion site banner Extra 1/4 page: 910 €	20.652 € instead of 41.1500 €
PACKAGE D	21 x 1/4 de page + 2,5 Page Special Advertising Section + 3 month companion site banner Extra 1/4 page: 807 €	25.332 € instead of 50.475 €
PACKAGE E	25 x 1/4 de page + 3 Page Special Advertising Section + 3 month companion site banner Extra 1/4 page: 714 €	30.000 € instead of 59.800 €

You may use your 1/4 pages as you want (1/4 page or 2 for 1/2 page or 4 for 1 page), except for Covers, and when you want (inside 1 year after signature or acceptance of Order).

Single invoice at time of signature or acceptance of Order.
Full cash payment before 1st insertion.
Net prices, not discountable or commissionable.

If cancellation before the end of the contract, price will be recalculated according to standard price minus following discount:

1 to 2 insertions = -10%,
3 to 4 insertions = -15%,
> 4 insertions = -20%.

PRINT

PIC WorkWear Special Issue, the only magazine dedicated to professional clothing!



2023 CONTENTS

- Temperature control WorkWear
- Working trousers
- Green areas WorkWear
- Safety parkas
- Recycle fiber & WorkWear
- Buy or rent your PPE ?
- ...



The **WorkWear** Special Issue is the only communication medium for professionals in the occupational clothing business.

Sent with the September **PIC** issue, and then distributed at both the **PREVENTICA** and trade shows, amounting to an exceptional release in 2021 of over 22.000 copies! The WorkWear Special Issue covers all the latest news on professional, protective, workwear, corporate clothing and brand image, recent trends, innovative trade practices in fabrics, new cleaning procedures, and monitoring and tracking management of clothing.

FORMAT	MM (L X H)	RATES
Gatefold Cover	Front 120 x 313 / Back 120 x 420	6.300 €
2nd cover (facing Summary)	297 x 420	4.700 €
3rd Cover	297 x 420	4.550 €
4th Cover	297 x 420	5.100 €
Page	297 x 420	4.300 €
1/2 Page	Horizontal: 261 x 180 Vertical: 127 x 360	3.000 €
1/4 Page	Horizontal: 261 x 86 Vertical: 127 x 180	1.750 €
Special Advertising Section	297 x 420	4.650 € (Layout and editorial: + 250 €)

For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
 + 33 6.09.17.09.50

PRINT + DIGITAL

Annual Buyer's Guide + Marketplace: generate more demands and contacts for you products !



THE 2024 ANNUAL BUYER'S GUIDE

The **PIC** Annual Buyer's Guide is sent to all subscribers (18.066 copies) with the **PIC** November issue and distributed at all trade shows where we are a media partner. This is an essential, indispensable work tool for our readers as it references all protection equipment on the market in the form of complete, technical data sheets, filed by topic. Keep your name in front of your customers! The Buyer's Guide is coupled with the 1st online tradeshow, e-salon-securitetravail.fr. Be sure to have all your products referenced online!

e-securitetravail.fr: THE 1ST MARKETPLACE ON HEALTH AND SAFETY AT WORK !

- The industry's only platform, connecting buyers and sellers !
- In your customer zone the specification sheet of your products: videos, more picture, contacts, technical brochure, catalogs, quotation request and prices, your distribution list, your upcoming exhibitions...
- Your products and videos are regularly highlighted throughout the year on this site and on the magazine's companion site.
- You present as many products as you want, you can modify them during the year whenever you want !
- Starting € 215 only per product for the whole year ! **Includes the Annual Buyer's Guide!**
- A complementary platform to your own merchant site..

In 2022 :
12.000 Unique Visitors
56.000 Viewed Pages

THE MAGAZINE'S BUYER GUIDE

The Magazine's Buyer Guide is a very practical section at the end of the magazine that provides complete, referential support and enables our readers to quickly locate a supplier by main category.

A regular, inexpensive press coverage in the media with your logo and contacts! At a very low cost, you will systematically be seen at the end of the magazine by our 52.405 readers. We connect you with a highly targeted audience, your clients and prospects will easily find you. An inexpensive, complementary communication tool that enhances and maximizes your visibility!

