

U.S. NAVAL INSTITUTE MEDIA PLANNER

2014



PROCEEDINGS

The Independent
forum of the
Sea Services

*Published monthly by the
U.S. Naval Institute*



INTERACTIVE



Open Your Global Gateway
to the Interactive World of
U.S. Naval Institute



USNI APP

- www.usni.org
- USNI News
- U.S. Naval Institute blog
- mobile applications & social media





By any standard *PROCEEDINGS* dominates the

reading of our nation's military leaders. Top policy makers consider the information, arguments and advice from its pages as they make decisions that shape national defense. They will determine the priorities and policies driving the expenditure of \$625 billion in 2014. They seek opinions and advice from the pages of *PROCEEDINGS*, as readers and authors. Our nation's leaders have relied on this flagship publication of the U.S. Naval Institute for 140 years. It is where they go first, and they rely on ideas and insights from its pages to guide their decisions on projects, purchases and vendors.



THEY WILL SPEND \$625 BILLION ON THE NATION'S DEFENSE IN 2014. TALK TO THEM WHERE THEY LIVE, IN *PROCEEDINGS*.

PROCEEDINGS stands alone in Importance, Influence and Impact. Nothing else comes close.

In the current reader satisfaction survey *PROCEEDINGS* ranks first with military readers in the categories of "Must Read", "Most Credible", "Most Relevant", and "Most Important" among all military magazines. Readers also believe it "Encourages Important Policy Debates". Ninety seven percent read three out of four issues (none of our competitors scored more than 26%). Readers also cite editorial quality (96%), range of content (94%), and balance of viewpoints (92%) as qualities that drive their high levels of satisfaction.

For media buyers who need to reach those in control of military budgets to have your message taken seriously, *PROCEEDINGS* is the only choice.



Which publication is "Most Important"?

***PROCEEDINGS* 95%**



Which publication is your "Most Credible Source"?

***PROCEEDINGS* 97%**

Virtually Every Major News Organization quoted or linked to *PROCEEDINGS* as their authoritative source in 2013.

The *PROCEEDINGS* audience engages.

- 97% carefully read or scan majority of content
- 92% spend up to two or more hours with each issue
- 97% read 3-out-of-4 issues or more

The *PROCEEDINGS* audience is unduplicated.

- 78% DO NOT belong to the Navy League or read Sea Power
- 94% DO NOT belong to the Marine Corps Association or read the Marine Corps Gazette
- 74% DO NOT regularly read the Navy Times or Marine Corps Times

CIRCULATION

PAID MAILED CIRCULATION	47,907	86.1%
SINGLE COPIES	381	.7%
EVENT & COMPLIMENTARY	3,381	6.0%
SHIPS & COMMANDS	2,762	5.0%
REGISTERED ONLINE COPIES	1,238	2.2%
TOTAL:	55,669	

READERSHIP

ACTIVE DUTY	31%
RESERVE	4%
DEFENSE INDUSTRY (RETIRED MILITARY)	29%
DEFENSE INDUSTRY (CIVILIAN)	7%
CAPITOL HILL	3%
HOMELAND SECURITY	2%
UNIVERSITIES	2%
RETIRED	17%
OTHER	5%

AFFILIATIONS

NAVY	78%
MARINES	8%
COAST GUARD	8%
ARMY	2%
AIR FORCE	2%
MERCHANT MARINE	2%

*2012 and 2013 Reader Satisfaction Survey

Look who *WRITES* in *PROCEEDINGS*. They're interested in your company and projects. They are *PROCEEDINGS*, and they are listening now:

FORMER SECRETARY OF DEFENSE
Robert M. Gates

FORMER CHAIRMAN, JOINT CHIEFS OF STAFF
Admiral Michael G. Mullen

CHIEF OF NAVAL OPERATIONS
Admiral Jonathan W. Greenert

COMMANDANT OF THE MARINE CORPS
General James F. Amos

FORMER U.S. EUROPEAN COMMAND NATO SUPREME ALLIED COMMANDER, EUROPE
Admiral James G. Stavridis

COMMANDANT OF THE U.S. COAST GUARD
Admiral Robert J. Papp Jr.

