## 2019 Rate Card

### Print

**Effective Rate Date:** January 2019 for all advertisers.

### Rates

1. **Black-and-White Rates:**

<table>
<thead>
<tr>
<th>Frequency</th>
<th>King Page</th>
<th>3/4 Page</th>
<th>Island/Half Page</th>
<th>1/3 Page</th>
<th>1/4 Page</th>
<th>1/8 Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>1x</td>
<td>$6,255</td>
<td>$5,345</td>
<td>$4,390</td>
<td>$2,380</td>
<td>$2,020</td>
<td>$1,470</td>
</tr>
<tr>
<td>6x</td>
<td>5,975</td>
<td>4,965</td>
<td>4,210</td>
<td>2,090</td>
<td>1,880</td>
<td>1,395</td>
</tr>
<tr>
<td>12x</td>
<td>5,815</td>
<td>4,760</td>
<td>4,050</td>
<td>1,970</td>
<td>1,865</td>
<td>1,355</td>
</tr>
<tr>
<td>18x</td>
<td>5,680</td>
<td>4,725</td>
<td>4,030</td>
<td>1,945</td>
<td>1,845</td>
<td>1,340</td>
</tr>
<tr>
<td>24x</td>
<td>5,570</td>
<td>4,655</td>
<td>4,010</td>
<td>1,885</td>
<td>1,795</td>
<td>1,325</td>
</tr>
<tr>
<td>36x</td>
<td>5,475</td>
<td>4,645</td>
<td>3,930</td>
<td>1,880</td>
<td>1,765</td>
<td>1,265</td>
</tr>
<tr>
<td>48x</td>
<td>5,455</td>
<td>4,600</td>
<td>3,910</td>
<td>1,875</td>
<td>1,740</td>
<td>1,255</td>
</tr>
<tr>
<td>60x</td>
<td>5,440</td>
<td>4,580</td>
<td>3,855</td>
<td>1,860</td>
<td>1,735</td>
<td>1,225</td>
</tr>
<tr>
<td>72x</td>
<td>5,405</td>
<td>4,570</td>
<td>3,845</td>
<td>1,810</td>
<td>1,690</td>
<td>1,215</td>
</tr>
<tr>
<td>96x</td>
<td>5,160</td>
<td>4,530</td>
<td>3,680</td>
<td>1,770</td>
<td>1,670</td>
<td>1,195</td>
</tr>
<tr>
<td>108x</td>
<td>5,130</td>
<td>4,505</td>
<td>3,650</td>
<td>1,735</td>
<td>1,620</td>
<td>1,140</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Charge per color per page or fraction</th>
<th>Standard color</th>
<th>Matched color</th>
<th>Metallic color</th>
<th>Four color</th>
<th>Four color + PMS</th>
<th>Four color + Metallic</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Black-and-White Rates:</td>
<td>$1,230</td>
<td>1,380</td>
<td>1,770</td>
<td>2,220</td>
<td>3,600</td>
<td>3,990</td>
</tr>
</tbody>
</table>

2. **Earned Rates:**

   a. Earned rates are given to advertisers (parent companies 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.

3. **Bleed:** No charge

4. **Covers, Positions:**

   a. Covers:
      - Second cover: Earned b/w rate plus 25%.
      - Third cover: Earned b/w rate plus 15%.
      - Fourth cover: Earned b/w rate plus 50%.

   b. Special positions: Contact your sales representative.

5. **Online Advertising Rates:** Please contact your sales representative.

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 rate. Advertisers may combine space units run in all SLACK publications to achieve maximum rate frequency.

2. Global Continuity Incentive: Advertisements for an individual product are eligible for a discount based upon the number of insertions placed in SLACK publishing’s eye care newspapers (all global editions of OCULAR SURGERY NEWS plus PRIMARY CARE OPTOMETRY NEWS). Insertions do not need to be consecutive. This program may not be combined with the Comprehensive Marketing Incentive.
   a) 3-6 insertions: 10% off
   b) 7-12 insertions: 15% off
   c) 13+ insertions: 20% off

3. Comprehensive Marketing Incentive: Advertisers may be eligible for a customized incentive program based upon a total 2019 investment in promotional, marketing and educational services provided through all global print and online editions of SLACK publishing’s eye care newspapers OCULAR SURGERY NEWS and PRIMARY CARE OPTOMETRY NEWS and/or associated live non-CME educational events. Contact your sales representative for details.

