ADVERTISING OPPORTUNITIES WITH
ANNALS OF OTOLARYNGOLOGY, RHINOLOGY, & LARYNGOLOGY
All Advertising subject to ABEA approval.

### 2015 PRINT ADVERTISING RATES

<table>
<thead>
<tr>
<th>B&amp;W</th>
<th>1x</th>
<th>2x</th>
<th>6x</th>
<th>12x</th>
<th>24x</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 page</td>
<td>$585</td>
<td>$575</td>
<td>$545</td>
<td>$520</td>
<td>$455</td>
</tr>
<tr>
<td>½ page</td>
<td>$470</td>
<td>$460</td>
<td>$435</td>
<td>$415</td>
<td>$375</td>
</tr>
<tr>
<td>¼ page</td>
<td>$280</td>
<td>$275</td>
<td>$260</td>
<td>$250</td>
<td>$225</td>
</tr>
</tbody>
</table>

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. Post-publication rate changes will not be accepted. Changes in frequency must be applied to future insertions.

**COLOR RATES:** 4-Color charge (in addition to B&W rate above)~$1,100

**AGENCY COMMISSION:** 15%

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

### INSERTS AND OTHER HIGH IMPACT OPPORTUNITIES

**INSERTS (BOUND) — RATES FOR FURNISHED INSERTS:**
- 2 page insert – 3 times the earned B&W rate
- 4 page insert – 5 times the earned B&W rate
- 6 page insert – 6 times the earned B&W rate
- 8 page insert – 8 times the earned B&W rate
- Business reply cards – earned B&W rate

**HIGH-IMPACT PRINT ADVERTISING:**
- **Cover Tips** — An exclusive way to place your message front and center with each journal reader.
- **Belly Bands** – Another exclusive visibility option.
- **Outserts** – Include your product brochure in the polybag of each mailed issue and get it right into the hands of the readers

Please contact your representative for pricing and details on any of these options. Samples must be provided.

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

<table>
<thead>
<tr>
<th>Inside Front Cover</th>
<th>Earned B&amp;W rate + 35%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inside Back Cover</td>
<td>Earned B&amp;W rate + 25%</td>
</tr>
<tr>
<td>Back Cover</td>
<td>Earned B&amp;W rate + 50%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Facing Table of Contents</th>
<th>Earned B&amp;W rate + 30%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facing First Text Page</td>
<td>Earned B&amp;W rate + 25%</td>
</tr>
<tr>
<td>Other specified positions</td>
<td>Earned B&amp;W rate + 15%</td>
</tr>
</tbody>
</table>

### OTHER MARKETING OPPORTUNITIES

**ARTICLE REPRINTS, E-PRINTS, TRANSLATED REPRINTS**
- Reprints of articles discussing specific products, therapies, or topics related to your company serve as excellent marketing support materials for conference handouts, collateral sales materials, and direct mail pieces.
- SAGE can also provide e-prints of articles to post to your website, intranet, or to distribute via email.
- SAGE can also arrange for translation of reprints into the local language of your target audience.

**SUPPLEMENTS**
- Peer-reviewed journal supplements provide you with a credible, objective means to publish themed articles on topics related to your company’s business.

Supplements mail with the regular issues of the journal to the entire readership and are also posted online. You may include a Continuing Education component to enhance value.

All supplement topics need to be preapproved by the editor, and all articles must undergo peer review.

**TRANSLATED REGIONAL EDITIONS**
- Partner with us to produce regional editions based on select journal articles translated to the local language in the geographic region of your choice.

