Risk for aging-related diseases among people with diabetes is likely to persist through 2025, the researchers noted, when it is estimated to fall slightly to 1,344. "From the clinician's perspective, it's a never-ending clinical challenge," Archana R. Sadhu, MD, FACE, told Endocrine Today. "Here in Michigan, there are few endocrinologists. Driving 3 to 4 hours for patients who need specialty care for patients with complications of this complex disease."

"We need innovative education and training programs that will foster recruitment and retention of endocrinology services demanded and the amount that can be provided clinical endocrinologists to meet patient demand. In 2015, an estimated 1.5 million new cases of diabetes were diagnosed in the US, which will continue to grow, so too does the need for qualified endocrinologists. This has been a strain that is felt not only in the medical workforce, but also in the workforce. We will not have enough endocrinologists to provide quality diabetes care for patients with diabetes and their families."

"Diabetes is a chronic disease that affects many patients. For example, the number of patients with type 1 diabetes is expected to increase from 1.61 million in 2015 to 2.39 million by 2025," she said. "Type 2 diabetes continues to grow with the highest number of patients being those who are 40 years and older, and 80% of patients have complications of diabetes."

"Thus the statistics paint a stark picture of the current endocrinologist shortage and the number of projected cases of diabetes are expected to increase," she said. "The result has been a strain that is felt by patients with diabetes, endocrinologists, and the American population and is likely to persist through 2025."

Archana R. Sadhu, MD, FACE
Member, Endocrine Society Board of Directors
Associate Director, Michigan Diabetes Research and Training Center
Assistant Professor, Division of Endocrinology, Metabolism, and Diabetes, Department of Internal Medicine, University of Michigan, Ann Arbor, Michigan

For related story, turn to page 16.
**DISCOUNTS**

1. **Combined Earned Frequency**: All insertions of a parent company and its subsidiaries are combined to determine the earned frequency rate. Advertisers may combine advertisements run in all SLACK publications to achieve maximum frequency.

2. **New Advertiser/Product Incentive**: New product advertisers with a minimum 3 ad commitment receive a 10% discount off all advertising placed in 2019. This discount may not be combined with the Continuity Discount. To qualify, the second advertisement must be for:
   a) Product that has not advertised in ENDOCRINE TODAY in the past calendar year
   b) New indication for a currently advertised product in ENDOCRINE TODAY

3. **Continuity Incentive**: Advertisements for an individual product are eligible for a discount based upon the number of issues in which they advertise. Issue insertions do not need to be consecutive. This program may not be combined with the New Advertiser Discount.
   a) 6 issues = 10% off
   b) 12 issues = 15% off

4. **Prescribing Information Discount**: B&W prescribing information (PI) pages are eligible for the following discount. The 3rd page of PI and after may take a 50% discount off the earned rate.

5. **Clinical Trial Ad Buy One, Get One Free**: Clinical trial advertisements may run a second insertion of the same ad unit in any issue for no charge. Ad creative must promote participation in a current clinical trial. Corporate and/or disease state advertisements are not eligible. May promote participation in a current clinical trial. Corporate advertiser has the right to repeat a former ad at full rates. If the advertiser has not previously run an ad, the advertiser will be charged for the cost of space reserved. Neither the advertiser nor its agency may cancel advertising after the closing date.

6. **Multichannel Program**: Custom multichannel programs are available that meet your specific advertising needs. Contact your Sales Representative to discuss options.

7. **Corporate Discount**: Total net spend achieved in the year 2019 will set a Corporate Discount to be taken off 2020 advertising.

8. **When taking advantage of more than one discount program, discounts must be taken in the following order**: Gross Cost:
   a) Less New Advertiser/Product or Continuity Incentive
   b) Less SLACK Corporate Discount
   c) Less 15% Agency Discount
   Equals net cost

**ISSUANCE AND CLOSING**

1. **Established**: February 2003
2. **Frequency**: 12 times per year
3. **Issue Dates**: 25th of the month of issue
4. **Mailing Dates & Class**: Mails within the issue month; Periodical Class
5. **Extensions and Cancellations**: 
   a) **Extensions**: If an extension date for material is agreed upon and material is not received by the Publisher on the agreed date, the advertiser will be charged for the space reserved.
   b) **Cancellations**: If, for any reason, an advertisement is canceled after the closing date, the Publisher reserves the right to repeat a former ad at full rates. If the advertiser has not previously run an ad, the advertiser will be charged for the cost of space reserved. Neither the advertiser nor its agency may cancel advertising after the closing date.

**EDITORIAL**

1. **General Editorial Direction**: ENDOCRINE TODAY is the first clinical newspaper that addresses the latest information on diabetes and endocrine disorders. It reports clinical news with expert perspective and features of interest to Endocrinologists, Diabetes Educators and IIs. From timely meeting coverage and the latest drug approvals to special features on growth hormones, pituitary tumors and information about legislative and socioeconomic topics, ENDOCRINE TODAY reports news with expert perspective about what the news means to clinical practice.

