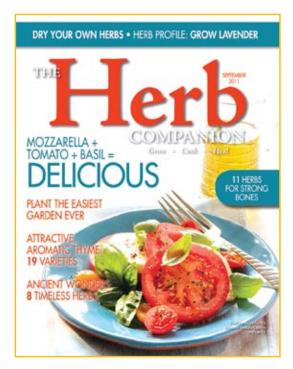


grow · cook · heal THE Letb



## THE AUTHORITY ON GROWING, COOKING AND HEALING WITH HERBS



# The Herb Companion

Find a fresh new world of sales where the flavors are rich, the aromas delicious and the benefits of health abound. Cultivate relationships and devoted customers among the passionate group of consumers who live, breathe and buy the organic and natural products they find in *The Herb Companion*. These herb-lovers' shopping baskets brim with natural products, from personal care items to gardening supplies, to the freshest herbs and culinary ingredients. Herbal products are a way of life for *The Herb Companion*'s readers and their daily devotion to natural wellness extends to pets and family members as well. These influential buyers turn regularly to *The Herb Companion*, referencing articles, responding to ads and informing friends about discoveries they make within its pages. From recipes and menus to product profiles, garden guides and frequent recommendations from the editors, *The Herb Companion* is a trusted, go-to resource for these affluent, college-educated readers!

THE HERB COMPANION READERS ARE PASSIONATE ABOUT HERBS, COOKING, AROMA, GARDENING, THE FEELING OF SOIL BETWEEN THEIR FINGERS. THEY SAVOR FLAVOR, SIMPLE COMFORTS AND NATURAL BEAUTY IN OR OUT OF THEIR HOMES, AND LOVE THE TOOLS AND PRODUCTS THAT CAN ELEVATE THEIR COOKING, GARDENING AND HEALING EXPERIENCES.

### Gardening:

- \* 84% grow vegetables
- \* 83% grow flowers or ornamentals
- \* Spend an average of 8 hours per week in garden with average size of 327 square feet.

### Grow, Cook, Heal:

- \* 95% grow their own herbs
- \* 99% purchase herbs for cooking
- \* 92% cook from scratch
- 96% use herbal remedies frequently
- \* 79% drink medicinal tea frequently
- \* 75% regularly use vitamin supplements

### True enthusiasts who cook, garden and live wisely

- \* 82% own pets and 65% of them use herbal products for their pets
- \* 54% plan to take an herbal, nutritional or cooking class in the next 12 months.
- \* 92% feel it is very important to use cosmetics or personal care products with natural or organic ingredients
- 65% are willing to pay more for clothing and shoes produced using sustainable materials
- \* 89% use green cleaning products

Source: 2011 Custom Study

### IN EVERY ISSUE

### **CLICK HERE TO VIEW THE 2012 EDITORIAL CALENDAR**





**COOKING** Elegant takes on mainstay recipes using herbs and spices. Herbs make all the difference in the flavor, aroma and beauty of food; *The Herb Companion* takes the mystery out of planning and preparing easy, impressive dishes for entertaining, or for sumptuous stay-athome dinners for one. **GARDENING** Expert advice on growing herbs, including landscaping, planting kitchen gardens, growing medicinal herbs, in-depth plant profiles, plus much more. **PRESERVING THE HARVEST** The best tools and advice for drying and freezing herbs, and for making herbal vinegars, oils, infusions or teas. **HEALTH** Tools for healing and maintaining good health, with







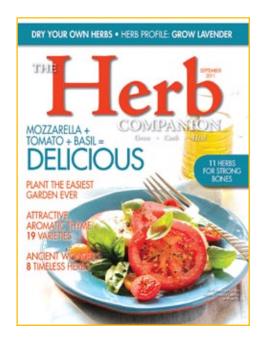




coverage of nutritional supplements, diet, immune-system boosters, lifestyle choices, herbal remedies, natural treatments and disease prevention. **BODY CARE** Recipes and detailed instructions on making or buying herb-based natural soaps, lotions, lip balms and other products to rejuvenate the body and the soul. **PRODUCT NEWS** Woven throughout each issue are staff picks for tools and products sure to please herb enthusiasts.







