



Reserve space  
by calling

WAINSCOT MEDIA

GRACE BEHRENS  
201-782-5317

MARK DOWDEN  
201-782-5730

# LaViano

## FOR PASSIONATE COLLECTORS OF LUXURY JEWELRY & WATCHES

**LaViano**, the luxury jewelry, timepiece and gift retailer in Westwood and Englewood, New Jersey, is now preparing the holiday 2008 issue of **LaViano** magazine. With contributions from leading figures in the world of fashion and design, the new issue will meet the highest standards for luxury lifestyle magazines. Here's why it represents an exceptional opportunity for marketers of luxury brands.

### Reach the best customers

The LaViano customer is worldly, well-to-do, curious, socially connected and aspires to the best of everything. Core customers range in age from 24 to 45. The male customer is likely to work on Wall Street, while his female counterpart is typically a stay-at-home mom, a tireless supporter of local charities, and a "professional" shopper. The customer may live in a mansion in Saddle River, a gated estate in Alpine, or in the case of various celebrities who shop at LaViano, a secret enclave that's just a short Bentley-ride away.

### Benefit from supportive content

The core content covers jewelry, timepieces and gifts, with a focus on the lines sold at **LaViano**—making the editorial perfectly relevant to your brand. Treatments range from inventive photo shoots to educational pieces that extol the virtues of handmade watches and exquisite jewelry and the many ways to express personal style through adornment. ... In short, **LaViano** is dedicated to excellence in jewelry and horology.

The magazine's editorial core is complemented by features on other expressions of personal style, from haute couture to luxury automobiles and yachts to interior design to writing instruments to wine and spirits—all of which provides a supportive environment for showcasing your brand through advertising.

Leading figures from the world of fashion and design contribute to the pages of **LaViano**. Local content, including personalities and in-store events, adds to the value and immediacy of the magazine for its engaged readers. With its emphasis on shopping, style and always looking great, **LaViano** is ultimately about driving readers to purchase more of your product.

### Ensure a perfect appearance

In keeping with the subject matter, **LaViano** magazine is visually stunning. Heavy-weight premium paper—80 lb. gloss coat—is used for the interior pages, providing a luxurious hand and superb opacity. The magazine is curated with careful attention to the placement of advertisements and their reproduction, ensuring the best possible reflection of your brand.

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## 2008 RATES

Rates are per insertion. All rates are for four colors. No charge for bleed.

<b>Page Rates</b>	1X
Full Page	\$5,000
2-Page Spread	\$9,400

<b>Preferred Positions</b>	
Back Cover	\$6,150
Inside Front Cover, Page 1	\$8,300
Inside Back Cover	\$5,700
Pages 2-and-3 Spread	\$8,050
Opposite Table of Contents	\$5,500

<b>Closing Dates 2008</b>	
<b>Holiday 2008</b> (mails November 14)	
Ad closing:	October 6
Materials due:	October 10

**Cancellation:** Cancellations accepted with written notice if received 30 days prior to issue closing. Cancellations received less than 30 days prior to publication will be billed at the full rate.

**Late charge:** Advertisers will be charged \$50 for advertising materials received after the Materials Due date.

**Production charges:** For advertisements requiring reverses, strip-ins, typesetting or artwork, a \$200 charge will be billed to the advertiser at noncommissionable rates.

### COMMISSIONS AND BILLING POLICIES

**Agency commission:** Recognized advertising agencies qualify for a 15% agency commission on gross billings.

**Payment terms:** Payment terms are net 30 days from publication date. Advertiser or agency must pay any and all reasonable attorney fees if it becomes necessary to place any claims or funds with an attorney.

**Prepayment discount:** Advertisers who pay for their insertions at least 10 days prior to publication will qualify for a 3% prepayment discount.

**Short rates:** In the event that advertiser or agency breaches a volume or frequency contract, any rate discount will be nullified and advertiser and agency will be charged the difference between the rates charged and the rates applicable for the volume or space actually used, in accordance with applicable rate schedules. In such event, advertiser and agency must reimburse Publisher for the short rate within 10 days of Publisher's invoice. Advertiser will thereafter pay for advertising at the open rate or at the newly determined rate(s) as applicable.

