SOME OF OUR ADVERTISERS INCLUDE

365Wholesale.com
3M/Promotional Markets Dept
A T Cross Company
Access Group
Ad Master Supply
Advantage Industries
Adventures In Advertising

All In One® Alstyle Apparel/A & G Inc

American Apparel
Anvil Knitwear Inc
Ariel Premium Supply Inc

Arnold Palmer Ash City Ashworth Inc

Atchison Products Inc Atteff International Inc

Avaline Banaka Inc

Bass Pro Shops Outdoor World

Incentives
BAW Enterprises

Bella Benner China & Glassware of FL

Berney-Karp Inc Bill Blass Blue Generation

Bodek And Rhodes Broder

Bullet Line Inc Bulova Corp Carefreecasuals.com

Carlson Craft Business Solutions
Carlson Craft®

CFS Promotions For Now! Chadsworth & Haig Charles River Apparel

Chocolate Inn LTD Clear-Ad Inc Coby Electronics Compass Industries Inc

Continental Clothing Co USA Continental Mkting Svc Inc

CorpLogoWare LLC Cosmo Fiber Corp Cotton Fruit Inc Counterpoint® CPS

Crown Products CST Co

Custom Printing II LTD Dard Products Inc Deerfield Collection

Dickies Occupational Wear Digispec®

Dri Duck Traders Inc
Drummond Printing Inc

Dunbrooke
Eagle Dry Goods Co
Eboss Electronics Inc

Ecosphere Associates Inc
Embroidery Concept & Design Inc

Endurapack
ERB Safety & Fame Fabrics

Eskesen
Evans Manufacturing

Eversole Run
Expert Performance T
F P Services Inc

First Aid Central
Flash By Design

Flexible Innovations LTD Game Sportswear LTD Geiger

Gemline
General Motors
Gildan Activewear
Gold Bond Inc
Gordon Ind LTD

Graphik Promotional Products
Greater China

Groline
Halo/Lee Wayne

Hanes Printables/Outer Banks
Hartwell Classic Apparel
Hawks Bay Clothing Co
Hit Promotional Products
Hospitality Mints LLC
Hotline Products

HPC Global
Hults Consultants
Humphrey Line Inc

Imagemark

Incentive Concepts, LLC

Indigo
Ipromoteu.com
Jaffa/Norwood
Journalbooks

Journalbooks/Timeplanner

Kaeser & Blair Inc Kavio!

Label Art
Leashables By Oralabs

Leeman Designs of NY Lewtan Industries Corp Lion/Circle Corp

Logomark Inc Maggio Data Forms

Marathon Mfg/Prestige Lines Marriott

Mass Marketing Ins Consultants MeadWestVaco

Mega Cap Inc

Mias Fashion Mfm Co Inc Minya International Corp

Minya International Corp Mobile Edge

Moderne Glass Company Inc Molenaar Inc

MV Sport/Weatherproof National Banner Co Inc National Imprint Corp New Products International Inc

Next Level Apparel Next Products LLC

Norwood Promotional Products Inc NYNE

Off The Wall Magnetics LLC Office Max Oraline

Oraline
Outdoor Cap Co
Par One Inc
Pepco Poms
Perry Ellis International

Picnic At Ascot, Inc
Picnic Time Inc
Plannerstore

Prime Resources Corp Pro Am Golf Pro Golf Premiums Inc Pro-Ad Sports/Stuffed Tees
Production Ready Artwork

Promobiz USA LLC
Promovision Palomino
Punch Products USA Inc

Revedore Apparel Inc River's End Trading Russell Artwear

SanMar Sears

Seven Sourcing Sharper Image Showdown Displays Simply Smashing Inc

Snugz/USA Inc Sorg's Paper Place Sourcery

Southern Plus Spec Advg Assoc Of Calif

Spector Image Staton

Sunderland of Scotland

Sunscope Swabplus Inc

Sweda Company LLC
Target Industries
Technologo.com

The Graphco Line
The Selco Companies
The Vernon Company

Tomax Ent TRG Group

Tri-Mountain/Mountain Gear

Tropar Mfg Co Inc Uniflex Holdings Inc US South/InComm Vantage Apparel VF Imagewear Virginia T's Inc