The 2024 Annual Buyer's Guide

(Price not discountable)

PER PRODUCT	Specification sheet	330 €
DISCOUNT: 2 to 3 products -25% - 4 products and more -50%		
4th Cover Page	148 x 210 mm	4.400 €
1/2 Page	148 x 210 mm	3.250 €
	148 x 100 mm	2.450 €



Marketplace e-securitetravail.fr

1 year - including reporting, modifications, administration
(Price not discountable)

PER PRODUCT	Technical data sheet + videos, + visuals, + contacts, catalogue, technical brochures...	+ 100 €
-------------	--	---------

DISCOUNT: 2 to 3 products -25% - 4 products and more -50%

Top Banner home page - 1 month	728 x 90 pixels	1.000 €
Top Banner your space - 1 year	728 x 90 pixels	1.600 €

The Magazine's Buyer Guide

(Price not discountable)

6 issues - 1 year	Module 40 x 43 mm with logo, text and contacts	1.100 €
-------------------	---	---------

For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
+ 33 6.09.17.09.50

DIGITAL

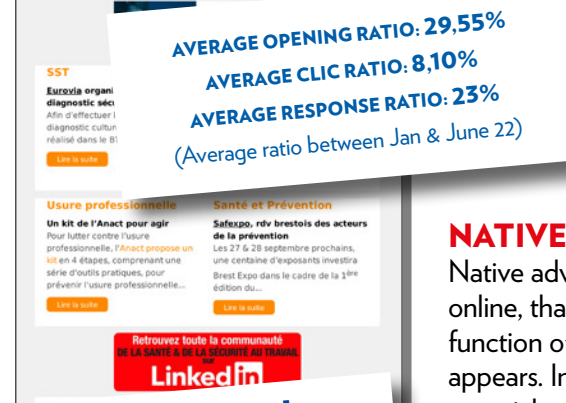
A global digital information offer!

THE COMPANION WEBSITE pic-magazine.fr

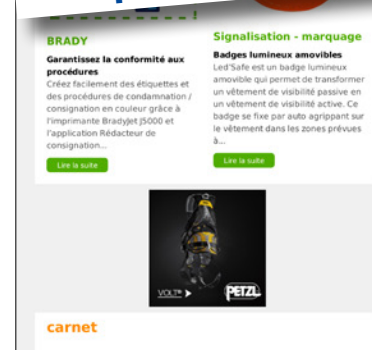
With more than 22.000 individual visitors monthly, 86.000 pages viewed every month, the companion website, pic-magazine.fr, is clearly and by far the No 1 professional web portal in terms of audience, dedicated to Occupational Health and safety. With its News updated on a daily basis, its Archives (accessible to paying subscribers only), the Special Features, the tradeshow agenda, the classified ads, its full range of new products and links to different **PIC** sites (directories, online tradeshow...), pic-magazine.fr has definitely become the most dedicated website in the Occupational Health and Safety sector!



AVERAGE OPENING RATIO: 29,55%
AVERAGE CLIC RATIO: 8,10%
AVERAGE RESPONSE RATIO: 23%
 (Average ratio between Jan & June 22)



21.600 subscribers
29,55% average opening rates



THE E-NEWSLETTER

The only bi-monthly e-newsletter in the sector, keeping our readers closely connected, more efficient, breaking news... The **PIC** e-newsletter is sent to over 21.600 subscribers. This quick pace and top quality exclusive, full range of health and safety compliance and best practice products, (many of you have congratulated us on the quality of our articles) makes this an ideal source of web communication.

NATIVE ADVERTISING

Native advertising is a type of advertising online, that matches the form and function of the platform upon which it appears. In many cases, it manifests as an article produced by an advertiser with the specific intent to promote a product, while matching the form and style which would otherwise be seen in the work of the platform's editorial staff. The word «native» refers to this coherence of the content with the other media that appears on the e-newsletter or web site. Available on News or What's New section, for more efficiency!



Website



e-Newsletter



LinkedIn



Marketplace



e-Directory!

For further information, contact Jérôme PERROTTE
 jp@pic-magazine.fr or
 info@pic-magazine.fr
 + 33 6.09.17.09.50

As from
Jan 1st 2023



DIGITAL

2023 Digital Advertising Rates (€)

(rotating)