CONGRESSMAN, 4TH DISTRICT OF VIRGINIA
Congressman J. Randy Forbes

Look who *QUOTES & LINKS* to *PROCEEDINGS* as their *AUTHORITATIVE SOURCE* on matters of naval policy:

ONLINE:

Drudge Report
Politico
Huffington Post
Small Wars Journal
Wired

RADIO:

Hugh Hewitt
Jim Bohannon
NPR
Voice of America
Rush Limbaugh

TV:

George Stephanopoulos – This Week
CNN
Fox
Meet the Press
Fox Business Channel
ABC News
CBS News
MSNBC
al Jazeera

THINK TANKS:

Lexington Institute
Center for New American Security
Heritage Foundation
CATO Institute
AEI

COLLEGES:

Tufts University
Johns Hopkins University
Naval War College
University of Virginia
Army War College

NEWSPAPERS:

Washington Post
New York Times
BBC World News
New York Post
Military Times Newspapers
Pravda
Boston Globe
LA Times
The Wall Street Journal
Washington Times
Congressional Quarterly
Times of London

MAGAZINES:

The Atlantic
The Economist
Foreign Policy
US News & World Report
Time
Newsweek

GOVERNMENT:

CHINFO
Pentagon Channel
Congressional Hearings
White House

U.S. Naval Institute Online Advertising



Open Your Global Gateway
to the **Interactive World** of
U.S. Naval Institute Online



www.usni.org

www.usni.org



INTERACTIVE is the theme for the world's leading Online "GO TO" Authoritative Source on Naval matters. Recognized as the internet's premier drupal based nonprofit website, surpassing industry giants with its sophistication and functionality. Visitors are surrounded by the day's top events and the nation's most important defense concerns. They immediately share their views, or probe deeply into the U.S. Naval Institute archive system –magazines back to 1874, the world's largest photo archive of its kind, oral histories, and books for more insight. It's an interactive user experience and daily destination.



USNI News

USNI News

It's a fresh, DAILY online update from our editors on the in-depth subjects covered in PROCEEDINGS. Content-rich with interactive maps, top stories and a documents portal containing the most significant studies, reports and policy statements on naval matters.



usni.blog

usni.blog

Winner three years running for "Best Naval Mil.Blog," the USNI Blog leads the interactive online debates on the Nation's most pressing naval issues. Fueled by a diverse group of guest bloggers and passionate followers who comment and keep the discussion alive, the focus is on event-driven news and policy.

NAVAL HISTORY



New Mobile Applications & Social Media

For iPhone, iPad, BlackBerry, Android phones and tablets, with more to come as they evolve. And reaching out via social media — Twitter, Facebook, RSS Feeds and more.

Powerful New Apps

New App for PROCEEDINGS, NAVAL HISTORY, and essentially all U.S. Naval Institute content on any smart phone or tablet. Downloads full content even when the internet is not available — then refreshes once you reconnect. Includes all text, photos, and art.

Mobile Landing Page

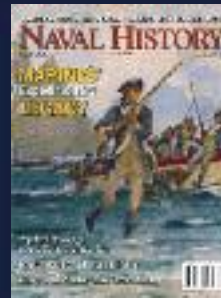


Quick Facts – Why Advertise with U.S. Naval Institute?

U.S. Naval Institute leads in supporting the Sea Services. It provides an independent voice, highly respected with impact at senior levels.

Consider the benefits of:

- Inbound links from every major global news organization citing *PROCEEDINGS*
- Long visits and high page views
- Well established and active community including 70% of flag officers in the Sea Services worldwide



Now with instant global reach and impact via Apple Newsstand, your message is exposed to a self selected world wide audience of Naval History readers.

HBO chose *NAVAL HISTORY* as its publishing partner for the spectacular ten-week series *THE PACIFIC* which aired in the spring of 2010. This issue brilliantly covered the series and served as a viewer's guide. *NAVAL HISTORY* magazine is the gold standard for riveting, up-close and personal accounts from those who participated in our naval triumphs and tragedies. It is beautifully illustrated with oversized gatefold presentations explaining key naval engagements, period photography and fine art. Our nation's naval leadership has put an emphasis on the importance of its heritage, and today's policy makers believe in learning the lessons of history. Defense contractors who share a history with the Navy know that advertising in *NAVAL HISTORY* associates them respectfully with naval leadership and is a sincere way to say "Thank You" to their Navy partners."



