

CONSTAS

THE QUEBEC ROAD BUILDERS AND HEAVY CONSTRUCTION ASSOCIATION'S MAGAZINE

THE
LEADING MEDIA
FOR HEAVY
CONSTRUCTION AND
ROADWORKS
SECTOR

WORKFORCE

THE CENTER OF THE NEW
ECONOMIC GROWTH

Special Issue of the 78th ACRGTQ Convention
Winter 2021-2022 / Number 58

ADVERTISING INVITATION

In response to the current labour crisis, the construction industry has undertaken a number of actions, including the promotion of its trades and values to new clientele. The Commission de la construction du Québec, the Conseil du patronat du Québec and the Government of Québec are coordinating their efforts in this regard as never before. Currently, the entire industry is hard at work, institutions, associations, contractors and clients. Our special report, linked to the 78th ACRGTQ Convention, will provide an overview.

See you in our pages in January 2022!

In the Headlines

François Bonnardel, Minister
of Transport of Quebec (MTQ)

Diane Lemieux, Chair and CEO of the
Commission de la construction du Québec (CCQ)

Karl Blackburn, President and
Chief Executive Officer of CPQ

The Léger survey firm
The HEC Montréal

WINTER 2021-2022
ISSUE 58

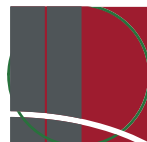
ADVERTISING
RESERVATION BY

**DECEMBER 7
2021**

MATERIAL TO BE
SUBMITTED BEFORE
DECEMBER 14, 2021

Contact: **Jocelyne Bilodeau**
Media Adviser,
Constas Magazine — ACRGTQ
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1 800 463.4672 / # 244
jbilodeau@magazineconstas.com

+
Hydro-Québec
The ACRGTQ
Investissement Québec
The University
of Sherbrooke
and many others!



ACRGQTQ

Note. Content in French only. All content announced here is for information only and is subject to change and adjustments without notice.



Formats, specifications and rates

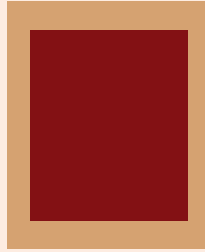
FORMAT AND RATE CARD

CONSTAS MAGAZINE PAPER EDITION / 2021-2022

Magazine format: 9 in x 10.875 in (54p x 65p3) / Printing four-colour exclusively, Italian binding.



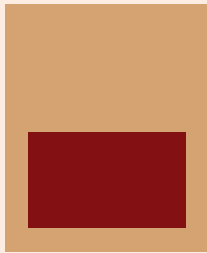
Full page MP Bleed
Cover and inside
L: 9 po (54p)
H: 10,875 po (65p3)
+ 0,125 in (0p9) bleed on all sides (with no reference marks), with cut marks.



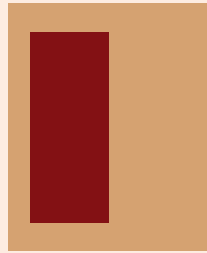
Full page M Full mirror
Inside
L: 6,75 po (40,5p)
H: 8,625 po (51,9p)
No bleed or cut marks



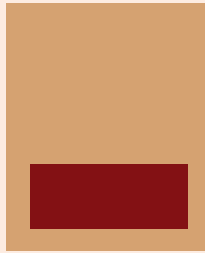
Insert Bagged flyers (Variable Q)
Specifications to be determined
See your media consultant



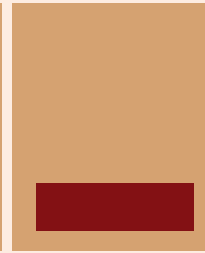
1/2 page horizontal
L: 6,75 po (40,5p)
H: 4,1 po (25p)
No bleed or cut marks



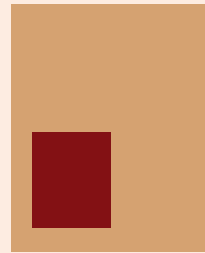
1/2 page vertical
L: 3,275 po (19p7)
H: 8,625 po (51,9p)
No bleed or cut marks



