2016 Rate Card
Print

RATES

1. Black-and-White rates:

<table>
<thead>
<tr>
<th>Frequency</th>
<th>1x</th>
<th>6x</th>
<th>12x</th>
<th>24x</th>
<th>36x</th>
<th>48x</th>
<th>60x</th>
<th>72x</th>
<th>96x</th>
<th>120x</th>
<th>144x</th>
<th>196x</th>
<th>252x</th>
<th>320x</th>
<th>412x</th>
</tr>
</thead>
<tbody>
<tr>
<td>King Page</td>
<td>$4,330</td>
<td>$4,280</td>
<td>$4,245</td>
<td>$4,200</td>
<td>$4,155</td>
<td>$4,110</td>
<td>$4,065</td>
<td>$4,025</td>
<td>$3,990</td>
<td>$3,940</td>
<td>$3,860</td>
<td>$3,820</td>
<td>$3,785</td>
<td>$3,750</td>
<td></td>
</tr>
<tr>
<td>1/3 Page</td>
<td>2,625</td>
<td>2,580</td>
<td>2,545</td>
<td>2,500</td>
<td>2,450</td>
<td>2,410</td>
<td>2,365</td>
<td>2,330</td>
<td>2,290</td>
<td>2,235</td>
<td>2,205</td>
<td>2,160</td>
<td>2,120</td>
<td>2,120</td>
<td>2,120</td>
</tr>
<tr>
<td>1/4 Page</td>
<td>2,410</td>
<td>2,365</td>
<td>2,330</td>
<td>2,290</td>
<td>2,230</td>
<td>2,200</td>
<td>2,155</td>
<td>2,115</td>
<td>2,065</td>
<td>2,030</td>
<td>1,990</td>
<td>1,945</td>
<td>1,915</td>
<td>1,915</td>
<td>1,915</td>
</tr>
<tr>
<td>1/8 Page</td>
<td>2,220</td>
<td>2,180</td>
<td>2,145</td>
<td>2,095</td>
<td>2,055</td>
<td>2,020</td>
<td>1,970</td>
<td>1,930</td>
<td>1,875</td>
<td>1,845</td>
<td>1,800</td>
<td>1,755</td>
<td>1,730</td>
<td>1,730</td>
<td>1,730</td>
</tr>
</tbody>
</table>

Color: In addition to earned black-and-white rates.

Charge per color per page or fraction

| Standard color   | $785 |
| Matched color    | 900  |
| Metallic color   | 1,175 |
| Four color       | 2,250 |
| Four color + PMS | 2,495 |
| Four color + Metallic | 3,025 |

2. Earned Rates:
   a) Earned rates are given to advertisers (parent company and its subsidiaries) based on the total number of pages placed within a 12-month period.
   A spread counts as two pages regardless of its size (King-size or A-size).
   b) Agency commission: Fifteen percent gross billings on space, color, cover, and preferred position charges.
   c) Cash discount: Two percent if paid within ten days of invoice date. No discount allowed after this period.

3. Bleed: No charge

4. Covers, Positions:
   a) Covers:
      Second cover: Earned b/w rate plus 25%. Color additional.
      Third cover: Earned b/w rate plus 15%. Color additional.
      Fourth cover: Earned b/w rate plus 50%. Color additional.
   b) Positions:
      Special positions: Contact your sales representative for more details.

5. Online Advertising Rates: Please contact your sales representative for more information.

6. Recruitment/Classified Rates: Please contact your regional sales representative at 800-257-8290.
DISCOUNTS

1. Combined Earned Frequency: All insertions of a parent company and its subsidiaries are combined to determine the earned frequency rate. Advertisers may combine advertisements run in all SLACK publications to achieve maximum frequency.

