

GENERAL

PLACEMENT

- **Advertising Placement** ▶ Interspersed with editorial material.
- **Editorial:Advertising Ratio** ▶ Average is about 60%:40%.

GUIDELINES

- **Advertising Copy** ▶ Acceptance is subject to approval by publisher, especially for advertorials.
- **Commission** ▶ 15% on all advertising. Any pass-through charges are noncommissionable.

SCHEDULING

Contact David Twombly (dtwombly@psychiatrist.com) for extensions.

- When new copy is not provided by the materials due date, the ad appearing in the most recent preceding issue will be repeated.
- Cancellation must be made by the first of the month prior to the month of publication.
- Unless requested to be held, material will be disposed of 1 year after its last use.

RATES

- **Cost Per Thousand, full page black-and-white, 24 times** ▶ \$139.53

Frequency

- Calculated on the number of ad pages, eg, a 2-page ad that runs in 3 issues achieves the 6× frequency rate.
- The earned rate is based on the total number of advertising pages published in JCP within the January through December 12-month period.
- Advertising purchased by a parent company and subsidiaries is combined for determining the earned rate.

OUTSERTS

- **Cost for standard outsert** (less than 3.3 oz, runs behind journal in polybag) ▶ \$30,000 (net).
- For nonstandard outserts, contact Nick Luciano (journalads@psychiatrist.com; 201-317-3211).

COVER TIPS

- **Cost for single-leaf, 1-sided cover tip** ▶ \$25,000 (net).
- For specifications or for other creative applications to cover tips (eg, PI insertions, multiple pages, wafer seals, gatefolds) or other print opportunities (eg, belly bands), please contact Nick Luciano (journalads@psychiatrist.com; 201-317-3211) and supply an example.

PREMIUM POSITIONS (commissionable)

Position	Rate*
2nd Cover	35%
Preceding and Adjacent to TOC	20%
Following and Adjacent to TOC	20%
4th Cover	50%

*Shown as % of earned rate for 1 BW page.

ADDITIONAL INCENTIVES

FREQUENCY INCENTIVE

The final earned frequency is rounded up to the next frequency range if the total number of ad pages falls within 4 pages of the next level and if at least 20 ad pages are placed (eg, 21 placed pages would achieve the 24× frequency rate).

TARGETED CIRCULATION

JCP allows demographic and targeted splits within the US circulation on a limited basis at the discretion of the Publisher. The costs for ads that run to less than the full JCP US circulation are prorated as follows:

- 25% or less of the publication's circulation** ▶ Rate is 50% of the full-run cost plus full color charges.
- 26% to 50% of the publication's circulation** ▶ Rate is 60% of the full-run cost plus full color charges.
- Greater than 50% of the publication's circulation** ▶ Rate is 100% of the full-run cost plus full color charges.

NONCOMMISSIONABLE COSTS

Contact Nick Luciano for details (journalads@psychiatrist.com; 201-317-3211)

- Split-run production charges (premium positions are not available for split runs within the US circulation)
- List-match fees
- Production fees for ads that need special consideration (these charges will be discussed with the agency during the planning stages)

INSERTS

REQUIREMENTS

- **Quantity** ▶ 38,000 (includes overage)
- **Paper stock** ▶ Heaviest: 80-lb text; Lightest: 60-lb text
- Inserts of 4 pages or more should be supplied folded and/or tipped.
- Journal jogs to head.

AD RATES

Earned Frequency	1 page
1×	\$7,140
6×	5,300
12×	4,960
24×	4,852
36×	4,724
48×	4,584
60×	4,538
72×	4,471
84×	4,374
96×	4,209
108×	4,079
120×	3,956
132×	3,827
144×	3,704
156×	3,580

DUE DATES

	Commitment	Materials to Printer
2017		
November/December	11-13-17	11-27-17
2018		
January/February	1-15-18	1-29-18
March/April	3-12-18	3-30-18
May/June	5-14-18	5-30-18
July/August	7-13-18	7-30-18
September/October	9-14-18	9-28-18
November/December	11-12-18	11-30-18
2019		
January/February	1-14-19	1-30-19

RUN-OF-BOOK

AD RATES

Earned Frequency	½ page	1 page
1×	\$4,264	\$7,140
6×	3,606	5,300
12×	3,333	4,960
24×	3,178	4,852
36×	3,137	4,724
48×	3,065	4,584
60×	3,044	4,538
72×	3,014	4,471
84×	2,951	4,374
96×	2,890	4,209
108×	2,848	4,079
120×	2,771	3,956
132×	2,684	3,827
144×	2,591	3,704
156×	2,504	3,580

DUE DATES

	Commitment	Materials to Publisher
2017		
November/December	11-13-17	11-20-17
2018		
January/February	1-15-18	1-22-18
March/April	3-12-18	3-19-18
May/June	5-14-18	5-21-18
July/August	7-13-18	7-20-18
September/October	9-14-18	9-19-18
November/December	11-12-18	11-19-18
2019		
January/February	1-14-19	1-21-19

COLOR RATES (commissionable)

- **Four colors** ▶ \$2,172 per page
- **Standard color** ▶ \$596 C, M, or Y
- **Matched colors** ▶ For cost of matched colors, contact David Twombly (dtwombly@psychiatrist.com or 901-273-2754).