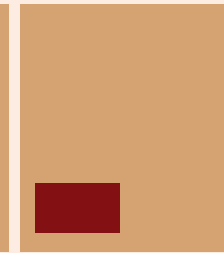
1/3 page horizontal
L: 6,75 po (40,5p)
H: 2,77 po (16,7p)
No bleed or cut marks



1/4 page horizontal
L: 6,75 po (40,5p)
H: 2 po (12p)
No bleed or cut marks



1/4 page vertical
L: 3,275 po (19p7)
H: 4,1 po (25p)
No bleed or cut marks



1/8 page vertical
L: 3,275 po (19p7)
H: 2 po (12p)
No bleed or cut marks

RATES IN CAN \$* / REGULAR (MEMBER)

VOLUME DISCOUNT

FORMAT	X1	X2	X3	X4	GUARANTEED POSITION **
2 nd cover	3482 (3071)	3350 (2948)	3369 (2816)	3107 (2755)	.
3 nd cover	3361 (2948)	3240 (2828)	3107 (2695)	2989 (2573)	.
4 nd cover	3859 (3326)	3738 (3026)	3581 (3071)	3460 (2998)	.
Full page MP Bleed	2900 (2670)	2791 (2463)	2597 (2270)	2476 (2209)	+ 15%
Insert	2840 (2465)	Provide for constraints in format and possible additional fees (see your media consultant)			
1/2 page	1773 (1541)	1651 (1434)	1504 (1312)	1445 (1274)	+ 20%
1/3 page	1178 (1032)	1104 (960)	1043 (899)	996 (862)	+ 25%
1/4 page	996 (874)	983 (850)	922 (813)	900 (790)	+ 30%
1/8 page	608 (535)	596 (509)	559 (487)	547 (474)	.

* Subject to GST/QST | ** POSITION GUARANTEE DEPENDS ON AVAILABILITY CERTAIN CONDITIONS APPLY



WEB ADVERTISING

3 choices are available

1. Punctual visibility on all the pages of magazineconstas.com
2. Permanent visibility on the page of your chosen article
3. Job offers: punctual visibility

MAGAZINECONSTAS.COM WEB SITE / 2021-2022

RATES IN CAN\$ / Subject to GST/QST

FORMAT	BASIC	VOLUME DISCOUNT			STATUT
		X 2	X 3	X 4	
Header banner (729 px x 90 px) or Right column (300 px x 250 px)	3 MONTHS 1300	6 MONTHS 1200	9 MONTHS 1100	12 MONTHS 1000	Punctual visibility Front page and on every site page
In an article of your choice (300 px x 250 px)	1 insert 300	2 inserts 250	3 inserts 200	4 inserts et more 150	Permanent visibility Insertion fee
Job Offers		See your media consultant			Punctual visibility Job offers section

MATERIAL AND TRANSMISSION / IMPORTANT

- **PAPER.** Final document high resolution Adobe PDF or vectorized Adobe Illustrator, with no bleed or cut marks, except for full page (with bleed, without reference marks). Internal or separate images (as applicable) in CMYK in TIFF, EPS or PSD high resolution formats (300 dpi). **WEB SITE.** 72 dpi JPEG file (depending on format) and hyperlink.
- All must be clearly identified and transmitted promptly to constas_prod@magazineconstas.com. Transmissions larger than 8 Mb must be transmitted by an online storage sharing service such as **Dropbox** (www.dropbox.com).
- Please identify a technical or graphic design contact who can quickly adjust or correct electronic documents as required.

SALES

ET MEDIA ADVICE / QRBHCA

The QRBHCA puts at your service a media consultant for any questions, information, reservations, planning and follow-up. Contact this person, she is your key contact !

Jocelyne Bilodeau | Media Consultant

Constas Magazine — QRBHCA

T : **418 529.2949**, or **1 800 463.4672** / ext. **244**

C : **jbilodeau@magazineconstas.com**

Administrative notes on sales

- Any reservation for advertising is to be made by written agreement binding the parties. Billing that follows will only be transmitted electronically and is payable upon publication.
- Any cancellation after the date for delivery of materials (see above at the Publishing Calendar) automatically imposes a penalty of 25% on the client, due to the technical impact on production.
- The advertiser (or its agency) is solely responsible for the content of its advertisement.
- Constas Magazine will not be held responsible for typographical errors in advertising text.
- The publisher reserves the right to reject any advertisement it considers unacceptable.