2. New Advertiser/Product Incentive: New product advertisers with a minimum 3 ad commitment receive a 10% discount off all advertising placed in 2016. This discount may not be combined with the Continuity Discount. To qualify, the advertisement must be for a:
   a) Product that has not advertised in ENDOCRINE TODAY in the past calendar year
   b) New indication for a currently advertised product in ENDOCRINE TODAY

3. Continuity Incentive: Advertisements for an individual product are eligible for a discount based upon the number of issues in which they advertise. Issue insertions do not need to be consecutive. This program may not be combined with the New Advertiser Discount.
   a) 6 issues = 10% off
   b) 12 issues = 15% off

4. Prescribing Information Discount: B&W prescribing information (PI) pages are eligible for the following discount. The 3rd page of PI and after may take a 50% discount off the earned rate.

5. Clinical Trial Ad Buy One, Get One Free: Clinical trial advertisements may run a second insertion of the same ad unit in any issue for no charge. Ad creative must promote participation in a current clinical trial. Corporate and/or disease state advertisements are not eligible. May not be combined with other Continuity, Free Ad or New Advertiser Discounts.

6. Multichannel Program: Custom multichannel programs are available that meet your specific advertising needs. Contact your Sales Representative to discuss options.

7. Corporate Discount: Total net spend achieved in the year 2016 will set a Corporate Discount to be taken off 2017 advertising.

8. When taking advantage of more than one discount program, discounts must be taken in the following order:
   Gross Cost:
   a) Less New Advertiser/Product or Continuity Incentive
   b) Less SLACK Corporate Discount
   c) Less 15% Agency Discount
   Equals net cost

ISSUANCE AND CLOSING

1. Established: February 2003

2. Frequency: 12 times per year

3. Issue Dates: 25th of the month of issue

4. Mailing Dates & Class: Mails within the issue month; Periodical Class.

5. Extensions and Cancellations:
   a) Extensions: If an extension date for material is agreed upon and material is not received by the Publisher on the agreed date, the advertiser will be charged for the space reserved.
   b) Cancellations: If, for any reason, an advertisement is canceled after the closing date, the Publisher reserves the right to repeat a former ad at full rates. If the advertiser has not previously run an ad, the advertiser will be charged for the cost of space reserved. Neither the advertiser nor its agency may cancel advertising after the closing date.

EDITORIAL

1. General Editorial Direction: ENDOCRINE TODAY is the first clinical newspaper that addresses the latest information on diabetes and endocrine disorders. It reports clinical news with expert perspective and features of interest to Endocrinologists, Diabetes Educators and IMs. From timely meeting coverage and the latest drug approvals to special features on growth hormones, pituitary tumors and information about legislative and socioeconomic topics, ENDOCRINE TODAY reports the news with expert perspective about what the news means to clinical practice.

2. Average Issue Projection:
   a) Average Number of Articles per Issue: 30
   b) Editorial Sections:
      • Diabetes
      • Metabolism
      • Pediatric Endocrinology
      • Thyroid
      • Cardiometabolic Disorders
      • Hormone Therapy
      • Bone and Mineral Metabolism
      • Neuroendocrinology
      • Adrenal
      • Reproduction
      • Androgen Disorders
      • Meeting Highlights
      • In the Journals
      • New Drug Approvals

3. Origin of Editorial:
   a) Staff written: 90%
   b) Solicited: 5%
   c) Submitted: 5%
   d) Articles or abstracts from meetings: 65%
   e) Peer review: No, meetings that are covered are selected in advance.
CIRCULATION
1. Description of Circulation Parameters:
   a) Endocrinologists
   b) Primary Diabetes
   c) Internal Medicine, General Practitioner, Family Practice, Prescribing Diabetes RXs
   e) Pediatric Endocrinologists
   f) Diabetes Educators
   g) Endocrine Physician Assistants
2. Demographic Selection Criteria:
   a) Prescribing: Yes
   b) Circulation Distribution: Controlled: 100%
   c) Paid Information: Association members: Is publication received as part of dues? No
   d) Subscription rates: U.S.: $334/yr. individual
      Canada: add 5% tax/yr.
      Outside the U.S.: add $78/yr.
3. Circulation Verification:
   a) Audit: BPA Worldwide
   b) Mailing House: Publishers Press
5. Total estimated circulation for 2016: 17,270