"Naval History is a treasure chest ... of our military and seagoing heritage."

— Tom Brokaw
Former anchor, NBC Nightly News

ADVERTISING RATES: EFFECTIVE 1/1/2014

4-COLOR	PROCEEDINGS				NAVAL HISTORY			COMBINATION		
	1X	3X	6X	12X	1X	3X	6X	1X	3X	6 & 12X
2 PAGE SPREAD	\$14,377	\$14,206	\$13,917	\$13,222	\$6,636	\$6,532	\$6,434	\$18,177	\$17,851	\$17,532
1/2 PAGE SPREAD	\$9,726	\$9,524	\$9,348	\$9,004	\$4,996	\$4,931	\$4,873	\$13,141	\$12,946	\$12,744
FULL PAGE	\$8,912	\$8,704	\$8,361	\$8,168	\$3,923	\$3,858	\$3,799	\$10,994	\$10,799	\$10,598
2/3 PAGE	\$6,499	\$6,352	\$6,212	\$5,937	\$2,511	\$2,466	\$2,420	\$7,670	\$7,507	\$7,351
1/2 PAGE ISLAND	\$5,523	\$5,400	\$5,289	\$5,061	\$2,212	\$2,173	\$2,134	\$6,759	\$6,623	\$6,493
1/2 PAGE HORIZONTAL	\$5,689	\$5,561	\$5,447	\$5,213	\$2,082	\$2,049	\$2,017	\$6,206	\$6,089	\$5,966
1/3 PAGE	\$3,591	\$3,519	\$3,448	\$3,305	\$1,704	\$1,678	\$1,668	\$4,625	\$4,541	\$4,515
1/4 PAGE	\$2,875	\$2,817	\$2,771	\$2,661	\$1,522	\$1,503	\$1,483	\$3,838	\$3,773	\$3,721
1/6 PAGE	\$2,375	\$2,329	\$2,290	\$2,205	\$1,301	\$1,288	\$1,275	\$3,246	\$3,201	\$3,155
1/9 PAGE	\$1,561	\$1,535	\$1,516	\$1,477	\$1,015	\$1,008	\$1,002	\$2,322	\$2,290	\$2,270
1/12 PAGE	\$1,236	\$1,223	\$1,210	\$1,184	\$872	\$865	\$859	\$1,939	\$1,926	\$1,906

All ads are billed at color rate. Black and white ads are 4/c builds.

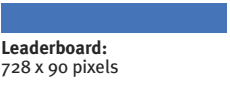
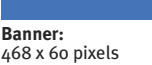

COVERS (REQUIRES 6x OR 12x SCHEDULE)

COVER 2		\$10,402	\$9,882		\$4,547		\$12,653
COVER 3		\$9,361	\$8,893		\$4,265		\$12,484
COVER 4		\$10,604	\$10,074		\$4,581		\$12,874

COLOR MATCHED (ANY FREQUENCY): \$976

DIRECT RESPONSE: DEDUCT 50% FROM ABOVE RATES. **CLASSIFIED:** NOT OFFERED.

ONLINE AD PERFORMANCE AND RATES

 Leaderboard: 728 x 90 pixels  Banner: 468 x 60 pixels  Posterboard: 300 x 250 pixels	Premium Placement	MONTHLY FLAT RATE POSTERBOARD	CPM	MONTHLY FLAT RATE BANNER	CPM	MONTHLY FLAT RATE LEADERBOARD	CPM
		USNI.ORG	\$2,225	\$13.66	N/A		N/A
	USNI News	\$2,150	\$10.79	\$2,550	\$12.80	\$2,895	\$14.53
	USNI BLOG	\$1,850	\$29.77	\$1,995	\$32.11	\$2,150	\$34.60
	NEWSLETTERS	\$2,495		\$2,995		N/A	
	USNI APP/Page	\$1,500 — APP accepts only page ads for each full calendar quarter.					

All ad space sold on monthly flat rate basis only. Contact representative for sponsorship opportunities.

POLICY NOTES

AD CONTENT is the responsibility of advertisers and their agencies who warrant that they own all rights to any material appearing in the ad. The publisher reserves the right to reject copy or ads that it deems are objectionable for any reason.