### AUDIENCE DEMOGRAPHICS

Subscriptions: 57,750 Single Copy Sales: 12,250 Total Paid Circulation: 70,000

Source: Jan-June 2011 Publisher's Own Data

**Total Print Audience: 158,200** 

Source: 2011 Custom Study

**Total Audience: 436,533** 

Source: 2011 Custom Study

Average age	48
Average HHI	\$88,732
Average Value of Owned Home	\$214.965

	% of readers
Gender	
Men	8.3%
Women	91.7%
Education	
Attended/graduated college	59.4%
Graduated college	24.7%
Attended college	20.0%
Post graduate	14.7%
Age	
18-24	5.8%
25-34	20.3%
35-44	16.6%
45-54	24.3%
55-64	18.9%
65-85	14.1%
Marital Status	
Never married	9.2%
Married	61.8%
Legally separated/widowed/divorced	28.3%
Engaged	0.7%

Home	
Home owned	93.6%
Home value: \$500,000+	5.9%
Home value: \$200,000-499,999	32.8%
Home value: \$100,000-199,999	26.9%
Home value: \$50,000-99,999	25.2%
Home value: <\$50,000	9.2%
нні	
\$100,000-300,000	23.9%
\$60,000-99,999	29.8%
\$30,000-59,999	31.2%
\$10,000-29,999	15.1%
Area of Residence	
County Size A	3.3%
County Size B	11.3%
County Size C	20.5%
County Size D	64.9%

% of readers

Source: 2011 Custom Study, 2011 American List Counsel, compete.com

# WHY ADVERTISERS DEPEND ON The Herb Companion

Because every article, photograph and column in the magazine is tailored to an audience who loves products like yours!

"If you are working in the herbal products industry, it would be utterly foolish to overlook the potential that advertising in *Herb Companion* would have for you. The magazine represents the very best of our market and to not target them with our tailored message would border on neglect."

— SHAWN DONNILLE, Vice President

Mountain Rose Herbs

"Herb Pharm has been very pleased with our decision to advertise with *The Herb Companion*. The beautiful layout and depth of information complements our brand position, and we love the fact that readership is made up of both herbal supplementation devotees, and those who are very likely to become converts."

— MICHAEL GILLETTE, Director of Marketing and Sales

Herb Pharm

"Since advertising in *The Herb Companion*, Little Moon has seen a significant jump in sales and brand recognition. This periodical reaches our target audience of healthy and environmentally conscientious people. We have definitely felt the response. I feel lucky to do business with this organization and I know it represents me well!"

— LAURA LAMUN, Owner and Formulator
Little Moon Essentials

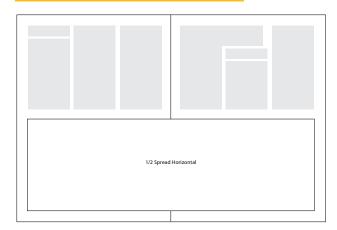
"Working with *Herb Companion* has been a truly delightful experience. Not only has derma e® been pleasantly surprised at the consumer response that has been generated by advertising in this publication, but the magazine's staff has also embraced our product line and helped us think of additional innovative ways to spread the word about our brand. What started out as a somewhat skeptical trial has transformed into a full ad campaign as well as enthusiastic support for the value of this publication, thanks largely to the diligence, prompt follow-up, and creativity of the senior account executive we work closely with. I would encourage anyone who is trying to reach a health-focused, eco-conscious, intelligent, primarily female demographic to consider *Herb Companion* as the next addition to their advertising plan."