GENERAL INFORMATION
1. Requirements for Advertising Acceptance: Advertisements for professional and non-professional products or services are accepted provided they are in harmony with the policy of service to the healthcare profession and subject to Publisher’s approval. Non-professional product and service advertisers must submit ad copy two weeks prior to the closing date.
2. New Product Releases: Yes
3. Editorial Research: Yes
4. Ad Format and Placement Policy:
   a) Format: Within articles
5. Ad/Edit Information: 50/50 Ad/Edit Ratio
6. Value-Added Services:
   a) Bonus Convention Distribution
   b) Other: Advertiser’s Index
7. Online Advertising Opportunities: Contact your sales representative or visit healio.com/endocrinology for more information.
8. Additional Advertising Opportunities:
   a) BRC inserts: See 5b under Insert Information on page 10 for specifications.
   b) Split-run advertising: Contact publisher for information.
9. Reprints: Yes. Email: reprints@slackinc.com
10. Publisher’s Liability: The Publisher shall not be liable for any failure to print, publish, or circulate all or any portion of any issue in which an advertisement accepted by the Publisher is contained if such failure is due to acts of God, strikes, war, accidents, or other circumstances beyond the Publisher’s control.
11. Indemnification of Publisher: In consideration of publication of an advertisement, the advertiser and the agency, jointly and separately, will indemnify, defend, and hold harmless the magazine, its officers, agents, and employees against expenses (including legal fees) and losses resulting from the publication of the contents of the advertisement, including without limitation, claims or suits for libel, violation of right of privacy, copyright infringements, or plagiarism.
12. Competitor Information: ENDOCRINE TODAY does not accept advertisements that contain competitor(s)’ names, publication covers, logos or other content.
13. Advertorials: In order to be considered for acceptance, advertisements or inserts which contain text or copy describing a product or surgical technique, must be substantially different in text and font of the receiving publication and the word “ADVERTORIAL” or “ADVERTISEMENT” will be prominently displayed in 10-point black type in ALL CAPS at the center top of each page.
14. Billing Policy: Billing to the advertising agency is based on acceptance by the advertiser of “dual responsibility” for payment if the agency does not remit within 90 days. The Publisher will not be bound by any conditions, printed or otherwise, appearing on any insertion order or contract when they conflict with the terms and conditions of this rate card.

2016 Rate Card: Print
Effective Rate Date: January 2016 for all advertisers.
AD SPECIFICATIONS

1. Available Advertising Unit Sizes:

<table>
<thead>
<tr>
<th>Ad sizes</th>
<th>Non-bleed (Live area) sizes:</th>
<th>Trim sizes:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Width</td>
<td>Height</td>
</tr>
<tr>
<td>King Spread</td>
<td>20.5&quot; x 13.5&quot;</td>
<td>21&quot; x 14&quot;</td>
</tr>
<tr>
<td>King Page</td>
<td>10&quot; x 13.5&quot;</td>
<td>10.5&quot; x 14&quot;</td>
</tr>
<tr>
<td>¼ Page (Vertical)</td>
<td>7.05&quot; x 13.5&quot;</td>
<td>7.55&quot; x 14&quot;</td>
</tr>
<tr>
<td>¼ Page (Horizontal)</td>
<td>10&quot; x 10&quot;</td>
<td>10.5&quot; x 10.5&quot;</td>
</tr>
<tr>
<td>Island ½ Page</td>
<td>7.13&quot; x 10&quot;</td>
<td>7.63&quot; x 10.5&quot;</td>
</tr>
<tr>
<td>Island Spread</td>
<td>14.6&quot; x 10&quot;</td>
<td>15.1&quot; x 10.5&quot;</td>
</tr>
<tr>
<td>½ Page (Vertical)</td>
<td>4.68&quot; x 13.5&quot;</td>
<td>5.18&quot; x 14&quot;</td>
</tr>
<tr>
<td>½ Page (Horizontal)</td>
<td>10&quot; x 6.5&quot;</td>
<td>10.5&quot; x 7.0&quot;</td>
</tr>
<tr>
<td>½ Page (Vertical Block)</td>
<td>4.68&quot; x 6.25&quot;</td>
<td>5.18&quot; x 6.75&quot;</td>
</tr>
<tr>
<td>¼ Page (Horizontal Block)</td>
<td>7.13&quot; x 4.75&quot;</td>
<td>7.63&quot; x 5.25&quot;</td>
</tr>
<tr>
<td>¼ Page (Vertical Strip)</td>
<td>2.23&quot; x 13.5&quot;</td>
<td>2.73&quot; x 14&quot;</td>
</tr>
<tr>
<td>¼ Page (Horizontal Strip)</td>
<td>10&quot; x 3&quot;</td>
<td>10.5&quot; x 3.5&quot;</td>
</tr>
<tr>
<td>¼ Page (Vertical Block)</td>
<td>2.23&quot; x 6.25&quot;</td>
<td>2.73&quot; x 6.75&quot;</td>
</tr>
<tr>
<td>¼ Page (Horizontal Block)</td>
<td>4.68&quot; x 2.84&quot;</td>
<td>5.18&quot; x 3.34&quot;</td>
</tr>
</tbody>
</table>

