

Article Development

ASIS readers are *Security Management's* greatest strength. Their experience and day-to-day desire to protect lives, property, and data give them the unparalleled ability to help other security professionals protect their interests.

If security professionals wish to write for the magazine they should contact Managing Editor Claire Meyer at 703.518.1444 or email claire.meyer@asisonline.org.



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The margin at which readers choose *Security Management* over competing publications for information on:

- Industry Trends
- Case Studies
- Legal/Legislative Issues
- Management Practices
- New Technologies

SECURITY CARES

“As a security consultant, I am making a difference to many organizations and by extension the people associated with these entities. We live in a world where risk is all around us and by using sound, proven principles coupled with my experience, I am helping to identify and address these risk factors for global organizations and even small island states.”



Malcolm Reid, CPP
Managing Director, Brison, LLC

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SOURCE: Readex Research 2018 Reader Profile Study

Editorial	Requirements	Contact
Management	Issues related to management, training, and leadership.	Mark Tarallo, 703.518.1456 mark.tarallo@asisonline.org
News & Trends	News-related topical information about all aspects of the industry.	Claire Meyer, 703.518.1444 claire.meyer@asisonline.org
Cybersecurity	Emerging digital threats and solutions.	Megan Gates, 703.518.1474 megan.gates@asisonline.org
Case Study	Case studies of product applications written only by Security Management editors who appreciate referrals to end-users willing to share their stories.	Megan Gates, 703.518.1474 megan.gates@asisonline.org Sara Mosqueda, 703.518.1461 sara.mosqueda@asisonline.org
Legal Report	Updates about state, federal, and international legislation, regulation, and judicial decisions.	Sara Mosqueda, 703.518.1461 sara.mosqueda@asisonline.org
Industry News	Photo and brief write-up of any company or personnel news.	Sara Mosqueda, 703.518.1461 smeditorial@asisonline.org
Marketplace	4C photo of product or brochure with press release. To expedite process, please email press releases & photos (must be 300 dpi). Allow 2-3 months lead time for publication.	Sara Mosqueda, 703.518.1461 smeditorial@asisonline.org
National Security	News and analysis on issues related to national security as they pertain to business/government.	Mark Tarallo, 703.518.1456 mark.tarallo@asisonline.org
Feature Articles	A full range of security subjects. We strongly urge a phone or email consultation with our managing editor for guidance before drafting a feature article.	Claire Meyer, 703.518.1444 claire.meyer@asisonline.org
Security Technology	News on cutting-edge technological security solutions, innovative thought-leadership, and creative installations.	Megan Gates, 703.518.1474 megan.gates@asisonline.org
Online	Submit ideas for online Web exclusives and additional online content.	Claire Meyer, 703.518.1444 claire.meyer@asisonline.org

The Fine Print

INVOICES AND CREDIT: Our invoices are NET 30 DAYS, with no prepayment discounts. Commissions disallowed on invoices not paid within 30 days of invoice date. Overseas advertisers must prepay in NET US dollars.

New advertisers and agencies must prepay their first insertion. After credit approval, we bill following publication. No advertiser or agency with invoices more than 60 days outstanding will be permitted to place advertising or contract for exhibit booths until all outstanding invoices are paid. Advertisers and agencies with records of delinquent payment to ASIS International will be required to prepay until they have re-established good credit.

Payments received will be credited to the oldest outstanding balance.

DISCOUNTS, REBATES, AND SHORT RATES: You will be billed at the one-time rate unless we have entered into an advertising contract. Frequency discounts are paid as a rebate after the contract period expires. An advertiser who does not complete a committed schedule will be subject to a short rate.

COMMISSIONS: Commissions of 15% of gross billing for space and color are granted on accounts paid within 30 days of invoice date. 15% commission is available on all space, except for classified advertising. Mechanical charges, tip-in charges, and classified advertising are not commissionable.

Commissions are extended only to recognized agencies. We require written confirmation of the agency appointment from the advertiser. If we bill the advertiser, our invoice will be for the gross amount.

CANCELLATIONS AND CHANGES: Cancellations of or changes to existing insertion orders must be made in writing before the ad deadline to which the insertion order applies. Ads cancelled after the issue closing date will be billed at the prevailing space rate.

CONDITIONS: All advertising is subject to publisher's approval and agreement by the advertiser to indemnify and protect the publisher from loss of expense or claims to suits based upon the subject matter of such advertisements.

You may make promotional references to *Security Management* with prior written permission.

We reserve the right to place the word "advertisement" with copy that could be mistaken for editorial material.

Insertion orders placed by an agency represent acceptance of all terms and conditions in this rate card. We are not bound by conditions appearing on order blanks or copy instructions when such conditions conflict with terms and conditions. Nor are we bound by conflicting contracts and orders received from advertiser or agency.

Insertion orders are accepted from agencies with the understanding that the agency is acting as the advertiser's representative. Agency and advertiser are jointly and severally responsible for all space, color, position, and mechanical service charges incurred by either.

DISCOUNTS:

Contracts cover number of issues within 12-month period beginning with the month of first insertion. Contract provides advertisers with rate protection for 12 months.

FREQUENCY:

- Multiple insertions within an issue count toward contract frequency discounts.
- Subsidiary companies can share frequency under a parent company "umbrella" contract.
- Advertising in the ASIS show daily newspaper applies toward *Security Management* contract frequency.

SERVICES TO ADVERTISERS: We can help you make the following changes to your materials: new type, key-code, address change, strip-ins, etc. Charge for services: Cost plus 20% (non-commissionable; \$25 minimum). A digital version of every ad will be archived indefinitely. All physical materials will be disposed of after 12 months unless otherwise specified upon submission. Accurate color proofs will only be saved for 12 months after the last use.