CONSTAS MAGAZINE™

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ISSN 1912-1830

Legal Deposit
Library and Archives Canada

Bibliothèque et archives nationales du Québec

Publication Mail Agreement 40020392

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Constas magazine is now an FSC certified product. FSC is a global non-profit organization that sets standards for environmentally and socially responsible forest management.



The sole representative dedicated to Quebec's heavy construction and road works, the QRBHCA has for almost ten years provided its industry and members with a prestigious publication, the CONSTAS magazine.

Published four times a year, the CONSTAS' mission is to illustrate the Quebec's expertise and skills heavy construction and road building stakeholders, while serving as a conduit for information and an engine of reflection on the construction industry, such as on its major economic and social issues.

CONSTAS is the showcase and discussion forum for those who currently participate and will be the future of the construction industry in Quebec, in its field of civil engineering and road works, at the heart of both modest and gigantic infrastructure projects. We put our best on every page and firmly believe in its activities and place of choice, as a business media, in the world of Quebec's roads and major works.

Gisèle Bourque



Me Gisèle Bourque, Publisher, Editor-in-Chief and CEO of the QRBHCA

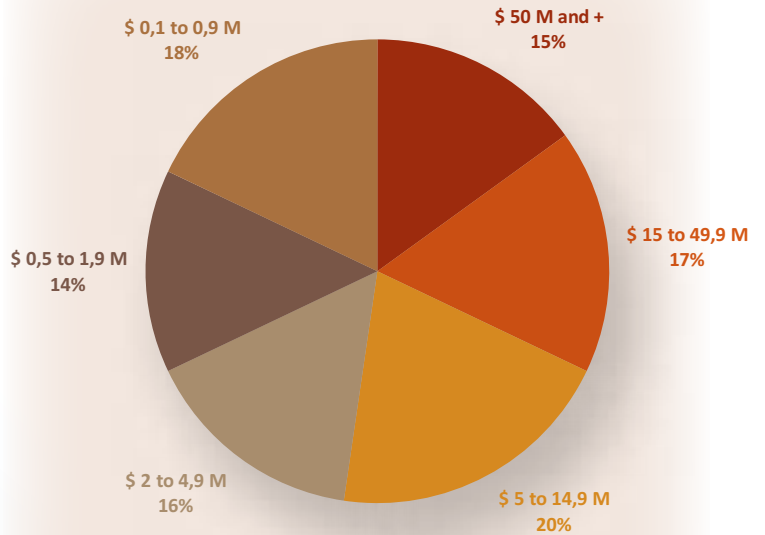
Authority, credibility and prestige

THE QRBHCA

AND ITS MEMBERS / OVERVIEW

THE QRBHCA is...

- The Quebec government's representative to negotiate, implement and follow the collective agreement for the civil engineering and road works sector of the construction industry
- 600 members, including 80% of the contractors and suppliers operating in road and urban infrastructure construction (roads, highways, municipal networks) and in major civil engineering works (electrical and hydroelectric infrastructure, communications infrastructure, infrastructure for transport other than road, pipelines, etc.)
- 7 out of the 10 largest construction employers in Quebec, all sectors combined, are QRBHCA members.
- 57 % of member companies also work in the industrial, institutional-commercial or residential sectors