Virginia T's Inc Visions Awards Waldor Products Webb Company

Windbrella™ Products Corp World Wide Lines Inc Zenith Promotions Zorrel International Inc

For a full list of commissions & terms, please refer to our website: www.asicentral.com/magazineterms

For more information about advertising in our magazines or to reserve space, contact your ASI Supplier Account Manager. Phone: 800-546-1365 215-953-4000 • Fax: 800-839-3969

Counselor® | Advantages™ | Successful Promotions®





12 Media Kit

COUNSELOR®



Supply Chain

ASI is the only publisher in the \$18.6 BILLION promotional products industry with marketing tools that allow you the supplier to penetrate each part of the supply chain. Name your marketing objective, and ASI will help you meet it.

Designed as an information magazine for executives, *Counselor* is the most efficient marketing tool available for getting your message into organizations most likely to purchase your products. By focusing on the needs of corporate management, *Counselor* puts your message in an editorial environment praised by its peers and recognized by the best in business journalism, such as **American Business Media** and **ASBPE** to name a few. This is the type of editorial expertise corporate executives need to make informed decisions. With a paid circulation of 11,000 executives, *Counselor* is where your message needs to be.

Advantages magazine has a simple mission – to give distributor sales professionals a practical, real-world understanding of new ways to sell promotional products to their customers. Everyone who reads **Advantages** seeks a more informed view of their business, so actions taken provide the most profitable results. Advantages is the best tool for getting your marketing message in front of 40,000 distributor sales professionals.

To survive in the next decade, suppliers need to reach out to the corporate "end-buyer". That is where **Successful Promotions** lies. As a pure read for the corporate end-buyer at today's *Fortune 500* firms, *Successful Promotions* delivers your marketing message in an editorial format that educates and informs the readers at firms such as **American Express, Microsoft** and the **New York Times**. **Successful Promotions** exclusive circulation of 50,000 gives your products exposure to those who will ultimately be using your product, the "end-buyer".

Look through the pages of the 2008 media kit to learn more about each of the three ASI publications that services the "supply chain" in the promotional product industry.

Koeller Ed Koehler Advertising Director

Magazines



The Media Takes Notice of ASI and the Ad Specialty Industry

Media around the nation have taken interest in the power of the ad specialty industry and have featured ASI, its members and a variety of advertising specialties in more than 100 media outlets. Influential guest speakers such as Rudy Giuliani, Colin Powell, **Donald Trump** and **Bill Clinton** have also recognized the powerful and far-reaching impact of the industry.

















Counselor® Advantages™ Successful Promotions®

Why Advertise?

ASI's magazines extend
throughout a number of
media channels further
allowing you to expand
your advertising dollars
and repeatedly reach your
target audience. Connect
with the decision-makers,
salespeople and end-buyers
through a variety of ways
and drive your message
to the people who will
use it the most.



"We love our double exposure. Not only do we reach end-buyers & distributors with Successful Promotions; we get to re-reach distributors through the ad specialty box!"

> Cindy Lougee, Marketing Director PromoVision Palomino asi/79898

"We dedicate a large portion of our ad budget to Counselor advertisements and it pays off. Your unique ad placements like tri-fold covers and inserts have resulted in wonderful growth in our business."

> Dick Hoffman, Owner/President Pro Golf Premiums Inc. asi/79680

"Of all the magazines we advertise in, we receive the largest number of reader responses from Advantages advertisements."

Stephen Spiegel, President Waldor Products asi/94770

Top 10 Departments **READERS' RANK**

Favorite departments that help manage your business better.

