

# Vein Therapy

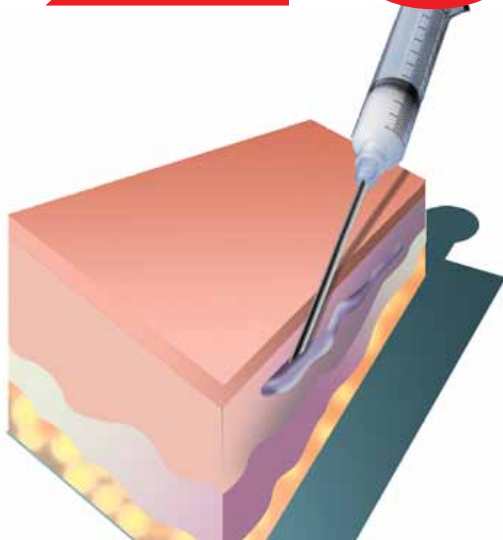
# NEWS

[www.veintherapynews.com](http://www.veintherapynews.com)



# 2012

Rates and Information



Back of left leg  
before sclerotherapy

Back of left leg  
after sclerotherapy



# Publications and Communications, LP (PCI) Introduces Vein Therapy News

## Vein Therapy News to be a Clearinghouse of Information

**Vein Therapy News** will be a joint print and web venture, with a bimonthly print publication supplemented by several web-only features. Both will be a clearinghouse of information for the vein therapy industry and a source for product information. PCI President and CEO Gary Pittman Sr. says of the new publication, "We pride ourselves on tying together the technology of the web with the power of print."

PCI has 30 years of technical publishing experience, and is excited about moving into the medical information market. Pittman notes that "from a communication standpoint, this is really an underserved market." The company currently publishes a variety of local and national trade and consumer publications.

The website, [www.veintherapynews.com](http://www.veintherapynews.com), will be a link for connecting doctors with other doctors, doctors with interested consumers and possible patients, vendors with doctors, and consumers with vendors. Vendors will be able to share new technologies, new products, new treatments and other information with doctors and interested consumers. Doctors will be able to communicate with other doctors via a doctors-only forum and a catalog of doctors' writings.

Potential patients will be able to garner information and connect to doctors through directory listings of doctors and clinics, explanations of therapy types, video links to procedures, writings by doctors, and other interactive features. Only doctors and clinics with a subscription will be able to post profiles detailing their practice and available services.

Pittman reiterates, "This is more than just a print publication. This will be *the* clearinghouse of information on vein therapy."

To subscribe or for more information, visit [www.veintherapynews.com](http://www.veintherapynews.com) or [www.pcinews.com](http://www.pcinews.com).



### Circulation: 10,000 bimonthly

- |                          |                             |
|--------------------------|-----------------------------|
| Aesthetic Centers        | Interventional Radiologists |
| Cardiovascular Surgeons  | Laser Clinics               |
| Cosmetic Surgeons        | Med Spas                    |
| Cosmetic Surgery Centers | Phlebologists               |
| Dermatologists           | Vascular Surgeons           |
| General Surgeons         | Vein Centers                |

Included in a database of more than 22,000 clinics and doctors involved in vein treatment

### MEDIA CONTACTS

#### ADVERTISING

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#### EDITORIAL

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Cover photos courtesy of Vascular Solutions



## Advertising Rates

Size	1X	3X	6X
Tab Spread	\$4,500	\$4,050	\$3,825
Full Tab Page	2,500	2,375	2,250
Junior Page	2,050	1,950	1,845
1/2 Page (H)	1,950	1,850	1,755
1/2 Page (V)	1,950	1,850	1,755
1/4 Page	1,200	1,140	1,080
1/4 Page (V)	1,200	1,140	1,080
Spot (H)	900	855	810
Spot (V)	900	855	810
Open Display	125 (minimum of 4 column inches)		

H=Horizontal V=Vertical

### Premium Positions:

Ad positions can be reserved for pages 3, 5, 7, center spread, back page, inside front and inside back for an additional 20 percent gross.

### Color:

Per page or partial page  
**4 color** \$450    **PMS** \$200

Gutter bleeds available. Full bleeds available at no charge.  
 Color is non-commissionable.

