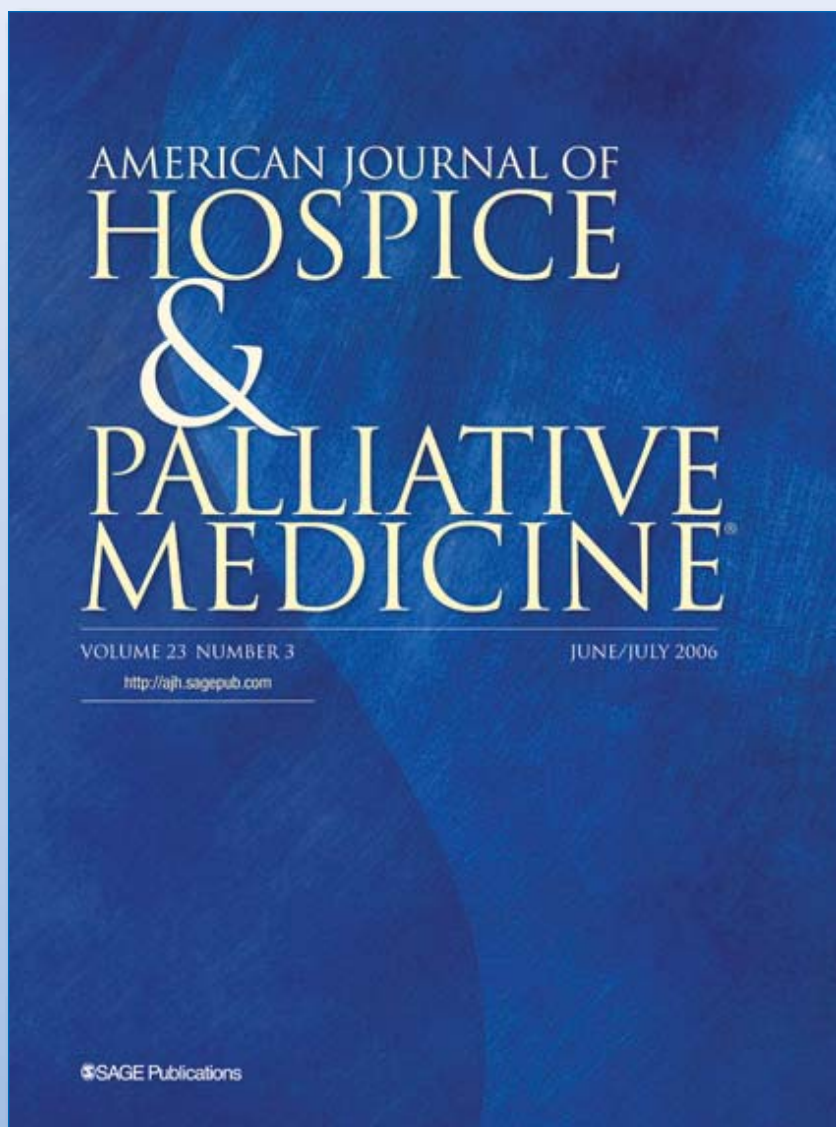


# AMERICAN JOURNAL OF HOSPICE & PALLIATIVE MEDICINE

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## ADVERTISING RATES & SPECIFICATIONS

*Effective January 2007*

# AMERICAN JOURNAL OF HOSPICE & PALLIATIVE MEDICINE

## GENERAL INFORMATION

**FREQUENCY:** Bimonthly

**PUBLISHER:**

SAGE Publications, 2455 Teller Road, Thousand Oaks, California 91320 USA  
Phone: 805-499-0721, Fax: 805-499-8096

**COMMERCIAL SALES DIRECTOR:**

Bob Vrooman, SAGE Publications

**ADVERTISING REPRESENTATIVE (DISPLAY AND CLASSIFIED ADVERTISING):**

M.J. Mrvica Associates, Inc.  
Phone: 856-768-9360  
E-mail: mjmrvica@mrvica.com

**EDITORIAL:**

**American Journal of Hospice & Palliative Medicine** continues its long and respected tenure as the journal of record for palliation and hospice care. It provides an essential academic forum across the spectrum of palliation and hospice care, from the medical and pharmaceutical to the administrative and social. It is peer-reviewed by an internationally recognized editorial review board and is indexed in *Index Medicus/MEDLINE*, Leeds Medical Information and Ageline Database. It's approved by the Academy of Family Physicians as having educational content acceptable for prescribed credit hours for continuing medical education. With today's changing focus of palliation and hospice, it's the most respected and widely read publication in the field.