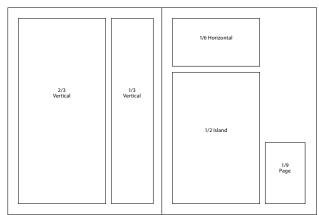
— SUSAN MOREHART, Director Sales and Marketing

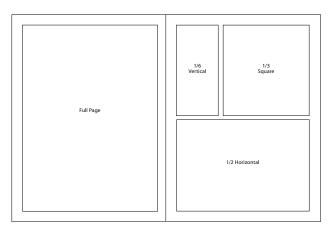
Derma E

### PRINT

### AD SIZES







AD TYPES	SIZES
Trim size	8" x 10 <sup>1</sup> / <sub>2</sub> "
Full page	7 <sup>1</sup> / <sub>2</sub> " x 10"
Full page with bleed	8 <sup>1</sup> / <sub>4</sub> " x 10 <sup>3</sup> / <sub>4</sub> "
2 page spread	15" x 10"
2 page spread, bleed	16 <sup>1</sup> / <sub>4</sub> " x 10 <sup>3</sup> / <sub>4</sub> "
1/2 page spread	15" x 4 1/2"
1/2 page spread, bleed	16 <sup>1</sup> / <sub>4</sub> " x 5 <sup>1</sup> / <sub>4</sub> "
1/2 page horizontal	7" x 4 1/2"
1/2 page island	4 <sup>1</sup> / <sub>2</sub> " x 7"
2/3 page vertical	4 1/2" x 9 3/4"
1/3 page vertical	2 1/8" x 9 3/4"
1/3 page square	4 1/2" x 4 1/2"
1/6 page vertical	2 1/8" x 4 1/2"
1/6 page horizontal	4 1/2" x 2 1/8"
1/9 page	2 <sup>1</sup> / <sub>8</sub> " x 3"

### PUBLICATION TRIM SIZE

8" x 10 <sup>1</sup>/<sub>2</sub>"

### PERFECT BOUND

Image area of all full bleed ads must extend  $^1\!/\!\epsilon^{\!\scriptscriptstyle \rm T}$  minimum beyond trim.

Live area must have 1/4" allowance from trim on all four sides.

### 2012 ISSUE AND CLOSING DATES

Issue Date	Ad Close	Materials Due	On Sale Date
Dec/Jan 2012	Sept 30, 2011	Oct 5, 2011	Dec 6, 2011
Feb/Mar 2012	Nov 29, 2011	Dec 2, 2011	Feb 7, 2012
Apr/May 2012	Jan 30, 2012	Feb 3, 2012	Mar 27, 2012
June/July 2012	Mar 30, 2012	Apr 4, 2012	May 22, 2012
Aug/Sept 2012	May 30, 2012	June 4, 2012	July 24, 2012
Oct/Nov 2012	July 30, 2012	Aug 3, 2012	Sept 25, 2012
Dec/Jan 2013	Sept 28, 2012	Oct 4, 2012	Dec 4, 2012

Published bimonthly (six times a year).

### PRINT

### MATERIAL SPECIFICATIONS

### We require all ads be supplied electronically to the following specifications:

**FILE FORMATS:** PDF/X-1a files or Macintosh InDesign CS files are preferred. Do NOT send low-rez PDFs.

Other acceptable files include Macintosh Quark files, Photoshop Tiffs and Illustrator EPS files (no Tiff-It, JPEG or GIF files, please). Send all support files that are incorporated into your ad (e.g., fonts, logos, images, etc.). All images must be at least 300 dpi. When submitting EPS files from Adobe Illustrator, be sure to convert all text to outlines before saving the file. We cannot accept TrueType fonts. Please note: All native files will be converted to PDF/X-1a files, and the publisher does not guarantee exact replication.

All colors must be in CMYK format: no RGBs, Pantones or spot colors. Any ads with non-compliant colors will be converted to CMYK, and color accuracy cannot be guaranteed.

