2020 Print Edition
Rate Card

Effective January 1, 2020
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JAMA Otolaryngology – Head & Neck Surgery provides timely information for physicians and scientists concerned with diseases of the head and neck. It publishes clinical and basic research from an array of disciplines. Structured abstracts help readers efficiently assess validity and relevance from a clinical perspective. JAMA Otolaryngology – Head & Neck Surgery’s editorial integrity and vitality attract many international authors and readers.


Besides balanced clinical coverage, the journal publishes popular, interactive features such as Radiology and Pathology quizzes. JAMA Otolaryngology–Head & Neck Surgery’s broad circulation ensures that the journal gets into the hands of office- and hospital-based otolaryngologists and leading academicians.

The JAMA Network of journals allows advertisers to target specialty audiences with more flexibility and value than ever before.
Publication Statistics

Established: 1925; Current title: 2013

Editorial source: peer-reviewed, original manuscripts

Manuscripts submitted, accepted: 830, 12%

Time from acceptance to publication: average: 3 months

Average issue total folio: 110 pages

Average ad/edit ratio: 12:88

Ad placement policy: fair ad rotation front/back from issue to issue

Advertising Policy

Advertising is subject to approval by the American Medical Association (AMA), which reserves the right to decline advertising deemed not in keeping with the publication’s standards. Advertising orders are accepted subject to the terms and provisions of the current rate card, and conditions set forth in Principles Governing Advertising in Publications of the American Medical Association, which by this reference are made part of this rate card.

No conditions, printed or otherwise, appearing on insertion orders, billing instructions, or copy instructions conflicting with AMA’s stated policies shall be binding on publisher. Positioning of advertising is at discretion of the publisher, except when a preferred position has been confirmed in writing by Advertising Services. Conditions other than rates are subject to change by publisher without notice. All new advertisements should be faxed to Denise Steinhauser at (312) 464-5840 for approval.

Issue and Closing Dates

Published monthly. Mailed the first week of the month.

<table>
<thead>
<tr>
<th>Issue</th>
<th>Space Due</th>
<th>Material Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/1/20</td>
<td>12/9/19</td>
<td>12/13/19</td>
</tr>
<tr>
<td>2/1/20</td>
<td>1/16/20</td>
<td>1/23/20</td>
</tr>
<tr>
<td>3/1/20</td>
<td>2/14/20</td>
<td>2/20/20</td>
</tr>
<tr>
<td>4/1/20</td>
<td>3/13/20</td>
<td>3/19/20</td>
</tr>
<tr>
<td>5/1/20</td>
<td>4/17/20</td>
<td>4/23/20</td>
</tr>
<tr>
<td>6/1/20</td>
<td>5/14/20</td>
<td>5/20/20</td>
</tr>
<tr>
<td>7/1/20</td>
<td>6/11/20</td>
<td>6/17/20</td>
</tr>
<tr>
<td>8/1/20</td>
<td>7/17/20</td>
<td>7/23/20</td>
</tr>
<tr>
<td>9/1/20</td>
<td>8/13/20</td>
<td>8/19/20</td>
</tr>
<tr>
<td>10/1/20</td>
<td>9/11/20</td>
<td>9/17/20</td>
</tr>
<tr>
<td>11/1/20</td>
<td>10/16/20</td>
<td>10/22/20</td>
</tr>
<tr>
<td>12/1/20</td>
<td>11/11/20</td>
<td>11/17/20</td>
</tr>
</tbody>
</table>

All space reservations and cancellations must be confirmed in writing prior to closing date. Mail or fax to:

JAMA Otolaryngology – Head & Neck Surgery
Advertising Services, 41st Floor
American Medical Association
330 North Wabash Ave.
Suite 39300
Chicago, IL 60611-5885
(312) 464-5840 Fax

Circulation

Field served: physicians specializing in otolaryngology, and others interested in the field.

Qualified recipients: office- or hospital-based MDs and DOs in the US, with a controlled primary specialty. Included are all PGY2+ residents and residency program directors. Personal written request is mandatory for physicians other than residents and program directors.