a) Trim size of journal: 10.5" x 14"
b) To view thumbnails of ads specs, visit healio.com/slackadspecs

For spread ads, keep content (images/text) ¼" in on each side of the gutter For bleed ads, add ¼" on all sides of trim size.

2. Paper Stock:
   a) Inside pages: 40 lb. text
   b) Covers: 70 lb. cover

3. Type of Binding: Saddle-stitch or Perfect bound

4. Print Ad Requirements: For specifications, go to: healio.com/slackadspecs
   Color Proofs: One proof made from supplied files and meeting SWOP specifications, must be provided with data file. Proof must be at 100% of the print size. Publisher accepts Kodak approvals, Matchprints, Chromalin, High-end Epson Quality or Iris Digital proofs.

5. Disposition of Ad Materials: Ad materials will be held one year from date of last insertion and then destroyed unless otherwise notified in writing.

If only color lasers are furnished, color match on press cannot be guaranteed.

Note: Spread ads should be sent as a one-page file. Media: CDs and DVDs. Ads will not be accepted via e-mail. FTP site available.

INSERT INFORMATION

1. Availability and Acceptance:
   a) Availability: Two- to eight-page inserts are available full run. Demographic and/or geographic inserts are limited to three per issue.
   b) Acceptance: A paper and insert sample must be submitted to the Publisher for approval.

2. Insert Charges:
   a) Furnished inserts: Billed at the earned black-and-white-space rate. Commissionable.

3. Sizes and Specifications:

4. Trimming:
   Trimming of oversized inserts will be charged at cost. Keep live matter 1/2" from trim edges and 3/16" from gutter trim. Inserts are jogged to the foot. Book trims 1/8" at head face and foot.

5. BRCs:
   a) Pricing: Contact your Sales Representative for prices. Non-commissionable.
   b) BRC Specifications: 3 1/2" x 5" minimum to 4 1/4" x 6" maximum; perforated with 1/2" lip (from perforation) for binding. Add 1/4" for foot trim. Cardstock minimum: 75 lb. bulk or higher.

6. Quantity: Full run — 20,000. Exact quantity will be given upon Publisher’s approval of insert (or call Publisher prior to closing date).

7. Shipping: Carton packing must have publication name, issue date, and insert quantity clearly marked. Inserts shipped in e-containers cannot be verified and SLACK will not be responsible for shortage on press.

CONTACT INFORMATION

Insertion Orders:
Send Product insertion orders and ad materials to:
Suzanne Demarest
Sales Administrator
ENDOCRINE TODAY
c/o SLACK Incorporated
6900 Grove Road
Thorofare, NJ 08086-9447
sdemarest@slackinc.com
856-848-1000 ext. 468

Fax: 856-848-6091
Send inserts and BRCs to:
Mark Henson
Endocrine Today
Publishers Press
100 Frank E. Simon Ave.
Shepherdsville, KY 40165

TERMS AND CONDITIONS

Click to view print advertising terms and conditions