**SPONSORED SUBSCRIPTIONS**
- Target the mailing list of your choice by sponsoring subscriptions to the journal.

### 2015 DEADLINES

<table>
<thead>
<tr>
<th>Month</th>
<th>Space reservation due</th>
<th>Materials due</th>
<th>Inserts due</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>11/13/14</td>
<td>11/18/14</td>
<td>11/25/14</td>
</tr>
<tr>
<td>February</td>
<td>12/11/14</td>
<td>12/16/14</td>
<td>12/23/14</td>
</tr>
<tr>
<td>March</td>
<td>1/10/15</td>
<td>1/15/15</td>
<td>1/22/15</td>
</tr>
<tr>
<td>April</td>
<td>2/18/15</td>
<td>2/23/15</td>
<td>3/2/15</td>
</tr>
<tr>
<td>May</td>
<td>3/18/15</td>
<td>3/23/15</td>
<td>3/30/15</td>
</tr>
<tr>
<td>June</td>
<td>4/15/15</td>
<td>4/20/15</td>
<td>4/27/15</td>
</tr>
<tr>
<td>July</td>
<td>5/17/15</td>
<td>5/22/15</td>
<td>5/29/15</td>
</tr>
<tr>
<td>August</td>
<td>6/14/15</td>
<td>6/19/15</td>
<td>6/26/15</td>
</tr>
<tr>
<td>September</td>
<td>7/15/15</td>
<td>7/20/15</td>
<td>7/27/15</td>
</tr>
<tr>
<td>October</td>
<td>8/16/15</td>
<td>8/21/15</td>
<td>8/28/15</td>
</tr>
<tr>
<td>November</td>
<td>9/16/15</td>
<td>9/21/15</td>
<td>9/28/15</td>
</tr>
<tr>
<td>December</td>
<td>10/14/15</td>
<td>10/19/15</td>
<td>10/26/15</td>
</tr>
</tbody>
</table>
ADVERTISING OPPORTUNITIES WITH
ANNALS OF OTOTOLOGY, RHINOLOGY, & LARYNGOLOGY

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DIGITAL OFFERINGS

JOURNAL WEBSITE: http://aor.sagepub.com

ONLINE ADVERTISING RATES

- Leaderboard (728 x 90) .......................................................... $75 CPM
- Skyscraper (160 x 600) .......................................................... $75 CPM

Minimum buy: 20,000 impressions per month per banner

- Exclusive visibility may be available in any of the locations. Please contact your representative.
- Please note that some locations may not be available for all sites.
- Banner advertising may be available across multiple publications. Please contact your representative.
- Geo-targeting is available. Please contact us if you would like your ad to run in specific countries/regions.

E-MAIL MARKETING

ELECTRONIC TABLE OF CONTENTS (E-TOC) ALERT SPONSORSHIPS

Single sponsorships are available for every issue of the e-TOC alert, which is delivered to all registrants prior to each print issue mailing. Subject to Publisher approval.

<table>
<thead>
<tr>
<th>Type of Ad</th>
<th>Specs</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>12x</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banner Ad</td>
<td>300 x 50</td>
<td>$1,250</td>
<td>$1,150</td>
<td>$1,000</td>
<td>$850</td>
</tr>
</tbody>
</table>

Advertisers are also required to provide 40 words of text which will appear in the event the e-TOC subscriber has elected to receive the e-TOC as text only.

BANNER AD SPECIFICATIONS FOR E-TOC

- Acceptable File Formats: GIF, JPG, PNG
- Maximum size on banners: 40K
- All artwork is subject to review/acceptance by publisher prior to placement.
GENERAL INFORMATION

FREQUENCY: Monthly

PRINT CIRCULATION: 550

PUBLISHER: SAGE Publications, 2455 Teller Road, Thousand Oaks, CA 91320 USA. Phone: (805) 499-0721, Fax: (805) 410-7009

EDITOR-IN-CHIEF: Richard J.H. Smith, MD, University of Iowa Hospitals and Clinics, Iowa City, IA

SOCIETY AFFILIATION: American Broncho-Esophagological Association (ABEA)
The American Broncho-Esophagological Association (ABEA) is a society of physicians, researchers and allied professionals who share their expertise in Broncho-Esophagology and meet annually for scholarly presentations on matters relevant to the science and practice of their specialty. The ABEA convenes each spring for a scientific meeting in which original research is presented to an international audience, in conjunction with other otolaryngology subspecialty societies under the auspices of COSM (Combined Otolaryngology Spring Meeting).