THE COMPANION SITE pic-magazine.fr

THE MARKETPLACE e-securitetravail.fr

THE ONLINE DIRECTORY annuaire-securitetravail.fr

	PIXELS (l x h)	3 MONTHS	2 MONTHS	1 MONTHS
NEW! Top Banner Dynamic Option (Desktop & tablet only. Your banner remains always visible when the user scrolls)	728 x 90 et 320 x 100	2.450 € Dynamic 2.695 €	1.780 € Dynamic 1.950 €	1.150 € Dynamic 1.260 €
Banner	728 x 90 et 320 x 100	2.100 €	1.575 €	1.030 €
NEW! Square Dynamic Option (Desktop & tablet only. Your square remains always visible when the user scrolls)	200 x 200	1.260 € Dynamic 1.380 €	920 € Dynamic 1.010 €	680 € Dynamic 750 €
NEW! Wallpaper (Desktop & tablet only)		4.650 €	3.380 €	2.310 €
Native Advertising News		3.250 €	2.500 €	1.680 €
Native Advertising What's New		2.500 €	1.995 €	1.365 €
NEW! Pop-Up (Desktop & tablet only)		2.200 €	1.800 €	1.170 €
NEW! Interstitiel (Mobile only)		2.200 €	1.800 €	1.170 €
NEW! VideoAd Top banner & Banner (We do not host your video)	420 px – 2 Mo	+ 900 €	+ 800 €	+ 500 €

BI MÉDIA PACK

Print + Digital - 5 %

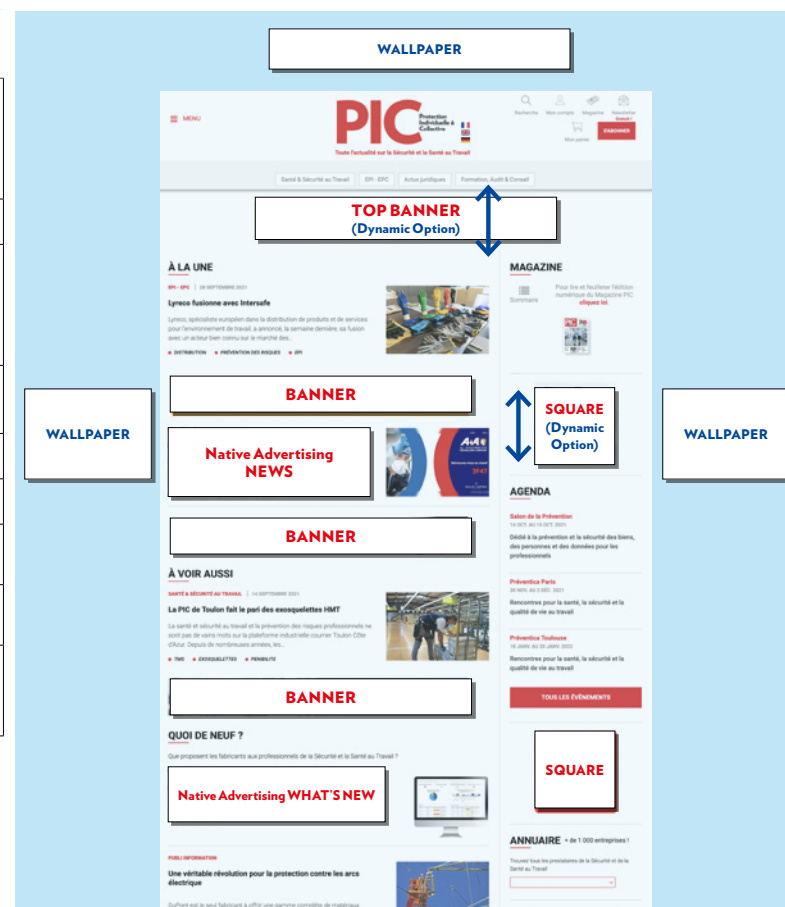
DIGITAL PACK

2 Digital - 5 % (ex : E-newsletter + Companion Site)

3 Digital - 10 %

4 Digital - 15 %

5 Digital - 20 %



For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
 + 33 6.09.17.09.50

DIGITAL

2023 Digital Advertising Rates (€)

The e-newsletter (Watch out! Limited advertising space!)

	PIXELS (l x h)	3 MONTHS (6 e-newsletter)	2 MONTHS (4 e-newsletter)	1 MONTHS (2 e-newsletter)
Top Banners	320 x 100	4.200 €	2.780 €	1.945 €
Banner	320 x 100	3.255 €	2.255 €	1.625 €
Square	200 x 200	2.360 €	1.730 €	1.260 €
Native Advertising News		4.600 €	3.200 €	2.360 €
Native Advertising What's New		3.990 €	2.780 €	2.000 €