QRBHCA 2016
REGULAR MEMBERS BY REVENUE
IN MILLIONS OF CAN \$



Industrial positioning and value

THE CIVIL ENGINEERING AND ROAD WORKS SECTOR

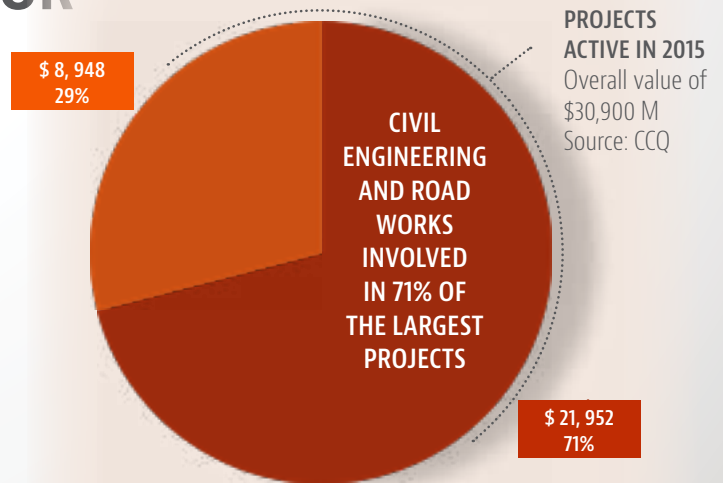
IN QUEBEC / HIGHLIGHTS

The civil engineering and road works sector is...

* Based on the Study on the Quebec Construction Business Ecosystem, Deloitte Inc. and Conseil Patronat du Québec — Source: Statistics Canada, CANSIM 031-0005, 281-0024, Deloitte Analysis/CPC

** Based on the structure of expenses for engineering work related to transport in 2009 — Source: Le marché des travaux de génie civil et de voirie au Québec, ADEC and Institut de la Statistique du Québec.

- Close to \$ 12 billion average annual investments*
- 2,670 active employers
- 38,000 employees
- 13 of the 20 largest employers of Quebec's construction industry
- \$ 88.4 billion infrastructure investments in planned between 2015 and 2025 (Quebec infrastructure plan)
- 54% of their income is what construction contractors spend on average for goods and services, excluding wages**



30 LARGEST PROJECTS ACTIVE IN 2015
Overall value of \$30,900 M
Source: CCQ

IMPORTANCE OF CIVIL ENGINEERING AND ROAD WORKS
INVOLVEMENT OF THE CIVIL ENGINEERING AND ROAD WORKS SECTOR IN THE 30 LARGEST ACTIVE PROJECTS IN QUEBEC IN 2015
IN \$ MILLIONS AND IN PERCENTAGE

Editorial, circulation, distribution and readership content

THE CONSTAS MAGAZINE

ITS CONTENT AND READERS / PANORAMA

The Conostas magazine is...

- An independent and authorized publisher, with no commercial mission and signatory of a formal and public ethics code .
- **7600** copies in front of the key decision-makers of the industry in Quebec, precisely targeted and aimed to reach the full audience of the civil engineering and road works sector, like no other medium can.
- **27 300** readers* in Quebec among government and private order givers — ministers, deputy ministers, mayors, presidents and concerned directors— contractors, suppliers of goods and technical and professional services in the field of public works, as well as the large employers associations and unions.
- A high quality print, the preferred media for senior executives for all content, articles or advertisements — associated with a dynamic, well search engine optimized website and a digital version. **.
- A specialized environment that gives a higher yield for advertising in all key readership measurements, including confidence in the advertiser, respect and understanding***.
- Editorial and advertising content that is present throughout the quarter and retained for future consultation.

* Readership assessed following the 2013 Business Media Guide, Magazines Canada, Toronto, and Ad-Gage Readership Norms, Mendon Associates

** Amounting to 52% for the printed version and 75% for the print-web duo, according to the 2013 Business Media Guide, Magazines Canada, Toronto, and Doremus/Financial Times (Decision Dynamics survey), March 2012

*** According to the 2013 Business Media Guide, Magazines Canada, Toronto, and B2B Advertising Study, Ipsos OTX MediaCT, 2011

DIRECT DISTRIBUTION BY CANADA POST

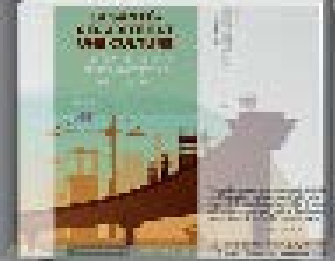
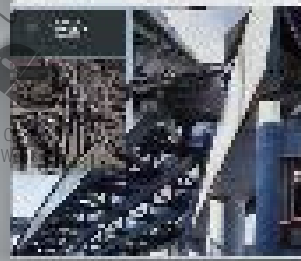
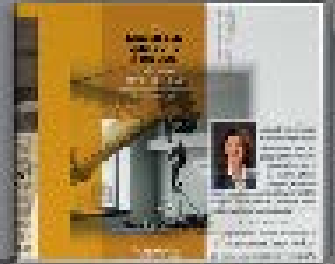
3503	Urban and regional municipalities
2369	QRBHCA members, non-member contractors, consulting engineering firms and others
745	Governments, MPs and MNAs, public and parapublic bodies, ministries, industry associations
445	University networks, engineering faculties and others
260	QRBHCA and specific promotions
280	Selected journalists, advertising agencies