ABOUT THE JOURNAL:
The Annals of Otology, Rhinology & Laryngology publishes original manuscripts of clinical and research importance in otolaryngology–head and neck medicine and surgery, bronchoesophagology, head and neck oncology and surgery, plastic and reconstructive surgery, pediatric otolaryngology, audiology, speech pathology, and related specialties.

In this journal you will find papers of historical interest, computer software reviews and applications in otolaryngology, imaging case studies, clinicopathological studies, book reviews, and letters to the editor. Also published are in-depth studies (supplements).

READERSHIP:
Physicians and residents specializing in the fields of otolaryngology–head and neck medicine and surgery, maxillofacial and plastic surgeons, audiologists, speech pathologists, allergists, medical schools, hospitals, clinics, and those wishing to keep informed of the latest developments in these fields.
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BONUS DISTRIBUTION CALENDAR – 2015

<table>
<thead>
<tr>
<th>ISSUE</th>
<th>CONFERENCE DISTRIBUTION</th>
<th>DATES - 2015</th>
<th>LOCATION</th>
<th>VALUE-ADDED MARKETING</th>
</tr>
</thead>
<tbody>
<tr>
<td>April</td>
<td>Combined Otolaryngology Section Meeting (COSM)</td>
<td>April 22-26</td>
<td>Boston, MA</td>
<td>Free Counter Cards to advertisers 1/2 page and larger</td>
</tr>
<tr>
<td>September</td>
<td>American Academy of Otolaryngology-Head and Neck Surgery Foundation (AAO-HNSF)</td>
<td>September 27-30</td>
<td>Dallas, TX</td>
<td></td>
</tr>
</tbody>
</table>

ARTWORK SPECIFICATIONS

Trim Size: 8 1/8” w x 10 7/8” h

<table>
<thead>
<tr>
<th>Full page</th>
<th>Non-Bleed</th>
<th>7” w x 10” h</th>
<th>Bleed</th>
<th>8 3/8” w x 11 1/8” h</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/2 page horizontal</td>
<td>7” w x 4 7/8” h</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/2 page vertical</td>
<td>3 3/8” w x 10” h</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/4 page vertical</td>
<td>3 3/8” w x 4 7/8” h</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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. 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.

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 proof (Specifications Web Offset Publications—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.

File Submission Instructions:
Please supply files on one of the following media: CD-ROM or e-mail. Please include a SWOP-certified proof with your digital submission. If e-mailing artwork, then send the proof in a separate package in the mail.

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 is the 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” x 6”.
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.

CONTACT INFORMATION

FOR DISPLAY AND CLASSIFIED ADVERTISING:
Mac McKay
SAGE Publications
2455 Teller Road
Thousand Oaks, CA 91320 USA
Phone: (805) 490-7420
Fax: (805) 375-5282
E-mail: mac.mckay@sagepub.com

FOR ARTWORK DELIVERY:
Anna Gonda
SAGE Publications
2455 Teller Road
Thousand Oaks, CA 91320 USA
Phone: (805) 410-7772
Fax: (805) 410-7009
E-mail: advertising@sagepub.com

PRE-PRINTED INSERTS:
(list journal name, issue # and quantity on boxes/skid)
Ship To:
Mary Heiliger
CSR
Sheridan Press
450 Fame Avenue
Hanover, PA 17331 USA
Phone: (800) 635-7181 ext. 8145

FOR REPRINT AND SUPPLEMENT SALES:
Barbara Eisenberg
SAGE Publications
2455 Teller Road
Thousand Oaks, CA 91320 USA
Phone: (805) 410-7763
Fax: (805) 410-7009
E-mail: reprint@sagepub.com

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