### Other Advertising opportunities

**Marketplace Section BUY/SELL/TRADE**  
 3.5" x 2" Business Card Ads \$450 (includes color)

#### Product Spotlight

250 words + color photo \$495  
 500 words + color photo \$900

**Classifieds** \$100 per column inch

## Closing Schedule

### Space:

6th of Month—1 month prior to cover date.  
 (e.g.—June issue closes space May 6th)

### Materials:

13th of Month—1 month prior to cover date.  
 (e.g.—June issue closes space May 13th)

## Specifications

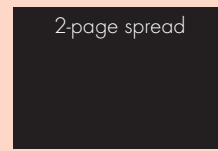
**Printing Process:** high quality 40# glossy, web offset

**Binding Method:** saddle stitch

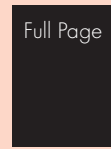
**Screen Ruling:** 300 dpi

## Sizes

Width x Height in inches:



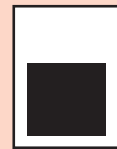
Trim size: 21" x 11.75"  
 Bleed: 21.5" x 12.25"



Trim size:  
 10.5" x 11.75"  
 Bleed: 11" x 12.25"



Junior Page  
 7.25" x 10.1875"



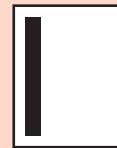
1/2 Horizontal  
 9.75" x 7"



1/2 Vertical  
 4.75" x 10.625"



1/4  
 4.75" x 7"



1/4 Vertical  
 2.25" x 10.1875"



Spot Horizontal  
 4.75" x 4"



Spot Vertical  
 2.25" x 8"

## Electronic Media

We accept the following formats:

- InDesign
- QuarkXPress
- Adobe Photoshop EPS/TIFF
- Adobe Illustrator EPS
- High-res (300dpi) PDF

Please include the following:

- All Macintosh screen and printer fonts. Use actual fonts, do not apply "local" style attributes (bold, italic)
- All resource files placed in the layout

**Photoshop requirements**

- CMYK or grayscale (not RGB) mode
- Save as TIFF or EPS (DCS off). If Photoshop file contains fonts, flatten to one layer and save as an EPS.

**Illustrator requirements**

- Colors CMYK (no spot colors)
- Convert all fonts to outlines
- If ad was created on a PC, try opening it in Illustrator, outlining the fonts, then saving it as a Macintosh EPS.

**Color proofs**

We do not guarantee exact color matching; we recommend you send a MatchPrint™ proof. A black-and-white proof will also help us check for content accuracy.

**PUBLICATIONS AND COMMUNICATIONS, INC.**  
**MASTER ADVERTISING AND CREDIT AGREEMENT (06/08)**

The parties to this Agreement are Publications and Communications, Inc. ("PCI", "we" or "us") and the Advertiser identified on orders or requests for PCI to publish advertising materials ("you"). You have asked us to publish your advertising, and you agree to pay for space reserved, advertisements published and services provided in accordance with this Agreement.