- Key major issues, on relevant and current topics, led by experienced journalists.
- Significant first-hand interviews with ministers in office, deputy ministers and stakeholders and other major officials and the public works industry .
- Specialized articles about labor relations, training, health and safety, legal affairs, public affairs, innovation.
- General or specific articles, historical, technical and news on methods, breakthrough, specific projects, both completed, underway or planned, here and elsewhere.
- Information on planned and current infrastructure investments and major projects, as well as economic prospects and assessments, portraits of the construction industry, its needs and successes.

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**MAJOR INTERVIEWS
MAIN TOPICS
MAJOR ISSUES
MAJOR PROJECTS**

The Conostas Magazine covers one major project per issue, which generally occupies slightly more than 40% of its editorial content. Each issue therefore contains a broad proportion of interviews, articles and columns additional to the main topic, touching on general and specific matters, always worthy of interest, the content of which is announced in detail in each advertising invitation, 10 weeks before publication.

The QRBHCA Congress issue is an exception to this rule in that it covers the Congress on every page. Details are announced in the same manner, 10 weeks before publication.

PUBLISHING CALENDAR

AND UPCOMING PROJECT TOPICS / KEY DATES

WARNING

Although the Conostas publishing team is making great efforts to keep to the publication schedule as announced, it is important to note that **all dates mentioned here remain to be confirmed or are subject to adjustments** due to the vagaries of the health situation and the details of possible public health measures.

ISSUE	MAIN TOPIC	ADVERTISING INVITATION	RESERVATION PERIOD (+ or - 1 month)	DELIVERY OF
Winter 2021-2022 ACRGTO Convention Special January 21, 2022	WORKFORCE : THE CENTER OF THE NEW ECONOMIC GROWTH	1 st week of November 2021	From the advertising invitation to 1 st week of decembre 2021	Between the reservation date and December 14, 2021
Spring 2022 April 21, 2022	SMALL MUNICIPALITIES	2 th week of February 2022	From the advertising invita- tion 2 th week of March 2022	Between the reservation date and March 24, 2022
Summer 2022 June 21, 2022	THE REM	2 th week of April 2022	From the advertising invita- tion to 2 th week of May 2022	Between the reservation date and May 21, 2022
Fall 2022 October 21, 2022	INNOVATION AND OSH	2 th week of August 2022	From the advertising invitation to 2 th week of september 2022	Between the reservation date and September 20, 2022

CONTACT YOUR MEDIA CONSULTANT / SEE NEXT PAGE →

QUEBEC'S EXCLUSIVE MEDIA IN THIS SPECIALTY. THE BEST TARGETED. DISTRIBUTED THROUGHOUT THE INDUSTRY AND TO MAJOR CLIENTS. CLOSE TO 27,000 READERS. PUBLISHED BY THE QUEBEC ROAD BUILDERS AND HEAVY CONSTRUCTION ASSOCIATION (QRBHCA)

DIRECT DISTRIBUTION BY CANADA POST

- 3 503** Urban and regional municipalities
- 2 369** QRBHCA members, non-member contractors, consulting engineering firms and others
- 745** Governments, MPs and MNAs, public and parapublic bodies, ministries, industry associations
- 445** University networks, engineering faculties and others
- 260** QRBHCA and specific promotions
- 280** Selected journalists, advertising agencies

SINCE 2019
Advertisements reserved in the printed magazine are now inserted free of charge in the corresponding articles of the Web version. Web ads, by the way, are now open to any customer.



THE CONSTAS
MAGAZINE



INFORMATION
HIGHWAY
FOR QUEBEC'S
CIVIL ENGINEERING
AND ROAD WORKS



CONSTAS

THE QUEBEC ROAD BUILDERS AND HEAVY CONSTRUCTION ASSOCIATION'S MAGAZINE