**GENERAL POLICY ON ACCEPTANCE OF ADVERTISING:**

All advertising is subject to the publisher's and society's approval. The advertiser and/or advertising agency assume liability for all contents of advertising and any claims against the publisher as the result of the advertisement.

**BONUS DISTRIBUTION:**

Issue	Conference	Dates	Location
August September	American Academy of Family Physicians	October 3-7, 2007	Chicago, IL
December January	American Academy of Hospice & Palliative Medicine	Early 2008	TBA

## SPECIAL MARKETING OPPORTUNITIES

- **Journal supplements** – Peer-reviewed supplements to regular issues provide the ideal opportunity to educate the subscribers with information related to your company's mission.
- **Article reprints** – Reprints of articles pertinent to your company's mission serve as excellent marketing support materials for conference hand-outs, collateral sales material, and direct mail pieces.
- **Belly band** – Advertisement that wraps around middle of each issue.

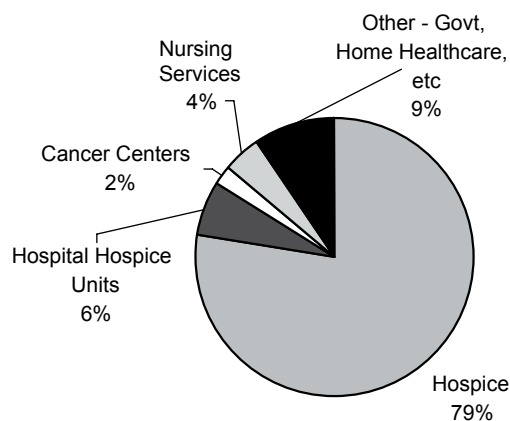
Please contact the publisher for more information about any of these opportunities.

## READERSHIP PROFILE

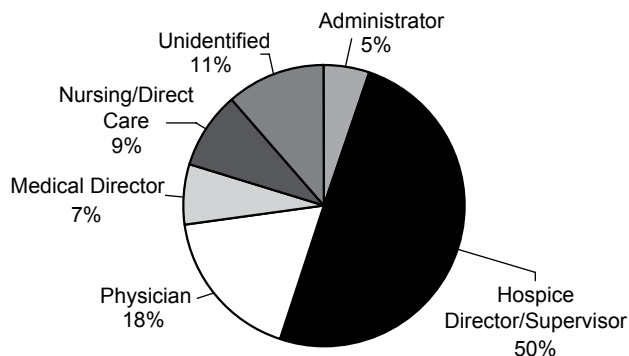
- Hospice Directors
- Primary Care Physicians
- Palliative Medicine Physicians
- Oncologists
- Anesthesiologists
- Medical Directors
- Hospice Nurses
- Hospice Administrators
- Pharmacists

## INSTITUTION TYPE

- Hospices
- Hospital Hospice Units
- Nursing Services
- Pain Management Units
- Home Health Care
- Cancer Centers
- VA Hospitals



## JOB TYPE



## MARKET SIZE

- Over one million patients served annually
- Over 4,000 free-standing hospice programs in U.S.
- Over 3,100 hospital-based hospice programs
- Over 1,850 board-certified palliative medicine doctors
- Over 5,500 oncologists that deal with terminal patients
- Over 1,100 anesthesiologists that deal with cancer pain
- Large percentage of family practice doctors deal with hospice patients

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## CLOSING DATES – 2007

### February/March Issue

Space Reservations.....	1/15/2007
Ad Materials.....	1/19/2007
Pre-Printed Inserts.....	1/30/2007
Mail Date .....	2/15/2007

### April/May Issue

Space Reservations.....	3/23/2007
Ad Materials.....	3/27/2007
Pre-Printed Inserts.....	4/6/2007
Mail Date .....	4/24/2007

### June/July Issue

Space Reservations.....	5/21/2007
Ad Materials.....	5/28/2007
Pre-Printed Inserts.....	6/7/2007
Mail Date .....	6/25/2007

### August/September Issue

Space Reservations.....	7/23/2007
Ad Materials.....	7/27/2007
Pre-Printed Inserts.....	8/7/2007
Mail Date .....	8/23/2007

### October/November Issue

Space Reservations.....	9/18/2007
Ad Materials.....	9/24/2007
Pre-Printed Inserts.....	10/4/2007
Mail Date .....	10/22/2007

### December/January Issue

Space Reservations.....	11/16/2007
Ad Materials.....	11/26/2007
Pre-Printed Inserts.....	12/5/2007
Mail Date .....	12/21/2007

Cancellations not accepted after closing dates for space reservations and must be submitted in writing.