Thin lines, fine serifs and medium to small type should be restricted to one color and not reversed. As a guideline, reverse type and line art should not be less than .007" (equivalent to a 1/2 pt. rule) at the thinnest part of a character or rule.

Rich blacks should not exceed 280% and 100% is recommended for the black channel. Using 4-color black type on small type is not recommended.

### **SUBMITTING MATERIALS:**

**E-mail:** Ads (no larger than 10 megabytes) can be e-mailed to <u>bhurwitz@ogdenpubs.com</u> (Only PDF/X-1A files are acceptable for production.)

### YouSendIt FTP site:

- · Visit www.yousendit.com
- Enter recipient e-mail address: bhurwitz@oqdenpubs.com and your e-mail address.
- · Select file and send it.

### Ogden FTP site:

- Install FTP software on your computer. (PC users can download an FTP program called WS FTP and Mac users can download an FTP program called Fetch from <a href="www.download.com">www.download.com</a>).
- Log on to FTP address ftp.oweb.net.
- · Enter login: ogdenpubs-guest (lowercase).
- Enter Confidential Password: tØ17pa (lowercase).
- Upload file/files in the Herb Companion folder within the ADS\_IN folder. Save any Mac Files as Macbinaryll.
- E-mail <u>bhurwitz@ogdenpubs.com</u> or fax a hard copy to (785) 274-4316 to let us know the file has been uploaded with information about the software used.

Please note that any files sent through e-mail or FTP must be compressed. Please verify receipt of all e-mailed/FTP ads.

**CD-ROM or DVD:** Ads submitted on a Macintosh-formatted CD-ROM or DVD. They must be accompanied by an accurate digital proof.

All ads are electronically archived for two years. Materials not in compliance with our published requirements will be accepted only at the publisher's discretion. Additional production work for materials that do not meet our specifications may be billed at prevailing rates.

### Send all materials to:

Advertising Department Ogden Publications, Inc. 1503 SW 42nd Street Topeka, KS 66609 e-mail: bhurwitz@ogdenpubs.com (800) 678-5779

### COPY AND CONTRACT REGULATIONS

- Advertisers may not cancel orders for, or make changes in, advertising after the closing dates.
- **b.** Publisher reserves the right to charge advertiser the cost of production and film work.
- c. All insertion orders are accepted subject to provisions of our current rate card. Rates are subject to change upon notice from the publisher. Should a change in rates be made, space reserved may be cancelled by the advertiser or its agency at the time the change becomes effective without incurring short-rate charges, provided the advertisements published to the date of cancellation are consistent with the appropriate frequency or volume rate. Cancellation of space reservations for any other reason in whole or part by the advertiser will result in an adjustment of the rate (short-rate) based on past and subsequent insertions to reflect actual space used at the earned frequency or volume rate in that contract year.
- d. All contents of advertisements are subject to publisher's approval. Publisher reserves the right to reject or cancel any advertisement, insertion order, space reservation or position commitment at any time without cause. Publisher reserves the right to insert the word "advertisement" above or below any copy.
- e. The publisher will not be bound by any conditions, printed or otherwise, appearing on contracts, orders, or copy instruction, that conflict with set policies.
- **f.** Advertisements received after closing date will not have the privilege of OK or revision by the advertiser or its agency.
- g. Failure to make the order correspond in price or otherwise with the rate card is regarded as a clerical error and the advertiser will be billed under the terms of the schedule in force without further notice.
- **h.** All advertising is published upon the understanding that the advertiser and the agency assume full and complete responsibility and liability for advertising submitted, printed or published.
- i. The liability of the publisher for any error for which the publisher may be held legally responsible will not exceed the cost of the space. The publisher specifically assumes no liability for errors in the key numbers or in type set by the publisher.
- j. All advertising insertion orders are accepted subject to the condition that the publisher should have no liability for failure to execute accepted advertising orders because of acts of God, governmental restrictions, fires, strikes, accidents or other occurrences beyond the publisher's control (whether like or unlike any of those enumerated herein) that prevent the publisher from partially or completely producing, publishing or distributing Herb Companion or Herb Companion Online.