AGENCY COMMISSION is paid to recognized agencies at a rate of 15% on bills paid within 30 days from invoice date.

SPACE COMMITMENTS may be cancelled upon written notice received seven days or more in advance of the published issue

closing date. Advertising placed at contract rates may be subject to year-end adjustments resulting in a supplemental billing if frequency and size conditions fall short of the promised commitment.

BILLING may be requested to agencies at the net rate only on the condition that if it remains unpaid after 90 days, the advertiser will assume responsibility for the payment. If collection or legal action should be required, any related expense will be the responsibility of the advertiser.

Advertising Specs



Serious media plans start with *PROCEEDINGS* because the most important decision-makers on policy and defense spending consider it THEIR MAGAZINE.

PROCEEDINGS is the “Must Read”, a necessity for the high ranking officials who will spend \$625 Billion on the nation’s defense in 2014. For once, it’s an easy decision for media buyers to make *PROCEEDINGS* the cornerstone of every media plan.

U.S. Naval Institute ADVERTISING

291 Wood Road
Annapolis, MD 21402
p: 410.295.1041
f: 410.295.1049
e: production@usni.org
www.usni.org

MAGAZINE SPECS

PAGE TRIM (IN INCHES)

PAGE LIVE AREA

FULL PG NON BLEED

FULL PG BLEED

*BLEED SPREAD

2/3

1/2 HORIZONTAL

1/2 HORIZONTAL BLEED

1/2 VERTICAL

1/2 VERTICAL BLEED

1/2 ISLAND

1/2 ISLAND BLEED

1/3 VERTICAL

1/3 SQUARE

1/4 HORIZONTAL

1/6 VERTICAL

1/6 HORIZONTAL

1/9 VERTICAL

1/12

1/24

PROCEEDINGS

7.875" x 10.75"

7.375 x 10.25

7 x 10

8.375 x 11.25

16.25 x 11.25

4.375 x 9.375

6.625 x 4.75

8.375 x 5.75

3.265 x 9.45

4.25 x 11.25

4.375 x 7

5.15 x 7.95

2.125 x 9.45

4.375 x 4.375

6.625 x 2.375

2.125 x 4.375

4.375 x 2.125

2.125 x 2.875

2.125 x 2.125

2.125 x 1

NAVAL HISTORY

8.125" x 10.75"

7.625 x 10.25

7 x 10

8.625 x 11.25

16.75 x 11.25

4.5 x 9.5

7 x 4.625

N/A

N/A

N/A

4.5 x 7.125

N/A

2.125 x 9.5

4.5 x 4.5

7 x 2.25

2.125 x 4.5

4.5 x 2.125

2.125 x 2.875

2.125 x 2.125

2.125 x 1

*Gutter allowance on spreads is 1/4".

ONLINE CREATIVE SPECIFICATIONS

AD TYPE	AD SIZE	MAXIMUM FILE SIZES:	GIF/JPG	FLASH
POSTERBOARD	300 x 250		30K	35K
BANNER	468 x 60		30K	35K
LEADERBOARD	728 x 90		30K	35K


- Flash files must adhere to the same file size limits as shown above and may not exceed 18 FPS (frames per second).
- File size limits must include the image size and any associated script or code needed to deliver the ad (e.g. a 15K ad with associated code of 7K will be counted as 22K).
- Ad material deadlines: GIF/JPG/Flash: 2 business days prior to campaign start date.

REPRODUCTION MATERIAL REQUIRED

- PDF files are preferred (optimized for press, with OPI deactivated).
- InDesign CS3 (or earlier) files are accepted; package the document with images and fonts.
- Photoshop (TIFF or JPG at 300 dpi or more)
- Illustrator (EPS: all fonts converted to outlines) files are accepted.
- All color must be CMYK (all Spot colors will be converted to CMYK)
- Images must be a minimum of 300 dpi (TIFF, EPS, JPG); line art 1200 dpi
- All fonts must be Open Type or Mac compatible
- No film will be accepted.
- B/W ads only: Camera-ready art is acceptable
- Emailed ads must include name of advertiser, publication, and issue in the subject line.
- A contact proof must accompany color advertising
- All material sent will be destroyed after 12 months, unless otherwise advised
- Production costs are charged on a time basis
- No corrections or cancellations accepted after closing date
- 133 line screen is recommended for best possible 4-color reproduction
- 120 line screen is recommended for best possible black and white reproduction