If artwork cannot be provided by the above deadlines or an extension approved by the publisher, then the publisher will run the most recent artwork submitted. If no artwork is on hand, then the advertiser will still be responsible for payment on the space reserved.

## ADVERTISING RATES – 2007

### B&W

Frequency	1x	3x	6x	12x	24x
Full page	\$3,630	\$3,495	\$3,380	\$3,285	\$3,085
½ page	\$2,685	\$2,585	\$2,500	\$2,430	\$2,280
¼ page	\$1,725	\$1,660	\$1,605	n/a	n/a

Rates based on total units earned during a 12-month period. Space purchased by a parent company and subsidiaries may be combined for an earned rate.

### COLOR RATES:

Additional Standard Color (Cyan, Magenta, Yellow), per page/fraction, extra .....	\$1,095
Additional Pantone Color, per page/fraction, extra .....	\$1,395
3 or 4 color, per page/fraction, extra .....	\$1,995

Full color charges also apply to fractional pages.

**AGENCY COMMISSION:** 15%

### COVER AND PREFERRED POSITION RATES (NON-CANCELABLE):

Inside Front Cover: Earned B&W rate + 25%
Inside Back Cover: Earned B&W rate + 15%
Back Cover: Earned B&W rate + 50%
Facing Table of Contents: Earned B&W rate + 15%
Facing First Text Page: Earned B&W rate + 15%
Other specified positions: Earned B&W rate + 10%

### INSERTS (BOUND):

2 page insert – 2 times the earned B&W rate
4 page insert – 4 times the earned B&W rate
8 page insert – 8 times the earned B&W rate
Business reply cards – earned B&W rate

Outserts, loose inserts, gatefolds, tip-ins, and die cuts are available. Sample must be submitted to the Publisher for approval. Please call for rates.

### INSERT QUANTITY ESTIMATE:

We recommend that you call your representative prior to each issue because the quantity fluctuates for each issue.

### PAYMENT TERMS:

Terms for invoices are Net 30. Publisher reserves the right to withhold advertising from delinquent advertisers.

# AMERICAN JOURNAL OF HOSPICE & PALLIATIVE MEDICINE

## MECHANICAL REQUIREMENTS

Trim Size: 8 1/4" w x 10 7/8" h

	<b>Non-Bleed</b>	<b>Bleed</b>
Full Page:	7" w x 10" h	8 1/2" w x 11 1/8" h
1/2 page horizontal:	7" w x 4 7/8" h	
1/2 page vertical:	3 3/8" w x 10" h	
1/4 page vertical:	3 3/8" w x 4 7/8" h	

Live matter: 1/4" from trim  
Linescreen: 133-150

### REQUIREMENTS FOR ELECTRONIC DELIVERY:

#### General Instructions:

A High Resolution Press-Ready PDF is required for all electronic ad submissions. PDF must be created using Adobe Acrobat Distiller. Files created in PDF Library cannot be accepted. All images within PDF must be created in TIFF or EPS format. All fonts must be embedded. Minimum required image resolution is **300 dpi** for color or grayscale images and 900-1200 dpi for line art (1-bit) images. All color files must be created and submitted to publisher in **CMYK** color mode. Publisher will convert ads submitted in RGB but is not responsible for color reproduction on these ads. 2-color ads (standard) must be provided as black plus 100% cyan, magenta, or yellow. If other colors are present in the file, then we will charge accordingly.

#### Image Size/Crop:

Digital art files should be cropped to remove non-printing borders. Art should be created or scaled to the size intended for print. Image orientation should be the same as intended for print. For ads that are intended to run off the page, a 1/8" minimum bleed is required on all sides.