BI MÉDIA PACK

Print + Digital - 5 %

DIGITAL PACK

2 Digital - 5 % (ex : E-newsletter + Companion Site)

3 Digital - 10 %

4 Digital - 15 %

5 Digital - 20 %



For further information, contact Jérôme PERROTTE

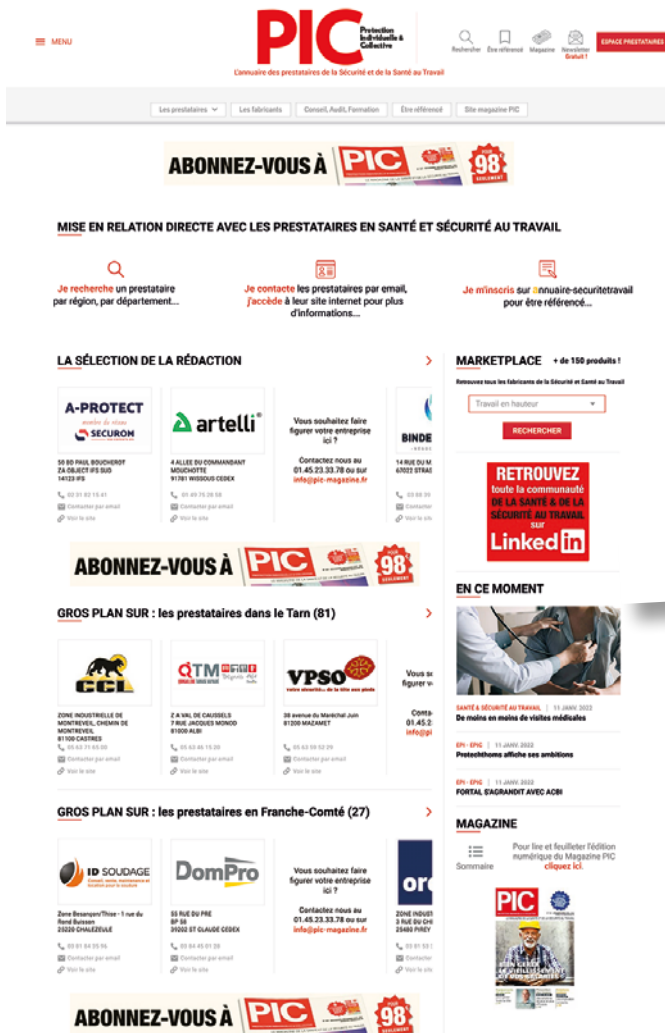
jp@pic-magazine.fr or

info@pic-magazine.fr

+ 33 6.09.17.09.50

DIGITAL

The most comprehensive listing in the sector! annuaire-securitetravail.fr



 Je recherche un prestataire par région, par département...

 Je contacte les prestataires par email, j'accède à leur site internet pour plus d'informations...

 Je m'inscris sur annuaire-securitetravail.fr pour être référencé...

DISTRIBUTION DIRECTORY

With almost 1.000 companies registered, the Distribution Directory is the one and only listing in the sector! Includes contact details, classified by geographical regions.

TRAINING, RISK AUDITING AND CONSULTING DIRECTORY

The Training, Risk Auditing and Consulting Directory includes more than 500 service providers referenced with their contact details, classed by geographical regions.

1 year included on the online Directory!

Both Directories are available all year on the web site annuaire-securitetravail.fr
You can benefit from a much higher visibility in these Directories with your framed logo + text at a very low cost.

Directories 2023 Advertising Rates (€) Distribution Directory Training, Risk Auditing and Consulting Directory

PER COMPANY (Price not discountable)	1 year on web site annuaire-securitetravail.fr	200 €
	1 year on web site annuaire-securitetravail.fr + framed logo + text	330 €

For higher visibility!

DISCOUNT: 2 to 3 products -25% - 4 products and more -50%

Top Banner home page - 1 month	728 x 90 pixels	1.100 €
Top Banner your page - 1 year	728 x 90 pixels	1.600 €

For further information, contact Jérôme PERROTTE
jp@pic-magazine.fr or
info@pic-magazine.fr
+ 33 6.09.17.09.50

DATABASE

The most up to date, qualified, targeted base to maximize your multichannel marketing!

Thanks to its wide base of online users (prospects, subscribers, and those registered for the E-newsletter), **PIC** provides you with its client file.
As our database is continually updated during the year by phone calls, you are able to directly contact Occupational Health and Safety Managers, Prevention Engineers...
A database of 45.000 nominative, postal and email addresses.