Qualified list origin: AMA Physician Masterfile
Verification: sworn statement
Specialty/geographic breakout: see circulation statement
Projected 2020 circulation: 2,636

Rates

$1500 flat, net rate including color. $750 black and white page.

Premium Positions

Special positions are available on a limited basis for ad units of one page or more. Position cancellations must be made at least 30 days prior to closing date to avoid the premium charge.

<table>
<thead>
<tr>
<th>Position</th>
<th>Additional</th>
</tr>
</thead>
<tbody>
<tr>
<td>2nd Cover (4-Color mandatory)</td>
<td>375</td>
</tr>
<tr>
<td>4th Cover (4-Color mandatory)</td>
<td>450</td>
</tr>
<tr>
<td>Opp In This Issue</td>
<td>250</td>
</tr>
<tr>
<td>Opp Staff List</td>
<td>250</td>
</tr>
<tr>
<td>Opp 1st Reading</td>
<td>250</td>
</tr>
</tbody>
</table>

Insert Rates

Full-run insert rates are the B&W page rate times the number of insert pages.
**Digital Ad Specifications**

**Digital Files**
The preferred digital file format is:
- PDFX-1a

For processing of formats not listed, contact Dan DeGroot, daniel.degroot@ama-assn.org, Phone (312) 464-4290. Fax (312) 464-5840.

For closing dates see page 3.

**Digital Proofing**
- Color proofs made from supplied files and meeting SWOP specifications must be provided with data files.
- Include 6 mm 100%, 75%, 50%, 25%, 5% C, M, Y, K patches on color proof.
- Black text and LW file are to be merged and overprint the 3/C underneath.
- Keep all registration marks, color bars, and crop lines outside of 4C bleed.

**Instructions/Standards**
- All images/scans and Pantone colors must be in CMYK mode.
- Four-color solids should not exceed SWOP density of 300%.
- When supplying digital ads in spread format, it is preferred they be sent as a spread rather than single pages.
- Single-page image area should be no more than trim plus bleed.
- Keep all registration marks, color bars, and crop lines outside of 4C bleed.
- All digital files will be retained for twelve months.

**Labeling Requirements**
- Issue date, advertiser name, and ad number.
- Agency name, agency contact, and phone number.
- Return address for materials. Discs can be returned to the agency after the ad, in its final form, has been digitally archived by the printer. Printer prefers to keep the original disc until the press run has been successfully completed.
- Directory printout of disc contents must be included.

**Digital File (ROB Ads) Shipping Instructions**
Send digital files, progressive proof, SWOP standard color proof, conversion material, and color patches in wrapper marked with date of issue to:

**Mike Strzyzewski/Imaging**
*JAMA Otolaryngology (issue date)*  
Sussex BlueSoho  
N64W23110 Main Street  
Sussex, WI 53089  
Phone: (262)-673-1494  
mstrzyzewski@quad.com

**Ad Page Dimensions**

<table>
<thead>
<tr>
<th></th>
<th>Standard Page</th>
<th></th>
<th>Bleed Page</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Width</td>
<td>Depth</td>
<td>Width</td>
<td>Depth</td>
</tr>
<tr>
<td>1 Page</td>
<td>7 in</td>
<td>10 in</td>
<td>8-1/8 in</td>
<td>10-3/4 in</td>
</tr>
<tr>
<td>Spread</td>
<td>16-1/4 in</td>
<td>10-3/4 in</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2/3 Page</td>
<td>4-5/8 in</td>
<td>10</td>
<td>5-3/16 in</td>
<td>10-3/4 in</td>
</tr>
<tr>
<td>1/2 Page/Vertical</td>
<td>3-3/8 in</td>
<td>10</td>
<td>4</td>
<td>10-3/4 in</td>
</tr>
<tr>
<td>1/2 Page/Horizontal</td>
<td>7</td>
<td>4-7/8</td>
<td>8-1/4 in</td>
<td>5-1/4 in</td>
</tr>
<tr>
<td>1/3 Page/Vertical</td>
<td>2-1/4 in</td>
<td>10</td>
<td>2-7/8</td>
<td>10-3/4 in</td>
</tr>
<tr>
<td>1/3 Page/Horizontal</td>
<td>4-5/8 in</td>
<td>4-7/8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/4 Page</td>
<td>3-3/8 in</td>
<td>4-7/8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/6 Page</td>
<td>2-1/4 in</td>
<td>4-7/8</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Trim:** 7-7/8" x 10-1/2".