4. SLACK Corporate Discount: Take advantage of SLACK’s advertising, custom publishing, event management and other marketing services in 2019 and earn valuable discounts in 2020. Spend levels achieved in the year 2019 will determine your Corporate Discount savings in 2020. Based on a total net spend.

5. When taking advantage of more than one discount program, discounts must be taken in the following order:
   Gross Cost:
   a) Less Global Continuity Incentive or Comprehensive Marketing Incentive
   b) Less SLACK Corporate Discount
   c) Less 15% Agency Discount
   Equals Net Cost

ISSUANCE AND CLOSING
1. Established: January 1983
2. Frequency: 24 times per year
3. Issue Dates: 10th and 25th of each month
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: OCULAR SURGERY NEWS
   U.S. Edition is a twice-monthly medical newspaper for ophthalmologists, providing timely coverage of scientific meetings and events, with special emphasis on cataract surgery, refractive surgery, retina, IOL technology, glaucoma treatment, ophthalmic laser therapy, clinical anterior and posterior segment issues and legislative, regulatory and business developments affecting the practice of ophthalmology. Every issue features an in-depth cover story on hot-button issues, an In the Journals section that summarizes all the latest journal news, and expert perspectives to put all the news in context, in addition to all the comprehensive meeting and news coverage readers have come to expect.

2. Average Issue Information:
   a) Average number of articles per issue: 50
   b) Average article length: 1/2 page tabloid
   c) Editorial departments/features:
      - Back to Basics
      - Complications Consult
      - By the Numbers
      - Grand Rounds at the New England Eye Center
      - Surgical Maneuvers

3. Origin of Editorial:
   a) Staff written: 70%
   b) Solicited: 10%
   c) Submitted: 20%
   d) Articles or abstracts from meetings or other publications: None
   e) Peer review: None

CIRCULATION
1. Description of Circulation Parameters:
   a) Office-based: 14,996
   b) Hospital-based: 2,688
   c) Other professional activity: 242
   d) Osteopathic specialties: 461

2. Demographic Selection Criteria:
   a) Prescribing: N/A
   b) Circulation distribution: Controlled: 98%; Paid: 2%
   c) Paid information: Association members: N/A
   d) Publication received as a part of dues? No
   e) Subscription rates: U.S.: $564/yr. individual; Canada: add 5% tax/yr.; Outside the U.S.: add $161/yr.

3. Circulation Verification:
   a) Audit: BPA Worldwide
   b) Mailing house: LSC Communications

4. Coverage:
   a) Date and source of breakdown: BPA Worldwide, July 2018
   b) ID: 900001224

5. Estimated total circulation for 2019: 18,401/issue

GENERAL INFORMATION
1. Requirements for Advertising Acceptance: Professional and non-professional products or services are accepted, provided they are in harmony with the policy of service to the health care profession and subject to Publisher’s approval. Non-professional product and service advertisers must submit ad copy two weeks prior to closing date.

2. New Product Releases: Yes


4. Ad Format Placement Policy:
   a) Format: Within articles
   b) Are ads rotated?: Yes

5. Ad/Edit Information: 50/50 Ad/Edit Ratio

6. Value-Added Services:
   a) Bonus distribution: See Editorial Calendar.
   b) Other: Advertiser Index

7. Online Advertising Opportunities: Contact your sales representative for more information.

8. Additional Advertising Opportunities:
   a) BRC inserts: See Insert Information under 5b for specifications
   b) Split-run advertising: Contact publisher for information

9. Reprint Availability: 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 publication, 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: OCULAR SURGERY NEWS does not accept advertisements that contain competitor(s)’ names, publication covers, logos or other content.

13. Advertisements: 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 an 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.
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 x Height</td>
<td>Width x 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>¾ Page (Vertical)</td>
<td>7.05&quot; x 13.5&quot;</td>
<td>7.55&quot; x 14&quot;</td>
</tr>
<tr>
<td>¾ 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</td>
<td>4.68&quot; x 10&quot;</td>
<td>5.18&quot; x 10.5&quot;</td>
</tr>
<tr>
<td>¼ 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>½ 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>½ 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 ⅛ on all sides of trim size.