- 1. Product Picks
- 2. Marketing Management
- 3. MarketWise
- 4. Sales Management
- 5. Supplier Features
- 6. Apparel Hot Sheet
- 7. Letters to the Editor
- 8. Best Practices
- 9. People
- **10.** Family Business Spotlight

Source: Readex Research Study, 2006

TOP DISTRIBUTORS

by Number of Subscriptions

AIA 102
Proforma
Halo/Lee Wayne 54
Geiger52
The Vernon Company 35
Kaeser & Blair Inc 34
$ipromoteu \dots \dots 30$
American Identity20
WorkflowOne20

Source: Publisher's own data

Counselor's powerful reach continues to grow with an increase in paid circulation by 7%*. Over 25,000 foremost industry executives rely on Counselor each month and pass it along to their colleagues. 2/3 of readers rely on Counselor to help them think strategically and make informed decisions about their organization's future. With \$11 billion in buying power, Counselor readers represent the most powerful group in the ad specialty industry.



Counselor has received a variety of prestigious editorial and design awards. Counselor's "Family Business Spotlight" was just honored with a Jesse H. Neal Award from American Business Media for "best feature series" for its Family Business Spotlight feature as well as ASBPE award for "best feature series".



FAST FACTS	
Guaranteed Circulation	11,000
Total Audience	25,625
Total Buying Power	\$12 billion
High Level Executives	91%
Average Length of Readership	9 years
Most Useful	Almost 4 times more than any other publication read
Take Action	91%
Reference Tool	73%
Best Read	74%

Source: Readex Research Study, 2006

"From 1 Counselor **advertisement**, we generated **200+ leads** per month for 3 months!"

Susan Harper, Courage USA Inc., asi/46805

"As the **premier magazine** in our industry, **Counselor** gives us such **great** advertising exposure. It is always the **first** magazine we go to when looking to advertise our new products or services – it helps us every time!"

Paula Shulman, Vice President of Sales, Prime Resources, asi/79530

"Your **webinars** are always helpful and lead to **increased sales** - Thanks!"

Mark Stiff, Bates-Wells Promotional Products



People

Appointments, promotions and the Bess Cohn Humanitarian Award nominee.

Family Business Spotlight

Our panel of experts provides solutions to a family business challenge.

Best Practices

Case studies of business success—straight from distributor peers.

Apparel Hot Sheet

Monthly showcases to expert insights and pictorials from the industry's largest market.

Product Picks

Collection of products picked to pique your curiosity.

Counselor Questionnaire

Prominent distributor executives go on the *Counselor* hot seat.

Voice of the People

The place for industry practitioners to weigh in with their views.

Marketwise

Mergers & Acquisitions, Industry Issues, Industry News, Product Liability, etc.

Quotables

Quick snapshot of important sources found in each issue.



ADVANTAGES

COUNSELOR® RATES

4-color	12x	6x	3x	1x
full page	3,115	3,300	3,685	4,320
2/3 page	2,465	2,595	2,880	3,435
1/2 page	2,260	2,355	2,600	3,135
1/3 page	2,095	2,185	2,400	2,985
1/6 page	1,910	1,960	2,105	2,585
Spread	4,615	4,840	5,350	6,475
2-color/bw	12x	6x	3x	1x
full page	1,995	2,180	2,560	3,520
2/3 page	1,770	1,915	2,225	2,845
1/2 page	1,545	1,650	1,920	2,515
1/3 page	1,355	1,455	1,690	2,340

Covers full color, non cancelable

 2nd Cover
 5,025

 3rd Cover
 4,590

 4th Cover
 5,400

 Gate fold
 13,540

Bellyband

bw 4,900 2-color 5,210 4-color 5,930

Guaranteed Position Premium 175

Inserts (up to 80# text weight)

	12x	6x	3x	1x
Single Sheet (2-page)	2,230	2,400	2,710	3,150
4-page	3,600	3,795	4,345	4,910
6-page	4,905	5,115	5,585	6,575
8-page	6,010	6,375	6,790	8,145
10-page	7,105	7,530	8,020	9,635
12-page	8,145	8,640	9,195	11,045