### **ONLINE**



### www.HerbCompanion.com

Save big when you promote your natural cooking, gardening, healing, and lifestyle products and services with this one-stop-shop for herbal enthusiasts. This site helps readers upgrade the basics in their life – from food to gardening to health – with herbal recipes, tips of the week, articles, daily polls and editorial blogs.

Average Monthly Page Views: 340,597 Average Monthly Unique Visitors: 106,511

### Newsletter (weekly)

Rates: \$260 per ad or \$520 for all 3 ad positions

Average opt-in subscribers: 65,311



### www.Utne.com

Sell your green luxury products to these affluent, forward thinkers. Since 1984, *Utne Reader* has been the leading voice for alternative ideas. The site offers editorial content, *UtneCast* podcast links, *Utne* updates, editorial blogs, *Utne-sponsored* happenings, contests, special offers and more.

Average Monthly Page Views: 330,000 Average Monthly Unique Visitors: 132,417

### Newsletter (7 categories – 20 issues per month)

Rates: \$260 per ad or \$520 for all 3 ad positions

Average opt-in subscribers: 29,421



### www.NaturalHomeandGarden.com

Introduce, brand and sell your product to this female, health-conscious audience. Features content from the magazine, editorial blogs, a directory of green professionals and Web-only content for creating beautiful, healthy spaces for people and the planet, as well as videos of home tours and DIY projects.

Average Monthly Page Views: 258,036 Average Monthly Unique Visitors: 69,486

### Newsletter (weekly)

Rates: \$500 per ad or \$1,000 for all 3 ad positions

Average opt-in subscribers: 51,986



### www.MotherEarthNews.com

Reach green consumers most efficiently with America's No. 1 environmental website. Contains all editorial content from the magazine's first 40 years in a searchable database, as well as an "Ask our Experts" section, editorial blogs, reader forums and polls.

Average Monthly Page Views: 4,110,114 Average Monthly Unique Visitors: 949,731

### **Newsletter** (5 categories – 10 issues per month)

Rates: \$1,500 per ad or \$3,000 for all 3 ad positions

Average opt-in subscribers: 288,469



### Video

Our eco-friendly network visitors always enjoy watching our video features on green homes, gardening, natural health, recipes, green hints and more.

Ad spot: 15-second pre-roll CPM: \$28

### ARTICLE PAGES All Titles

# Ad Size: 728 x 90 $300 \times 250$ Ad Ad Ad Size: Ad Size: 300 x 250 $300 \times 250$

### BLOG PAGES All Titles



### NEWSLETTERS All Titles



### SIZES FOR RUN-OF-SITE ADVERTISING:

Leaderboard (728 x 90) Jumbo box (300 x 250) Skyscraper (160 x 600)

### SIZES FOR E-NEWSLETTER ADVERTISING:

Banner Ad (728 x 90) Skyscraper (160 x 600) Text Ad – logo (150 x 150) + 50 words

### FILE SIZE:

File size of 40kb or less at 72 dpi (larger for Flash)

### **CURRENTLY ACCEPTED AD FORMATS:**

GIF, GIF89, Animated GIF, JPEG. All ads should include a click-through URL. All ads may include an alternate text description.

(Website only) HTML/JavaScript (DHTML)/Flash (URL embedded). Locally hosted on ad servers, these HTML and JavaScript ads can consist of text, images, pull-down menus and/or formats.

### **VIDEO ADVERTISING FORMATS:**

.mp4 or .wmv; 4:3 aspect ratio

### **MATERIAL SUBMISSION:**

Send all ads to: advertising@ogdenpubs.com.

Within the e-mail please note the following: Company name, contact name, contact number, website the ad will be running on and expected start date.