**Safety:** keep live matter 1/4" from trim.

If a spread does not align, it can be single pages. If a spread ad is in alignment, it needs to be sent as a spread.

**Insert Specifications**
Send samples of insert stock to Production Services.

**2 page:** 8-1/8 in x 10-3/4 in (single leaf), trims to 7-7/8 x 10-1/2

**4 page:** 16-1/4 in x 10-3/4 in folds to 8-1/8 in x 10-3/4 in

**6 page:** 2-page piece (see above for size) should be glued (interleaved) inside the 4-page unit.

**Jog:** to head.

**Trimming:** 1/8" off all 4 sides.

**Safety:** keep live matter 1/4" from trim.

**Stock:** Acceptable basis weights are computed using 500 sheets, 25" x 38", 80# preferred.

**High-bulk stock:** subject to publisher's approval.

**BRCs:** subject to publisher's approval.

**Insert Shipping Instructions**
**Closing dates:** see page 3. Inserts must be clearly marked on shipping label as to journal, issue date(s), and quantity per issue. Attach a sample of insert to each carton. Ship to:

**Melissa Hum**  
*JAMA Otolaryngology (issue date)*  
Quad/Graphics, Inc.  
555 South 108th Street  
West Allis, WI 53214-1145

Inserts will be accepted 7:00 am to 11:00 pm, Monday-Friday on a first come, first served basis. Please call 414-566-3277 for appointment to expedite receiving product. Inserts should be shipped in telescopic cartons (T-boxes). 2 Page Inserts stack head to head. Stack all other inserts with approximately 50 head to foot, and then 50 foot to head. Place a sheet of corrugated cardboard every 4-5 inches within stacks of inserts.

or

Pack inserts in standard cartons with 50 head to foot and then 50 foot to head.

- Do not shrink wrap or slip sheet between each book or item.
Disposition of Material
Contact Production Services if you do not want excess inserts destroyed - there may be a storage charge for holding excess inserts. The agency or advertiser will be contacted if the excess is 10% or more than what was requested by Production Services (312) 464-5713.

Digital Rates and Placements

<table>
<thead>
<tr>
<th>Placement</th>
<th>Rate</th>
<th>728 x 90</th>
<th>120 x 600</th>
<th>160 x 600</th>
<th>300 x 250</th>
<th>300 x 600</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run of Site</td>
<td>$85, CPM</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Geo-Targeting</td>
<td>$120, CPM</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Affinity Targeting</td>
<td>$200, CPM</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Ads on Articles</td>
<td>$130, CPM</td>
<td>X</td>
<td></td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Homepage Roadblocks</td>
<td>$300, Flat</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mobile</td>
<td>$85, CPM</td>
<td></td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Riser</td>
<td>$130, CPM</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prestitials*</td>
<td>$200, CPM</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Email Alert**: e-ToC</td>
<td>$1500, Flat</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Email Alert**: Online First</td>
<td>$1200, Flat</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International ROS</td>
<td>$90, CPM</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

*Prestitial placements generally run a 300 x 250 banner; however, other ad units are possible once online services tests the unit for performance.