Inserts 90# -110# text weight

	12x	6x	3x	1x
Single Sheet (2-page)	2,345	2,515	2,825	3,265
4-page	3,830	4,030	4,585	5,140
6-page	5,250	5,465	5,935	6,920
8-page	6,475	6,835	7,250	8,610
10-page	7,685	8,115	8,600	10,215
12-page	8,840	9,340	9,890	11,745

Inserts 120# - 130# text weight

	12x	6x	3x	1x
Single Sheet (2-page)	2,580	2,745	3,055	3,495
4-page	4,180	4,380	4,930	5,485
6-page	5,710	5,925	6,395	7,380
8-page	7,050	7,415	7,830	9,185
10-page	8,380	8,810	9,290	10,910
12-page	9,655	10,150	10,700	12,555

Higher weight inserts will have additional charges of \$100 per 10# per 2 pages So, 140# 4-page insert at the 12x rate would cost \$4,380

All inserts are quoted as text weight.

To convert from cover weight or points see below:

4pt = 80# text weight, 6pt = 110# text weight

8pt = 145# text weight, 10 pt = 160# text weight

Classified Rates

Four Color	12x	6x	3x	1x
2"	190	250	270	295
3"	295	350	385	400
4"	390	455	490	505
1/3 pg	780	825	855	875
1/2 pg	1,040	1,085	1,120	1,135
Black & White	12x	6x	3x	1x
Black & White	12x 105	6x	3x 185	1x 210
2"	105	165	185	210
2" 3"	105 210	165 265	185 300	210 315

Counselor® Promogram®

Weekly news and information e-newsletter going to 40,000 industry professionals.

	12x	6x	3x	1x
Sponsorship 468 x 60	\$299	\$399	\$450	\$499
(top banner)				
Product of the Week	\$299	\$399	\$450	\$499
(links to ASICentral.com)				
Banners 250 x 250	\$199	\$260	\$299	\$349

Counselor® Webcast Sponsorships

A monthly editorial event. Sponsors participate in the discussion, receive the participant list, and the transcript is published in Counselor. All for only \$3,200.

Over 40,000 ad specialty sales professionals read *Advantages* for inspiration, sales strategies and information. #1 in market share and circulation, *Advantages* is the best marketing vehicle to reach distributors and their salespeople. More *Advantages* subscriptions are delivered to salespeople at home than any other magazine. 2/3 of distributors surveyed would choose *Advantages* if they could receive only one industry sales magazine.

FAST FACTS	
Guaranteed Circulation	40,000
Total Audience	84,000
Read Regularly	84%
Total Buying Power	\$17.8 billion
High Level Executives	91%
Average Years in Industry	10-24 years
Average Number of Clients	500 or more
Most Useful	68%
Take Action	92%
Leads (in a 12 month period)	24% more 239,174 than the neare competitor
Source: Pandor Posearch Study 2006	

Source: Readex Research Study, 2006



Our popular Advantages
Hot Leads Reader Response
Program provides you with
measurable response to your
Advantages advertising while
making it easy for salespeople

and distributors to contact you.

Readers have the ability to request information about YOUR products and link directly to YOUR website. You'll receive leads via e-mail or download as often as you wish using our online reporting tool.

Here's how the Reader Response System works:

Every ad and showcase product in the magazine carries a unique reference number.

To request information about a product, potential buyers simply log on to our Advantages Hot Leads Reader Response site (www.advantagesinfo.com) or circle the numbers that apply on the card and fax it back or drop it in the mail.

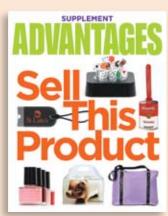
Leads are sent to you daily via email or are available online at your request.



ADVANTAGES

ADVANTAGES

Showcase your Products and Sales Techniques in the 2008 SELL THIS PRODUCT Supplement to Advantages



The Sell This Product
Supplement serves as an
educational sales platform
for suppliers. This is YOUR
time to educate distributors
on how to sell your products.
The Sell This Product
Supplement contains over
40 product categories.
Only a limited number of
positions are available for
each category.