	PROCEEDINGS	NAVAL HISTORY
Printing	Web Offset	Web Offset
Binding	Perfect	Saddle Stitch
Cover Paper	100 lb Coated	100 lb Coated UV
Text Paper	40 lb Coated	45 lb Coated

PROCEEDINGS EDITORIAL CALENDAR: 2014

ISSUE THEME	EDITORIAL HIGHLIGHTS	ADVERTISING RESERVATIONS	ADVERTISING MATERIALS	BONUS DISTRIBUTION
JANUARY: Surface Warfare	<ul style="list-style-type: none"> • Flight III DDGs: A good value • Bandwidth at sea • Impact of Sequestration 	November 25, 2013	December 3, 2013	Surface Navy Expo, Marine West
FEBRUARY: Unmanned Vehicles	<ul style="list-style-type: none"> • Drones or UAVs? • The advantages of autonomy 	December 30, 2013	January 6, 2014	USNI/AFCEA WEST, ASNE Day
MARCH: International Navies	<ul style="list-style-type: none"> • World CNOs weigh in • World combat fleets review • India's navy: Pacific partner? 	January 27, 2014	February 4, 2014	Naval Expeditionary Forces Symposium and Expo
APRIL: China Revisited	<ul style="list-style-type: none"> • China's PLAN: Numbers matter • Chinese naval aviation • A2/AD Threats 	February 28, 2014	March 4, 2014	Sea Air Space, Marine South
MAY: Annual Naval Review Issue	 <ul style="list-style-type: none"> • Navy and merchant marine review • USN flag list • DOD organization charts • Congressional committees • U.S. battle force changes 	March 27, 2014	April 4, 2014	AUVSI Unmanned Systems 2014
JUNE: Submarine Warfare / ASW / Mine Warfare	<ul style="list-style-type: none"> • Diesel vs. nuclear • The Submarine Census • Next-generation mine hunter 	April 29, 2014	May 5, 2014	Eurosatory
JULY: Military Education and Training	<ul style="list-style-type: none"> • Finding time to learn • Expertise vs. proficiency • Classroom vs. operational experience 	May 27, 2014	June 4, 2014	Farnborough Air Show
AUGUST: Coast Guard Review	<ul style="list-style-type: none"> • USCG flag list • Organization chart • Persistent maritime wide area surveillance 	June 27, 2014	July 7, 2014	Surface Navy West, AUVSI's Unmanned Systems North America
SEPTEMBER: Naval Aviation	<ul style="list-style-type: none"> • The future of carrier aviation • Focus on helo tactics • Transition to new platforms 	July 28, 2014	August 4, 2014	Tailhook, Modern Day Marine, ASNE Fleet Maintenance and Modernization.
OCTOBER: Homeland Security & Defense	<ul style="list-style-type: none"> • Where should R&D efforts be focused? • The value of nanotechnology • Vulnerability of U.S. western rivers 	August 27, 2014	September 5, 2014	AUSA, Naval Submarine League
NOVEMBER: Marine Corps Review	<ul style="list-style-type: none"> • USMC general officer list • Organization chart • Future Corps force structure 	September 29, 2014	October 6, 2014	I/ITSEC
DECEMBER: Resurgent Russia	<ul style="list-style-type: none"> • Russian navy's new missions • The perils of Russian shipbuilding • Regional or super power? 	October 28, 2014	November 4, 2014	