#### ADVERTISING TERMS

1. All subject matter, form, size, wording, illustrations and typography is subject to our approval. We reserve the right to refuse to publish any advertisement, copy or other material.
2. If we cannot print the advertising in the type, size or style requested we can print it in a type, size and style that in our opinion most closely matches that requested. The published advertisement may vary up to 1/16" in size from that requested without being deemed to be a change in size.
3. We will provide you one copy of the page containing the advertising with our invoice.
4. If we fail to publish an advertisement or if we make any typographical or layout errors in an advertisement our liability is limited to refunding the amount you paid for the ad. We are not liable for consequential, special or indirect damages.
5. All advertising is booked on a space available basis, and we do not guarantee any particular page or location on a page. If you pay the fee for guaranteed or premium page placement we will attempt to place the advertising as requested but we are not liable for any damages, including but not limited to consequential damages, arising out of the placement of the advertisement other than as requested. If the advertising is not placed in accordance with your paid request we will credit or refund the guaranteed or premium page fee.
6. We are not required to publish an advertisers index. If we publish an advertisers index it is a free service provided for our readers and we are not responsible or liable for failing to list your advertisement or for any errors in the index.
7. We are not liable for delays in publication or delivery, or non-delivery of the publication resulting from any act of God, action by any governmental agency, strikes or labor disputes, shortage of materials, interruption of transportation or utility services or any other cause beyond our reasonable control. In the event of a delay for any other cause our liability is limited to the charge for the advertising that was delayed. Your claim for any defect, delay, error or omission in an advertisement must be made in writing and delivered to us within 30 days after the on-sale date of the issue of the publication or you will be deemed to have accepted the advertising as published and agreed that we met all of our material terms, conditions and specifications. In the event of any dispute our liability will not exceed the invoice amount for the advertising in dispute.
8. You represent and warrant that you (and your Client, if you are an agent for a third party) own all advertising materials submitted to us and are authorized to publish them. If we make a claim for damages resulting from the untruthfulness of this representation you agree that neither you nor your Client will assert a defense on the basis that we were negligent in failing to investigate the truthfulness of your representation. On your own behalf and as agent and on behalf of the Client you agree to defend, indemnify and hold us harmless from any and all claims, actions and damages arising out of the publication of any advertising requested by you. We can select our own attorneys and you agree to pay or reimburse us their fees and the expenses of defending against any such claim or action. Your agreement to defend and indemnify us extends to and specifically includes the obligation to defend and indemnify us even if ultimate liability is based in whole or in part on our negligence.
9. We can discontinue the publication in which the advertising is to appear, change the format or content thereof, change its staff, and/or change the manner or frequency of distribution thereof in any manner we desire.
10. All advertising materials you provide must comply with our Standard Specifications for Advertising Materials. If they do not, and we provide additional services for camera shots, design, etc., you agree to pay us for those services.
11. If you authorize us to publish a specific advertisement in one or more issues of a publication, no further documentation is required and we can publish the advertising in each issue identified. If you have not authorized a specific advertisement for specific issues the Order is a "Space Reservation" and is your authorization for us to reserve space in the issues designated, and we may require additional documentation prior to publication. If within 12 months after the date of the first publication of any advertising under an Order you have not used enough spaces to entitle you to the frequency rate shown in the Order, you agree to pay the Short Rate for all advertising published under the Order.
12. You agree to pay for space reserved under an Order unless you give us a written cancellation notice not less than 10 days before the Reservation Date for each issue in which you wish to cancel your Space Reservation. If you have agreed to pay a premium or guaranteed page fee we can require you to pay for the space unless we place another advertiser in the space and collect the premium or guaranteed page fee you agreed to pay. In the absence of a written cancellation you agree to provide us all advertising materials not later than 5:00 p.m. on the Camera Ready Date. If you fail to provide the materials in the form required we can insert an ad previously published for you or we can run a house ad or a PSA. In either event we can charge you for the space on the same basis as if you had provided new advertising materials and they were published. Our policy described in this paragraph is necessary to enable us to meet deadlines. If you fail to provide a written cancellation or advertising materials by the time required, you nevertheless agree to pay for the space that would have otherwise been available for sale to another advertiser.
13. Except as provided in item 11 above and 14 below, the rates shown on the approved Advertising Space Order or Insertion Order (an "Order") will establish the price for all advertising published under that Order.
14. If the rate charged for any advertising is a special or discounted rate and any invoice becomes delinquent, we can reverse the discount and recompute the charge at our highest standard rate for the size, page, location and other service provided on our Rate Card. This reversal of credits or discounts is called "Short Rating" and the resulting rate is the "Short Rate." You agree to pay the Short Rate for any advertising published if you are not entitled to the discount as a result of your actions or failure to act.
15. We can give discounts and special rates or charge increased rates to other advertisers for any reason and we can change rates at any time without notice; however, no change in our published rates or in the rate charged another advertiser will allow us to increase or authorize you to decrease or adjust your rate on pre-existing Orders.

#### CREDIT TERMS

Invoices, Payments and Finance Charges  
1. We will charge your account for all advertisements, space reservations and other services provided at your request and for all charges, fees and other amounts due on any contract you have with us or an affiliated company. We will send you an invoice each month during which you have a new advertisement. We will also send you a monthly statement showing the previous balance, payments and credits

during the previous billing period, current finance charges, new charges, and the total amount due. Our failure to send an invoice or statement will not relieve you of the obligation to pay amounts previously billed and finance charges on amounts not paid by the Payment Due Date. All invoices and statements are due on receipt and are delinquent if not paid by the Payment Due Date, which is 30 days after the date the invoice is mailed to you.

2. You promise to pay all amounts due on the account by the Payment Due Date at our offices at 13581 Pond Springs Rd. Ste. 450, Austin, Travis County, Texas 78729, without any deduction or credit other than as set out on the invoice or statement. We can designate another address or post office box as the place for making payments by giving you written notice.
3. If we do not receive payment by 5:00 p.m. on the Payment Due Date, the account becomes delinquent and you agree to pay a FINANCE CHARGE. Payments received by 5:00 p.m. on any business day will be credited that business day, otherwise the payment will be credited the following business day. The FINANCE CHARGE is computed at the rate of 1.5% PER MONTH (18% PER YEAR) on invoices or charges unpaid at the close of business on the Payment Due Date.
4. When an account becomes delinquent we can cancel the balance of the Order; Short Rate any outstanding invoices and stop the publication of any ads being processed. We can also hold any reader response cards, stop providing any other service for you or the Client and begin collection proceedings. If any invoice is unpaid 30 days after the Payment Due Date we can reverse and add to the account any agency commission or discount. Credit adjustments and the difference between the rate originally charged and the Short Rate do not constitute interest, penalty or finance charges. The account is not a revolving credit, triparty or retail charge account under Texas law.
5. If a delinquent account is referred to a collection agency or attorney you agree to pay, in addition to all other charges on the account, reasonable collection charges, attorneys fees and court costs. Those charges, fees and costs may be added to the account and included in any statement sent to you.