The Sell This Product Supplement is a great opportunity to combine your advertisements with FREE editorial coverage.





Departments:

From the Editor*
Perfect Pitch - **NEW!**How'd They Do That? - **NEW!**From the Field
Success Stories
Sell this Product*

Product Showcases* What's Your Story* Problem Solved Promotional Pulse Blast from the Past

*Ask your sales representative to be placed near one of these sections; they are reader favorites; read by over 40%!

Advantages has received a variety of awards for its editorial features and departments and its newsletter.







ADVANTAGES RATES

	12x	6x	3 x	1x
Full Page	3,165	3,430	3,855	4,280
1/2 Page	2,545	2,750	3,095	3,435
1/4 Page	1,255	1,370	1,550	1,720
Inserts - 2 pages				3,070
Inserts - 4 pages				4,085
Cover 2 & Page 1	4,645			
Cover 3	4,035			
Cover 4	5,050			
1/4 Page Inserts - 2 pages Inserts - 4 pages Cover 2 & Page 1 Cover 3	1,255 4,645 4,035	-	•	1,720 3,070

Top Distributors	No. of <i>Advantages</i> Subscriptions
Proforma	956
American Solution For Business	727
Kaeser & Blair	550
Press A Print	515
Geiger	482
AIA	447
Embroidme	333
ipromoteu	266
Halo/Lee Wayne	140
Allegra	121
Minuteman Press	121
Alphagraphics	120
Safeguard Business System	96
The Vernon Company	75
Global Docugraphix Inc.	51



"Regarding your
Advantages Hot Deals
e-newsletter...LOVE
IT! LOVE IT! I LOVE the
newsletter so very much,
really look forward to
receiving it and getting
great product tips."

Taelor Kennedy-Bowman M.A. Distributors asi/276008

"As usual, my phone is ringing off the hook with the new product feature you did for me in the July issue of Advantages. Distributors love it and keep asking me for it!

Lauren Fox Sales/Marketing Manager Fresh Beginnings, Inc. asi/55439

"When you talk about reaching an effective sales market, you must be talking about Advantages! Snugz has used Advantages as a major vehicle to build a strong brand name."

Brandon Mackay CAS/COO Snugz/USA Inc. asi/88060



Top 4 Departments

New Products
Cover Stories
Feature Articles
Product Showcases

Successful Promotions

is the only promotional products magazine read by the corporate marketers and entrepreneurs who make our industry grow. They are hungry for ideas: for trendy new products, ad specialties that move their message, and proven promotional strategies.

Successful Promotions is the magazine that helps them succeed, and makes YOU their preferred source for promotional products. When you advertise in Successful Promotions, you have access to some of the most powerful companies in the world.



Fortune 500 Companies

100% of the Fortune 500 subscribe to Successful Promotions

*Source: Readex Research, September 2005

Entertainment/	Finance/Banks/	High Technology	Chemical/Petroleum/
Publishing	Insurance		Automotive
Adams Mark Hotel Caesars Entertainment CBS Clear Channel Communications Double Tree Hotel Dow Jones Embassy Suites Four Seasons Gannett Harrah's Entertainment Hilton Hotels Intercontinental Hotels Marriott International McGraw-Hill MGM Mirage New York Times Radisson Hotel Ritz-Carlton RR Donnelley & Sons Sheraton Starwood Hotels & Rsrts. Time Warner	AIG American Express AmSouth Bancorp Aon Bank of America Corp. BB&T Corp. Capital One Financial CB Richard Ellis Group CIT Group Citigroup Comerica Commerce Bancorp Compass Bancshares Countrywide Financial Fifth Third Bancorp General Electric J.P. Morgan Chase & Co. Liberty Mutual MetLife Moody's Mutual of Omaha National City Corp. New York Life Insurance	Amazon.com Analog Devices Apple Computer BMC Software Cisco Systems Computer Assoc. Intl. Dell eBay Gateway Harris Hewlett-Packard Intel Intl. Business Machines Intuit Lucent Technologies Micron Technology Microsoft Motorola NCR Oracle Pitney Bowes Qualcomm Sun Microsystems	Air Products & Chemicals American Honda Motor Ashland Borg Warner Carlisle Chevron Texaco Collins & Aikman Conoco Phillips Cooper Tire & Rubber Dana Delphi Dow Chemical DuPont Exxon Mobil FMC Ford Motor General Motors Goodyear Tire & Rubber Hercules Marathon Oil Monsanto Oshkosh Truck