NAVAL HISTORY EDITORIAL CALENDAR: 2014

ISSUE THEME	EDITORIAL HIGHLIGHTS	ADVERTISING RESERVATIONS	ADVERTISING MATERIALS	BONUS DISTRIBUTION
FEBRUARY: The Confederacy's Historic Sub	One hundred and fifty years ago, the <i>H. L. Hunley</i> conducted her single Civil War combat mission and in the process became the first submarine to sink an enemy warship.	November 5, 2013	November 19, 2013	USNI/AFCEA WEST, ASNE Day, Naval Expeditionary Forces Symposium and Expo
APRIL: Veracruz Training Ground	When U.S. naval forces occupied Veracruz, Mexico, a century ago, sailors and Marines found themselves conducting many of the missions they'd be called on to execute several years later during World War I.	January 6, 2014	January 21, 2014	Sea Air Space, Marine South, AUVSI Unmanned Systems 2014
JUNE: D-Day: The Navy's Greatest Mission	After gaining experience in amphibious operations in the Mediterranean, the U.S. Navy undertook its most complicated mission to date in June 1944—ferrying an army across the English Channel, landing its troops on a heavily defended shore, and keeping it supplied without the benefit of a port.	March 4, 2014	March 18, 2014	Eurosatory, Farnborough Air Show
AUGUST: Tonkin and the Path to War	Fifty years ago, America's involvement in Southeast Asia reached a critical juncture after U.S. Navy warships reported being attacked in the Gulf of Tonkin off North Vietnam's coast.	May 6, 2014	May 20, 2014	Surface Navy West, AUVSI's Unmanned Systems North America, Tailhook, Modern Day Marine, ASNE Fleet Maintenance and Modernization.
OCTOBER: War of 1812: The Chesapeake Bay	An effective British raiding campaign brought the War of 1812 home to Americans in the Chesapeake Bay region, but Baltimore's and nearby Fort McHenry's defenders stood firm against the invaders.	July 7, 2014	July 22, 2014	AUSA, Naval Submarine League, AUVSI Unmanned Systems Program Review
DECEMBER: U.S. Subs in the Pacific	Overshadowed by U.S. Navy exploits on and above the ocean's surface, American submarines crippled Japanese shipping—as well as sank irreplaceable enemy warships—during the Pacific conflict.	September 8, 2014	September 16, 2014	I/ITSEC

NAVAL HISTORY: While *PROCEEDINGS* is our flagship publication, the U.S. Naval Institute, the world's leading forum of independent thought on strengthening and supporting our Nation's sea services, also publishes other strong media vehicles that target the military.

Naval History is an up-close and personal account by the people who

participated in our naval triumphs and tragedies. Brilliantly illustrated with dramatic period photography and fine art, it features news-making historical discoveries and insightful scholarly analyses.

Naval History is available to every active duty service member—more than 580,000 via usni.org.

INSERTION ORDER: 2014

Date:

Advertiser:

BILLING INFORMATION (WHERE BILL SHOULD BE SENT)

Company:

Phone:

Contact Name:

Fax:

Address:

E-Mail:

City

State:

Zip:

SELECT:



PROCEEDINGS



NAVAL HISTORY



ONLINE

FREQUENCY RATE, INSERTION MONTHS AND AD SIZE:

PROCEEDINGS: 1X 3X 6X 12X

- January; ad size: _____
- February; ad size: _____
- March; ad size: _____
- April; ad size: _____
- May; ad size: _____
- June; ad size: _____
- July; ad size: _____
- August; ad size: _____
- September; ad size: _____
- October; ad size: _____
- November; ad size: _____
- December; ad size: _____

AVAILABLE SIZES: See separate Advertising Rates page for details.

Naval History: 1X 3X 6X

- February; ad size: _____
- April; ad size: _____
- June; ad size: _____
- August; ad size: _____
- October; ad size: _____
- December; ad size: _____

MATERIALS

- Pick up from: _____ (magazine) (mm/yy) (page #)
- Art Enclosed Art to be sent later Art to be emailed

ONLINE ADS

	START DATE	1 MONTH	3 MONTHS	6 MONTHS	12 MONTHS
POSTERBOARD		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BANNER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LEADERBOARD		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LINK		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

URL ADDRESS:

CHARGES:

Insertion rates and color costs may be found in the media kit or online at www.usni.org

Insertion Costs:\$ _____

Less Agency Discount:\$ _____

(For recognized agencies only) TOTAL DUE \$ _____

FORM OF PAYMENT

- Check
- Purchase Order # _____
- MasterCard VISA American Express
- Card Number _____
- Name on Card _____
- Expiration Date _____ / _____
(month) (year)
- Signature _____

BILLING AUTHORIZATION

- _____
(signature) (date)
- _____
(printed name)

Mail or Fax Insertion Order to the address below attention:

Advertising Manager, David Sheehan

291 Wood Road
Annapolis, MD 21402

p: 410.295.1041

f: 410.295.1049

e: production@usni.org

www.usni.org