#### COMMISSIONS/AGENCY ACCOUNTS

1. Advertising agencies and advertisers may be entitled to an agency commission or discount provided (a) you supply camera ready film negatives for each ad, and (b) we receive payment of the invoiced amount within 30 days after the Payment Due Date. Our paying commissions will not make any agency our agent for any purpose.
2. We can require you to designate the Client whose ads may be charged to the account and we may require you to open a separate account for each Client. Accounts may also be maintained in the Client's name. The account is a joint account for you and the Client. YOU AND THE CLIENT ARE BOTH PRIMARILY, JOINTLY AND SEVERALLY LIABLE FOR ALL CHARGES ON THE ACCOUNT. We can look to you or the Client, or both you and the Client for payment. YOU AGREE THAT WE CAN CONTACT THE CLIENT DIRECTLY AND DEMAND PAYMENT IF THE ACCOUNT BECOMES DELINQUENT. You agree that you cannot hold us liable for any damages or loss of business you suffer as a result of our contacting or collecting from the Client.
3. You agree to hold in trust for us all amounts the Client pays to you for charges on the account, and to deliver to us all payments you receive within 5 days after you receive them. You agree that you are the Client's agent and that by paying you the Client is not relieved of its obligation to pay us for its advertisements.
4. COLLECTION EFFORTS MAY BE TAKEN AGAINST YOU, THE CLIENT, OR BOTH, AND YOU AGREE THAT NEITHER YOU NOR THE CLIENT WILL ASSERT A DEFENSE ON THE BASIS OF HAVING PAID THE OTHER, OR ON THE BASIS THAT PAYMENT HAS NOT BEEN RECEIVED FROM THE OTHER.
5. You represent that you have been appointed as the Client's agent and that you have authority to obligate the Client to pay for charges on the account. If the Client restricts your authority you must notify us in writing; otherwise we can consider all of your actions to be binding on the Client.
6. If the account becomes delinquent or for any other reason, or without a reason, we can refuse to submit invoices through you and send invoices directly to the Client or we can close your account and open an account in the Client's name and deal directly with the Client.

#### GENERAL TERMS

1. You agree that the courts in Travis County, Texas have jurisdiction over you and may enter judgment in any suit involving the account, this Agreement or any Order. You agree that venue for any action concerning this Agreement, the account or any Order will be Travis County, Texas. The laws of the state of Texas that apply to contracts to be performed exclusively in Texas will apply to the account, this Agreement and any Order and any dispute regarding the enforcement, interpretation or construction of them. All obligations and duties under this Agreement and any Order are to be performed in Travis County, Texas. Any action against us concerning this Agreement, the account or any Order can only be brought in Travis County, Texas.
2. A waiver by any party of any default or a breach of any provision of this Agreement will not constitute a waiver of any subsequent default or breach of the same or any other provision.
3. If the account becomes delinquent, or if in our judgment your or your Client's creditworthiness is impaired we can close the account, require a deposit or impose other conditions we feel to be appropriate.
4. You authorize us to honor oral and electronically transmitted instructions (fax or e-mail) originating from you, your employee or agent as valid authorization for us to act. Written authorization can be on our standard form or any other suitable form. We can honor instructions from any person we reasonably believe to be your employee or authorized agent. If you do not want us to recognize a person's continued authority to bind you, you must give us written notice of cancellation of authority or you will continue to be liable for charges incurred based on that person's instructions.
5. You agree to notify us in writing if your address or phone number changes.
6. We can amend these terms and conditions at any time. These terms and conditions govern the account until they are amended by us in a manner allowed by law.
7. We and you intend to comply with the usury laws of Texas and nothing in this Agreement will require the payment of interest in excess of the maximum amount allowed by law. If any excess interest is provided for, the provisions of this paragraph shall govern and no person will be obligated to pay interest in excess of the maximum allowed by law, and any excess rate of interest shall be automatically reduced to the amount allowed by law, and any excess interest which may have been paid shall be held to have been charged and paid by mutual mistake and shall be refunded or credited against the account.
8. This Agreement, the Rate Card, Insertion Order, Advertising Space Order and Standard Specifications for Advertising Materials together constitute the agreement of the parties. The terms, conditions and provisions of this Agreement and any document named above prevail over any conflicting terms in your purchase orders, contract terms, or other documents, unless we specifically agree in a written instrument signed by our President or Vice President that the other terms supersede these terms and conditions.
9. The terms and provisions of this Agreement are severable. The invalidity or unenforceability of any provision of this Agreement will not affect the validity or enforceability of any other provision. This Agreement is binding on, enforceable against, and inures to the benefit of the parties and their respective successors and assigns.