Available Placement Type Definition

<table>
<thead>
<tr>
<th>Placement</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Run of Site</td>
<td>Banner placements. Special targeting options available include: Geo-Targeting, User Content “Affinity,” and Mobile only.</td>
</tr>
<tr>
<td>Geo-Targeting</td>
<td>Banners served based on visitor location, such as metro/zip code, city, region/state, or country.</td>
</tr>
<tr>
<td>Affinity Targeting</td>
<td>Banners served based on identified clinical/subject affinities of site visitors.</td>
</tr>
<tr>
<td>Ads on Articles</td>
<td>Banner placements only on Article content pages.</td>
</tr>
<tr>
<td>Homepage Roadblocks</td>
<td>Sole sponsorship of all banner positions on the homepage of site for one week (Monday-Sunday).</td>
</tr>
<tr>
<td>Mobile</td>
<td>Placement on Mobile/Smartphone screen sizes formatted using responsive design.</td>
</tr>
<tr>
<td>Riser</td>
<td>728 x 90 placement on research content pages. Banner “rises” from bottom of page to float over content.</td>
</tr>
<tr>
<td>Prestitials</td>
<td>Sole banner placement within single position page that surfaces on page load. Page content is obscured to ensure maximum focus on centered banner placement.</td>
</tr>
<tr>
<td>Email Alerts</td>
<td>Top position placement on JAMA alert sent to subscribers. Alert types include eTOC, Key Content, and Online First.</td>
</tr>
</tbody>
</table>

Cover Tip Advertising
- The issue, with cover tip, will be poly bagged (included in the price)
- Maximum circulation: 150,000
- Regular production deadlines apply (see rate card)
- Cover tips are subject to editorial approval
- Cover Tips over 1/4” thickness may be rejected or may need additional manufacturing
- Cover Tips with with a pita pocket must be tabbed closed. Do not use perforated tabs
- Maximum Size: 7” w x 5” h
- Minimum size: 4.5” w x 4” h
- Preferred Stock: 80# textbook
- Maximum Weight: 8pt or 120#
- Bleed 1/8” (7-1/4 x 5-1/4)
- Margin for live matter is 3/8” from trim edge
- Required Spoilage by Circulation:
  - 0-25,000 = 20%
  - 25,001-50,000 = 15%
  - 50,001-100,000 = 10%
  - Over 100,000 = 7%

Shipping information:
**Denise Steinhauser** (samples only)
American Medical Association
330 N. Wabash Avenue
Chicago, IL 60611-5885

**Melissa Hum** (samples & materials)
*JAMA Otolaryngology* (issue date)
Quad/Graphics, Inc.
555 South 108th Street
West Allis, WI 53214-1145
Poly Bagging of Advertising/Marketing Material

Advertisers may mail their materials with the publication inside a poly bag. Materials may include: outserts, dosage cards, sell sheets, and brochures. Materials will run off the back cover. An advertiser may choose the full circulation or use a list match.

Outsert specs

- The issue, with outsert, will be poly bagged (included in the price)
- Regular production deadlines apply (see rate card)
- Outserts are subject to editorial approval
- Outserts over 1/4” thickness may be rejected or may need additional manufacturing
- Outserts with multiple pages must be tabbed closed. Do not use perforated tabs
- Outserts with a pita pocket must be tabbed closed. Do not use perforated tabs
- Maximum Size: 7 7/8” x 10 ¾” (trimmed size of publication)
- Minimum Size: 4.5” x 4”
- Preferred Stock: 80# textbook
- Maximum Weight for 2 page outsert: 16 pt
- Required Spoilage by Circulation:
  - 0-25,000 = 20%
  - 25,001-50,000 = 15%
  - 50,001-100,000 = 10%
  - Over 100,000 = 7%

Shipping information:

Denise Steinhauser (samples only)
American Medical Association
330 N. Wabash Avenue
Chicago, IL 60611-5885

Melissa Hum (samples & materials)
JAMA Otolaryngology (issue date)
Quad/Graphics, Inc.
555 South 108th Street
West Allis, WI 53214-1145

AMA Publications

JAMA (Journal of the American Medical Association)
JAMA Cardiology
JAMA Dermatology
JAMA Internal Medicine
JAMA Neurology
JAMA Oncology
JAMA Ophthalmology
JAMA Otolaryngology – Head & Neck Surgery
JAMA Pediatrics
JAMA Psychiatry
JAMA Surgery