2. **Average Issue Project**:
   a) **Average Number of Articles per Issue**: 30
   b) **Editorial Sections**:
      - Diabetes
      - Metabolism
      - Pediatric Endocrinology
      - Thyroid
      - Cardiometabolic Disorders
      - Hormone Therapy
      - Bone and Mineral Metabolism
      - Neuroendocrinology
      - Adrenal
      - Reproduction
      - Androgen Disorders
      - Meeting Highlights
      - In the Journals
      - New Drug Approvals

3. **Origin of Editorial**:
   a) Staff written: 90%
   b) Solicited: 5%
   c) Submitted: 5%
   d) Articles or abstracts from meetings: 65%
   e) Peer review: No, meetings that are covered are selected in advance.

4. **Additional Advertising Opportunities**:
   a) **BRC inserts**: See 5b under Insert Information for specifications.
   b) **Split-run advertising**: Contact publisher for information.

**CIRCULATION**

1. **Description of Circulation Parameters**:
   a) Endocrinologists
   b) Primary Diabetes
   c) Internal Medicine, General Practitioner, Family Practice, Prescribing Diabetes RXs
   d) Pediatric Endocrinologists
   e) Diabetes Educators
   f) Endocrine Physician Assistants

2. **Demographic Selection Criteria**:
   a) **Prescribing**: Yes
   b) **Circulation Distribution**: Controlled: 100%
   c) **Paid Information**: Association members:
      - Is publication received as part of dues? No
      - **Subscription rates**:
        - U.S.: $399/yr. individual
        - Canada: add 5% tax/yr.
        - Outside the U.S.: add $89/yr.

3. **Circulation Verification**:
   a) **Audit**: BPA Worldwide
   b) **Mailing House**: LSC Communications

4. **Date and source of breakdown**: BPA Worldwide, July 2018

5. **Total estimated circulation for 2019**: 16,873

**GENERAL INFORMATION**

1. **Requirements for Advertising Acceptance**:
   Advertisements for professional and non-professional products or services are accepted provided they are in harmony with the policy of service to the healthcare profession and subject to Publisher’s approval. Non-professional product and service advertisers must submit ad copy two weeks prior to the closing date.

2. **New Product Releases**: Yes

3. **Editorial Research**: Yes

4. **Ad Format and Placement Policy**:
   a) **Format**: Within articles

5. **Ad/Edit Information**: 50/50 Ad/Edit Ratio

6. **Value-Added Services**:
   a) **Bonus Convention Distribution**: See Editorial Calendar
   b) **Other**: Advertiser’s Index

7. **Online Advertising Opportunities**: Contact your sales representative for more information.

8. **Additional Advertising Opportunities**:
   a) **BRC inserts**: See 5b under Insert Information for specifications.
   b) **Split-run advertising**: Contact publisher for information.

9. **Reprints**: Yes. Email: reprints@slackinc.com
AD SPECIFICATIONS

1. Available Advertising Unit Sizes:

<table>
<thead>
<tr>
<th>Ad sizes:</th>
<th>Non-bleed (Live area) sizes:</th>
<th>Trim sizes:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Width x Height</td>
<td>Width x Height</td>
</tr>
<tr>
<td>King Spread</td>
<td>20.5” x 13.5”</td>
<td>21” x 14”</td>
</tr>
<tr>
<td>King Page</td>
<td>10” x 13.5”</td>
<td>10.5” x 14”</td>
</tr>
<tr>
<td>¾ Page (Vertical)</td>
<td>7.05” x 13.5”</td>
<td>7.55” x 14”</td>
</tr>
<tr>
<td>¾ Page (Horizontal)</td>
<td>10” x 10”</td>
<td>10.5” x 10.5”</td>
</tr>
<tr>
<td>Island ½ Page</td>
<td>7.13” x 10”</td>
<td>7.63” x 10.5”</td>
</tr>
<tr>
<td>Island Spread</td>
<td>14.6” x 10”</td>
<td>15.1” x 10.5”</td>
</tr>
<tr>
<td>½ Page (Vertical)</td>
<td>4.68” x 13.5”</td>
<td>5.18” x 14”</td>
</tr>
<tr>
<td>½ Page (Horizontal)</td>
<td>10” x 6.5”</td>
<td>10.5” x 7.0”</td>
</tr>
<tr>
<td>½ Page (Vertical Block)</td>
<td>4.68” x 6.25”</td>
<td>5.18” x 10.5”</td>
</tr>
<tr>
<td>½ Page (Horizontal Block)</td>
<td>7.13” x 4.75”</td>
<td>7.63” x 5.25”</td>
</tr>
<tr>
<td>½ Page (Vertical Strip)</td>
<td>2.23” x 13.5”</td>
<td>2.73” x 14”</td>
</tr>
<tr>
<td>¾ Page (Horizontal Strip)</td>
<td>10” x 3”</td>
<td>10.5” x 3.5”</td>
</tr>
<tr>
<td>¾ Page (Vertical Block)</td>
<td>2.23” x 6.25”</td>
<td>2.73” x 6.75”</td>
</tr>
<tr>
<td>¾ Page (Horizontal Block)</td>
<td>4.68” x 2.84”</td>
<td>5.18” x 3.34”</td>
</tr>
</tbody>
</table>

a) Trim size of journal: 10.5” x 14”
b) To view thumbnails of ads specs, visit healio.com/slackadspecs
For spread ads, keep content (images/text) ¼” in on each side of the gutter
For bleed ads, add ⅛” on all sides of trim size.