#### Proof Instructions:

- **Color Ads:** An identifiable **SWOP-certified** (Specifications Web Offset Publications—[www.swop.org](http://www.swop.org)) must be supplied with the final digital file. If a SWOP-certified proof is not supplied, then the publisher cannot guarantee correct reproduction of color. Any omissions or color deviation from a submitted proof, other than a SWOP-compliant proof, will not warrant compensation to the advertiser.
- **B&W Ads:** A hard-copy proof the same size as the digital art must be supplied with the final digital file.

For detailed instructions on file preparation, please log on to <http://dx.sheridan.com/>. We recommend that all advertisers pre-flight their ads prior to submission to publisher to check for errors. If you do not have pre-flight software, then you may use the free pre-flight at: <http://dx.sheridan.com/connect/main.html>.

#### File Submission Instructions:

Please supply files on one of the following media: Iomega Zip (100 or 250), CD-ROM, or e-mail. Please include a SWOP-certified proof and the pre-flight report with your digital submission. If e-mailing artwork, then send the proof in a separate package in the mail.

### REQUIREMENTS FOR FILM:

All film must be right-reading emulsion side down. All reproduction materials must have registered marks, center marks, and trim marks clearly indicated. Whenever possible, advertisements should be supplied by digital format. Each negative must be clearly marked for color. All color pages must be accompanied by an identifiable SWOP-compliant proof.

### BIND-IN CARDS AND INSERTS:

All bind-in cards and inserts are jogged to the head. All bind-in cards and inserts must have 1/8" trim beyond the crop mark area of the Head, Foot, Gutter and Face of the advertisement. Perforations must be 3/8" from gutter.

All live copy should be no closer than 1/4" from the trim.

For inserts, 70# coated stock for minimum weight and 110# coated stock is the maximum.

### POSTAL REQUIREMENTS OF BUSINESS REPLY CARDS:

Final size of all BRCs must be 4 1/4" h x 6" w.

Minimum paper weight is 7 pt.

Recommended stock is 75# hibulk. It meets the requirements set forth by the USPS for reply cards.

**Publisher is not responsible for any errors in reproduction if artwork is not provided according to the above specifications.**

## ADDRESSES & NUMBERS

### FOR ALL ADVERTISING INQUIRIES:

M.J. Mrvica Associates, Inc.  
2 West Taunton Ave., Berlin, NJ 08009 USA  
Phone: 856-768-9360 • Fax: 856-753-0064  
E-mail: [mjmrsvica@mrsvica.com](mailto:mjmrsvica@mrsvica.com)

### FOR ARTWORK SUBMISSION:

Kirsten Beaulieu  
SAGE Publications  
2455 Teller Road, Thousand Oaks, CA 91320 USA  
Phone: 805-410-7160 • Fax: 805-499-8096  
E-mail: [kirsten.beaulieu@sagepub.com](mailto:kirsten.beaulieu@sagepub.com)

### DELIVER PRE-PRINTED INSERTS:

(list journal name, issue # and quantity on boxes/skid)

Ship to:  
Mary Ruth  
CSR  
Sheridan Press, 450 Fame Avenue, Hanover, PA 17331 USA  
Phone: 800-635-7181 ext. 8077

### FOR REPRINTS AND SUPPLEMENT SALES:

Bob Vrooman  
SAGE Publications, 2455 Teller Road, Thousand Oaks, CA 91320 USA  
Phone: 805-410-7594 • Fax: 805-499-8096  
E-mail: [robert.vrooman@sagepub.com](mailto:robert.vrooman@sagepub.com)

## ONLINE ADVERTISING OPPORTUNITIES

<http://ajhpm.sagepub.com>

BANNER ADVERTISING	Advertiser Rate		Non-Advertiser Rate	
	6-month exposure	12-month exposure	6-month exposure	12-month exposure
Home Page Banner – Rotating	\$700	\$1,220	\$1,400	\$2,440
Run of Site Banner – Rotating	\$600	\$1,050	\$1,200	\$2,100

- Maximum of 5 rotating banners will be placed at any time. If others are not sold, then advertisers will receive bonus exposure for no additional cost.
- Advertiser rate applies to those companies advertising 3 or more times in the print journal during the current calendar year.

### BANNER SPECIFICATIONS:

Home Page Banner: 140 pixels wide x 60 pixels high  
Run of Site Banner: 170 pixels wide x 60 pixels high  
Acceptable file formats: GIF, Animated GIF, JPG, PNG

Other opportunities such as sponsored e-mail alerts may be available. Please contact us for more information.