BPA Worldwide Business Publication Audit Membership Applied for April 2007

FAST FACTS	
Guaranteed Circulation	50,000
Total Audience	100,000
Upper Management	69%
Take Action	92%
Readers Pass Their Issues to Others	46%
Involved in Purchasing Decision	91%

*Source: Readex Research, September 2005



"Every time our customers receive their copy of Successful Promotions we get calls as a result. Successful Promotions is our most consistent lead generator."

Ryan Simons, President Print-Tech Inc. asi/299444

"Successful Promotions is very effective. Clients will see you as the marketing consultant they need rather than

just a product pusher."

Paul Courter Vice President Business Development The Ryder Group asi/315858







Successful Promotions® Trend Report

The first e-newsletter dedicated to end-buyers. The monthly Trend Report gives 14,000 readers an inside look into cool product launches, consumer promotions and incentive campaigns.



Sample Box

As a *Successful Promotions* advertiser,
get your catalog or
product sample in the *Successful Promotions*distributor box delivered
to more than 1,200
distributors! Just send
us your samples.

SUCCESSFUL PROMOTIONS® RATES

	12x	6x	3x	1x
Full Page	3,750	3,945	4,310	4,860
1/2 Page	2,945	3,105	3,540	4,165
1/3 Page	2,720	2,860	3,260	3,885
2-page Spread	5,900	6,205	6,865	7,895
Cover 2	5,680			
Cover 3	5,455			
Cover 4	5,665			
Product Gallery	755	840	995	1,000

"Successful Promotions Magazine is one of our **best tools!** We get **more leads** per dollar spent and **more distributors** who **mention our ads**, than in any other media."

Bob Stevens, President, Footprints USA, asi/55030

"Our ads in Successful Promotions always perform very well. We use Successful Promotions to find great customers and we are never disappointed."

Heather Glasgow, Marketing Manager, Hanes Printables, asi/59528



NOTABLE ISSUES

COUNSELOR°

January/July Wearables Issues

Counselor provides comprehensive wearables editorial no matter what the season. TWO issues exclusively devoted to apparel. Bonus distribution at ASI Show Dallas for the January Issue and Chicago for the July issue.

June's State of the Industry

The industry's BEST printed source for research about ad specialties. Counselor's annual State of the Industry is a must-have reference tool used year-round.

October's Writing Instruments

Everything you wanted to know about one of the hottest sectors in the industry. This issue focuses on hot new trends and forecasts for the coming year.

December's Outlook 2009/Power 50

The 50 greatest influencers in the industry plus what's coming up for 2009.

ADVANTAGES

July's Made in the USA Supplement

This supplement provides an in-depth look at the continuing trend of products made right here in our own backyard.

September's How to Sell This Product Supplement

A special editorial and advertising supplementing containing over 40+ product categories.

Mid-September's Gift Guide

Our annual BONUS edition packed with gift ideas just in time for the 4th Quarter and holiday season.

MId-December's New Products Review

A comprehensive look at new products for the coming year.



September's Incentive Issue

Everything you need to know about incentive programs and how to get the most out of your budget.

November's Buyer's Guide Issue

Our 4th annual buyer's guide filled with the hottest products in every category imaginable. End-users keep it as a reference year-round.