2. Type of Binding: Saddle-stitch or Perfect bound
3. Print Ad Requirements: For specifications, go to: healio.com/slackadspecs
   Color Proofs: One proof made from supplied files and meeting SWOP specifications, must be provided with data file. Proof must be at 100% of the print size. Publisher accepts Kodak approvals, Matchprints, Chromalins, High-end Epson Quality or Iris Digital proofs.
   If only color lasers are furnished, color match on press cannot be guaranteed.
   Note: Spread ads should be sent as a one-page file.
4. Disposition of Ad Material: Ad materials will be held one year from date of last insertion and then destroyed unless notified otherwise in writing.

INSERT INFORMATION

1. Availability and Acceptance:
   a) Availability: Two- to eight-page inserts are available full run. Demographic and/or geographic inserts are limited to three per issue.
   b) Acceptance: A paper and insert sample must be submitted to the Publisher for approval.
2. Insert Charges: Furnished inserts billed at the earned black-and-white-space rate. Commissionable.
3. Sizes and Specifications:

<table>
<thead>
<tr>
<th>No. of Pages</th>
<th>Paper Stock</th>
<th>Max Micrometer Reading</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Max</td>
<td>Min</td>
</tr>
<tr>
<td>2 page (one leaf)</td>
<td>80# coated text</td>
<td>70# coated text</td>
</tr>
<tr>
<td>4, 6, 8 page</td>
<td>70# coated text</td>
<td>60# coated text</td>
</tr>
</tbody>
</table>

a) Full size inserts: supplied untrimmed, printed, folded (except single leaf), and ready for binding. Varnished inserts are acceptable at the Publisher’s discretion.
b) A-size: Supply size: 8½” x 11” pre-trimmed on head and face. ¼” foot and gutter grind.
4. Trimming: Trimming of oversized inserts will be charged at cost. Keep live matter ⅛” from trim edges and ⅛” from gutter trim. Inserts are jogged to the foot. Book trims ¼” at head face and foot.
5. BRCs:
   a) Pricing: Contact your Sales Representative for prices.
      Non-commissionable.
b) BRC Specifications: 3½” x 5” minimum to 4½” x 6” maximum; perforated with ½” lip (from perforation) for binding. Add ¾” for foot trim. Cardstock minimum: 75# bulk or higher.
6. Quantity: Full run − 20,000. Exact quantity will be given upon Publisher’s approval of insert or call Publisher prior to closing date.
7. Shipping: Carton packing must have publication name, issue date, and insert quantity clearly marked. Inserts shipped in e-containers cannot be verified and SLACK will not be responsible for shortages on press.
<table>
<thead>
<tr>
<th>ISSUE</th>
<th>AD CLOSING</th>
<th>MATERIAL DUE</th>
<th>FEATURED TOPICS</th>
<th>MEETING COVERAGE</th>
<th>BONUS DISTRIBUTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>12/6/2018</td>
<td>12/20/2018</td>
<td>2018 Device and Drug Update</td>
<td>American Heart Association</td>
<td></td>
</tr>
<tr>
<td>February</td>
<td>1/4/2019</td>
<td>1/18/2019</td>
<td>Thyroid Disorders</td>
<td></td>
<td></td>
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<tr>
<td>April</td>
<td>3/6/2019</td>
<td>3/20/2019</td>
<td>Type 2 Diabetes</td>
<td>American College of Cardiology</td>
<td>National Lipid Association</td>
</tr>
<tr>
<td>July</td>
<td>6/6/2019</td>
<td>6/19/2019</td>
<td>Osteoporosis</td>
<td>American Association of Diabetes Educators</td>
<td></td>
</tr>
<tr>
<td>August</td>
<td>7/5/2019</td>
<td>7/22/2019</td>
<td>Menopause Management</td>
<td>American Diabetes Association</td>
<td></td>
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<tr>
<td>September</td>
<td>8/6/2019</td>
<td>8/21/2019</td>
<td>Obesity</td>
<td>American Association of Diabetes Educators</td>
<td></td>
</tr>
<tr>
<td>October</td>
<td>9/5/2018</td>
<td>9/19/2018</td>
<td>Diabetes Education</td>
<td>American Society of Bone and Mineral Research European Association for the Study of Diabetes</td>
<td>Obesity Week</td>
</tr>
<tr>
<td>December</td>
<td>11/6/2018</td>
<td>11/19/2018</td>
<td>Type 1 Diabetes</td>
<td>Obesity Week</td>
<td></td>
</tr>
</tbody>
</table>