With its new sponsored e-mailing offer, PIC allows you to publish an e-mailing using the magazine's brand, for an interview, a white paper, a file, or the presentation of a new product. Includes a 1 year online publication on the magazine's website and a 1 month digital push via its e-newsletter (Square)



BOOST YOUR GROWTH AND INCREASE YOUR CUSTOMER PORTFOLIO

thank's to:

Our subscribers

+

**E-newsletter readers
database**

+

**Qualified Health & Safety
Managers leads in companies
(> 100 employees) and
annually updated.**

E-MAILING		Fixed cost: 250 €
45.000 direct email – Overall management of sending – Tracking – Targeting: Staff number + Area		
E-mailing without follow-up		3.950 €
E-mailing with follow-up (1 month maxi after 1st campaign)		5.200 €
PIC sponsored e-mailing (Interview / Expert advice, White paper, News / Technical file, What's New) Included 1 year on the site + 2 push (e-newsletter Square for 1 month)		5.500 € HT
The prices include: bulk emailing with one visual «ready to send» by client, format HTML or 1 image PDF, JPEG, GIF, price not discountable. Graphic design from self provided elements: 450 €		

MAILING		Fixed cost: 250 €
One time rental 45.000 nominative addresses Targeting: Staff number + Area (price not discountable)		4.150 €

For further information, contact Hélène Duval
info@pic-magazine.fr
+33 1.45.23.33.78

2023 EDITORIAL CALENDAR

N°	SECTIONS	SPECIAL SECTION	DEADLINE
N° 138 Jan/Feb	SAFETY EQUIPMENT: Breathing masks RISK PREVENTION: Working in cold	INDUSTRY SOLUTIONS: Delivery drivers FOCUS: Scratch resistant safety goggles	Exoskeletons Dec 9
N° 139 Mar/Apr	SAFETY EQUIPMENT: Moderate visibility WorkWear RISK PREVENTION: Telecommuting	INDUSTRY SOLUTIONS: The refuse workers FOCUS: Safety helmets	How to improve Safety & Security perception among your employees PROTECTION & SECURITY MEETINGS FORUM SOFHYT Media Partner- Bonus circulation! Feb 14
N° 140 May/Jun	SAFETY EQUIPMENT: Recycled material safety shoes RISK PREVENTION: Slip & fall accidents	INDUSTRY SOLUTIONS: The lorry drivers FOCUS: Single-use protective gloves	PRÉVENTICA PARIS SPECIAL SECTION Media Partner- Bonus circulation! How to improve OSH expert's profession attractiveness Apr 14
N° 141 Jul/Aug	SAFETY EQUIPMENT: Cartridge safety masks RISK PREVENTION: Atypical working hours	INDUSTRY SOLUTIONS: Road maintenance workers FOCUS: Flat security shoes	Data & Safety at Work Jun 14
Sept	WORKWEAR SPECIAL ISSUE (Sent with Sept-Oct issue n° 142 and circulation on PREVENTICA TOULOUSE) PREVENTICA TOULOUSE SPECIAL SECTION Media Partner- Bonus circulation! Temperature control WorkWear • Working trousers • Green areas WorkWear • Safety parkas • Recycle fiber & WorkWear • Buy or rent your PPE ?		Aug 11
N° 142 Sept/Oct	SAFETY EQUIPMENT: Cut-resistant gloves RISK PREVENTION: On-screen work	INDUSTRY SOLUTIONS: The rope access technicians FOCUS: Safety harness	A+A SPECIAL SECTION PRÉVENTICA PARIS SPECIAL SECTION Media Partner- Bonus circulation! The zero accident target ! JOURNEES SANTE TRAVAIL Media Partner- Bonus circulation! Aug 11
Nov	2024 ANNUAL BUYER'S GUIDE (Sent with Nov-Dec issue n° 143)		Oct 13
N° 143 Nov/Dec	SAFETY EQUIPMENT: High performance goggles RISK PREVENTION: Depollution	INDUSTRY SOLUTIONS: Plastic processors FOCUS: Exoskeletons	Preventing the machines risk Oct 13
N° 144 Jan/Feb	SAFETY EQUIPMENT: Communication headsets RISK PREVENTION: The allergies	INDUSTRY SOLUTIONS: The cooks FOCUS: Single-use masks	Neurosciences & Safety at Work Dec 14

PROTECTION INDIVIDUELLE ET COLLECTIVE

20, rue des Petites Écuries
75010 Paris - France
Tel: +33 1 45 23 33 78
Fax: +33 1 48 00 05 03
e-Mail: info@pic-magazine.fr

ADVERTISING:

Jérôme PERROTTE:
+33 6 09 17 09 50
jp@pic-magazine.fr

TECHNICAL SERVICE:

Janys SEBILLO:
+33 1 45 23 33 78
js@pic-magazine.fr

IF YOU WISH TO INTERVENE ON A SUBJECT, DO NOT HESITATE TO CONTACT US.



We can then work with you on a joint deal editorial/advertising which will increase your exposure and achieve your goals within your budget.