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 black-and-white space rate at frequency earned on a page-for-page basis, plus an $850 non-commissionable tip-in charge.
   b) A-size inserts charged at the island/half page rate.
   c) Tabloid-size inserts charged at the king page rate.

3. Sizes and Specifications:

<table>
<thead>
<tr>
<th>No. of Pages</th>
<th>Paper Stock Max</th>
<th>Min</th>
<th>Max Micrometer Reading</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 page (one leaf)</td>
<td>80# coated text</td>
<td>70# coated text</td>
<td>.004&quot;</td>
</tr>
<tr>
<td>4, 6, 8 page</td>
<td>70# coated text</td>
<td>60# coated text</td>
<td>.004&quot;</td>
</tr>
</tbody>
</table>

a) Full size inserts: supplied untrimmed, printed, folded (except single leaf), and ready for binding. Varnished inserts are acceptable at the Publisher’s discretion.
b) A-size: Supply size: 8½” x 11” pre-trimmed on head and face. ⅛” foot and gutter grind.

4. Trimming: Trimming of oversized inserts will be charged at cost. Keep live matter ⅛” from trim edges and ⅛” from gutter trim.
   Inserts are jogged to the foot. Book trims ¼” at head face and foot.

5. BRCs:
   a) Pricing: When accompanied by a minimum of an island/half page, a tip-in fee of $850 is charged; non-commissionable.
   b) BRC Specifications: 3⅛” x 5” minimum to 4⅛” x 6” maximum; perforated with ⅛” lip (from perforation) for binding. Add ¼” for foot trim. Cardstock minimum: 75# bulk or higher.

6. Quantity: Full run − 24,000 (estimated). 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 shortages on press.
### 2019 Editorial Calendar

#### Print

**Month** | **Ad Closing** | **Material Due** | **Featured Topics** | **Meeting Coverage** | **Bonus Distribution**
---|---|---|---|---|---
January 10 | 11/19/2018 | 12/3/2018 | Vitrectinal Surgery | | 
January 25 | 11/19/2018 | 12/6/2018 | Comanagement with ODs | Hawaiian Eye/Retina 2019 | 
February 10 | 12/18/2018 | 1/2/2019 | Disruptive Innovation | Telling It Like It Is | 
February 25 | 1/3/2019 | 1/17/2019 | Premium IOLs | Hawaiian Eye | 
March 25 | 2/1/2019 | 2/15/2019 | Dry Eye Diagnostics | Telling It Like It Is | American Association of Pediatric Ophthalmology and Strabismus (AAPOS) | 
April 10 | 2/15/2019 | 3/1/2019 | Femto Cataract Surgery | ESCRIS Winter | 
June 10 | 4/17/2019 | 5/1/2019 | Anterior Pain & Inflammation | ARVO | 
June 25 | 5/2/2019 | 5/16/2019 | Phacoemulsification | OIS at ASCRS, ASCRS | OTS OCTANe | 
July 10 | 5/17/2019 | 6/3/2019 | Dry Eye Treatment | OSN Italy, Kiawah Eye | 
July 25 | 6/3/2019 | 6/20/2019 | Medical Retina | OTS OCTANe | 
August 25 | 7/3/2019 | 7/18/2019 | Diagnostic and Test Instrumentation | | 
September 10 | 7/19/2019 | 8/5/2019 | ASCs In-Office Surgery | American Society of Retina Specialists | OSN New York Symposium | 
September 25 | 8/7/2019 | 8/22/2019 | Presbyopia Management | WIO | 
October 25 | 9/6/2019 | 9/20/2019 | EMR | | 
November 10 | 9/20/2019 | 10/4/2019 | Cornea Transplant Surgery | AAO Subspecialty Days | 
November 25 | 10/4/2019 | 10/18/2019 | Diabetic Retinopathy | OIS at AAO, AAO | 
December 10 | 10/21/2019 | 11/4/2019 | Glaucoma Therapeutics | | 