### **BOOKAZINES**



# The Herb Companion's Guide to Healing Herbs

# Herbs for Cooking, Growing and Healing

This 100-page resource guide will have a 40,000 distribution in high-traffic locations such as Sam's Club, Barnes & Noble and more.

Reach an engaged audience of herb enthusiasts who use herbs to grow, cook and heal:

- 99% purchase herbs for cooking
- 96% use herbal remedies frequently
- 95% grow their own herbs

Readers will hold onto *The Herb Companion* special issue for the whole year and refer back to it often.

Premium Issue Series	Issue	Ad Close	Art Due	On Sale	Promotion Dates
Second Annual Guide to Healing Herbs The Herb Companion Special Reference Issue	Fall Fall	8/30/11 8/27/12	9/1/11 8/30/12	11/1/11 10/30/12	Nov - Dec Oct - Nov
Partnership Package					

Cover Partnership Package \$3,000 each issue Full-page Partnership Package \$2,000 each issue

### 360° MARKETING

Because we know that our readers are always hungry for more, we bring a variety of marketing programs that intersect your brand with our audience's love of herbs. For all of our customers, we offer 360° experiential marketing solutions that extend well beyond the page. From innovative online tools to sweepstakes to event marketing and sampling, let us design the promotional package that maximizes your ROI.

### Video/Television

Ogden Publications develops entertaining video content for cable, network and online platforms, delivering brand integration opportunities.

develop a 360-degree, 24/7 online destination that meets your company's goals and needs.

Consumers can experience

your brand firsthand at one

of our live, exclusive events,

bringing you closer to your

### **Branded Products**

Partnering with us can provide new audiences and instant authority, as well as huge promotional vehicles through our media.

### Custom **Publishing**

Custom content is the perfect opportunity to build relationships with customers, employees and prospects.

Direct Mail Let us create targeted direct mail lists and help you find new customers.

Sweepstakes

communications.

Win

Grow your e-mail lists

for future e-commerce



Let our sales team work with you to create a print campaign that will reach your target audience.

### Mobile Apps

Put your brand and marketing on a custom app built around the content your customers want — when they are on the go.



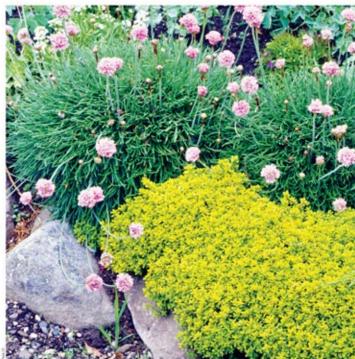
# p Working Hard:

### easons to Plant Ierbal Groundcovers

By Chris McLaughlin.

Any Cartes Articalargement, and present and grades or marks on the same and grades or marks to make the marks of the same and cords appeal. Bug after hag in landed into pickupes, in hockwares.

In the other after are living markshot? I'm talking about the livergement of the plant truthed the substituted hashal Love maintenance behind groundcowers are markhot that fore, prevent soft entaint, insulate it solitor and retain water this some, beauty, delightful fragment and critical marks that the some, beauty, delightful fragment and childs lendscaping on the gardening sales. Nothing brings matching bringing on the gradening of an average of soils and suproduce all by leving matches, they're traided by none. There into may good due before as groundcovers—there are five great ones.



Bet FREE digital issues Herb erb

Essentials

Current Issue

Current Insue. Herb then Coloredat, Swespolakes E.Howa

Other Exclusives

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 Give a gift subscription Contact Us

Herb Basics



b garden planner

N YOUR HERB GARDEN TODAY!



Herb

Blueberries for brain function. Ginger for colds. Listerine for acne Raw onion for bug bites.



### Herbs to Cook



### 4 Recipes for Quick Pickles











Soil prep is the first step in any garden scheme, and you'll see the differnce it makes within one season.