**Rate changes:** Publisher reserves the right to revise advertising rates by providing 60 days' advance notice.

**Credit:** Contact Publisher for credit application. Prepayment required for all advertisers until credit has been established.

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## ADVERTISING SPECIFICATIONS

### Ad sizes (w x h):

SPACE	BLEED ART	BLEED TRIM	NON-BLEED
<b>Full Page</b>	9.25"x11.125"	9"x10.875"	8.375"x10.375"
<b>2-Page Spread</b>	18.5"x11.125"	18.25"x10.875"	17.75"x10.375"

### Magazine trim size: 9" x 10.875"

**Safety:** 0.5" from trim and 0.75" from inside gutter. No text outside live area.

**Printing and binding process:** Web offset at 150 lines per inch; perfect bound with scored cover

**Paper stock:** 140# gloss coated cover; 80# gloss coated text.

**Material requirements:** LaViano accepts digital files only. All digital files must be accompanied by one set of high-quality color proofs. Acceptable contract proofs include Kodak Approvals, Fuji Pictro or Veris, Epson Stylus Pro and Matchprint Digital Proof. For a list of additional SWOP-certified proofs, visit [www.swop.org](http://www.swop.org).

### Digital requirements:

- Create ads at 100% of final print size.
- Acceptable media are CD-R and DVD in either IBM or Mac format.
- Preferred file format is a "press ready" PDF. When distilling Postscript files, be sure all fonts are embedded and set your Distiller job options to the "press" setting. PDF files saved directly from InDesign also should use the "press" job option.
- If sending a flattened or locked file, such as a PDF, be aware that any changes are subject to additional production costs.
- LaViano accepts files created using Adobe InDesign, Illustrator and Photoshop, as well as QuarkXPress. When

submitting a QuarkXPress document, please also include a "press-ready" PDF.

- All printer and screen fonts must be included.
- Acceptable graphic file formats are PDF, Photoshop Tiff, or EPS. Flatten all layered Photoshop files and outline fonts on Illustrator files. Do not compress with LZW encoding.
- All graphics must be saved as CMYK. Otherwise, RGB color will be converted to CMYK for printing, and the advertiser will be charged \$50 for file conversion.
- Image resolution must be a minimum of 300 dpi. Line art must be set to a minimum of 1200 dpi.
- For proper trapping in the computer-to-plate process, all image backgrounds must be set to "NONE."
- Unless special ordering an additional color, all spot and Pantone-specified colors should be converted to CMYK color.

## GENERAL INFORMATION

**Copy restrictions:** Publisher reserves the right, at its absolute discretion and at any time, to reject advertising materials.

**Content responsibility:** Advertisers are solely responsible for the content of their advertisements placed and printed. Publisher accepts no responsibility for typographical errors. Advertiser hereby indemnifies publisher against any claims relating to unauthorized use of content or art.

**Position guarantees:** Position is guaranteed for covers, first two spreads, and opposite table of contents only.

**Shipping:** Space contracts, insertion orders, camera-ready copy and proofs should be addressed to:  
Advertising Department, Wainscot Media  
110 Summit Avenue, Montvale, NJ 07645, 201.505.5899  
e-mail: [thomas.ragusa@wainscotmedia.com](mailto:thomas.ragusa@wainscotmedia.com)

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## INSERTION ORDER

**Issue Dates:**  Holiday 2008  
 Spring/Summer 2009

**Size:**  Full Page  Spread

**Rate/Frequency:**  1X  2X

**Order Date:**

**Customer:**

Address:

Contact:

Phone:

Fax:

E-mail:

Website address:

**Bill to (if different):**

Address:

Contact:

Phone:

Fax:

E-mail:

**Position requested:**

Client Signature

Date

AE Signature

Date

**Please fax the signed contract to 1-856-797-2242.**

**Per issue**

**Ad rate**

Production charges (if applicable)

+

**Subtotal**

=

Pre-payment discount

-

**Total net rate**

=

**Billing comments:**

Credit application

Prepay  Credit card  Check  Credit memo issued to Germany

**Billing preference:**

INITIALS Billing, net 30. All payments past due 15 days will automatically be charged to the credit card listed below. Your Initials are required.

INITIALS Automatically charge my credit card. Your initials are required.

**Credit card type:**

**Card number:**

**Card verification #:**

**Cardholder name:**

**Billing address:**

**City, State & Zip:**

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