Northern New England Journey inspires members to experience and explore their region and beyond.

As North America’s largest motoring and leisure travel organization, AAA provides more than 55 million members with travel, insurance, financial, and automotive-related services. AAA remains dedicated to serving members since our founding in 1902 and continues to be a trusted authority to its membership and one of today’s strongest and most recognized brands.

Northern New England Journey, the magazine for AAA members in Maine, New Hampshire and Vermont, delivers insider access to local and national destinations, smart travel advice, immersive photography, captivating features and expert reporting on hotels, delectable food and current community events to over one million households.

Northern New England Journey’s rich and engaging content offers an appealing and effective platform for reaching over 1.2 million readers throughout Northern New England six times per year.
Connect with AAA

AAA publications reach members through multiple touch points.

As a membership organization, AAA stays in constant communication with our members through regional magazines.

_Northern New England Journey_ connects readers with advertisers through relevant content and thoughtful messaging creating engaging interactions and meaningful impressions. Become part of the AAA experience and connect with a vast community of consumers and travelers throughout Northern New England.
Northern New England Journey readers spend more, travel more often and live more active lifestyles than the average Northern New England adult.

Readers are engaged with Northern New England Journey

80.8% read 3 or 4 out of 4 issues received
80.8% spend at least 15 minutes reading an average issue of Northern New England Journey
72.4% took action as a result of reading Northern New England Journey

Readers trust and are inspired by Northern New England Journey

87.4% are inspired to travel to destinations featured in Northern New England Journey
75.3% feel encouraged to visit businesses advertised in Northern New England Journey
58.8% took actions related to travel planning as a result of reading Northern New England Journey

Demographics

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Men</td>
<td>37.0%</td>
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<tr>
<td>Women</td>
<td>63.0%</td>
</tr>
<tr>
<td>Married/Couples</td>
<td>68.4%</td>
</tr>
<tr>
<td>Children at home</td>
<td>11.6%</td>
</tr>
<tr>
<td>Median Age</td>
<td>59.0</td>
</tr>
<tr>
<td>Age &lt;55</td>
<td>36.7%</td>
</tr>
<tr>
<td>Median HHI</td>
<td>$68,387</td>
</tr>
<tr>
<td>HHI $100,000+</td>
<td>30.2%</td>
</tr>
<tr>
<td>Own home</td>
<td>79.2%</td>
</tr>
<tr>
<td>Median value of owned home</td>
<td>$217,163</td>
</tr>
<tr>
<td>Attended/graduated college</td>
<td>90.2%</td>
</tr>
<tr>
<td>Bachelor’s Degree+</td>
<td>58.9%</td>
</tr>
</tbody>
</table>

Readers and Northern New England Journey

Readers turn to Northern New England Journey for travel advice, current events and areas to explore near and far.

Northern New England Journey features exciting recommendations on a variety of destinations and activities, from local events and emerging neighborhood restaurants to quick weekend getaways and exhilarating international vacations.

Through expressive commentary and fresh editorial content, Northern New England Journey motivates readers to discover everything their region has to offer.

81.4% of Northern New England Journey readers took a leisure trip in the last 12 months.

Types of leisure travel taken by Northern New England Journey readers

- **55.1%** took a Road trip
- **43.5%** took a Weekend getaway
- **57.6%** took a Domestic vacation
- **20.3%** took an International vacation
- **10.5%** took a Cruise

Source: 2016 Northern New England Journey Reader Profile Study
# Editorial Calendar

**Travel, food, family and local events in every issue**

- **QuickEscape**: Getaway ideas for long weekends
- **Taste**: Restaurants, eateries and local celebrity chefs
- **Out&About**: Places to go, things to see, near and far

## January/February
- Montreal winter festival
  - Kennebunkport, ME
  - Scales, Portland, ME; Jacky Francois; scallops
  - Portland Museum of Art 100th anniversary and renovation
- Close: 11/1/2016
- In home: 12/27/2016

## March/April
- Cruising Europe and Caribbean
  - Frank Lloyd Wright’s 150th birthday
    - Bethlehem, NH
    - T.J. Buckley’s, Brattleboro, VT; New England boiled dinner
    - Portsmouth, NH, Athenaeum 200th anniversary
- Close: 1/4/2017
- Materials: 1/11/2017
- In home: 2/21/2017

## May/June
- Tri-State area food trucks
  - Bennington, VT
  - Cure, Portsmouth, NH; Nathan Rich; fiddleheads and ramps
  - Fort Knox, Maine, bridge 10th anniversary
- Close: 3/3/2017
- Materials: 3/10/2017
- In home: 4/22/2017

## July/August
- Boston’s Financial/Seaport District Participatory archaeology with Boston’s historian
  - Wiscasset, ME
  - Fresh Restaurant, Camden, ME; Matt Louis; blueberries
  - Bike Maine
- Close: 5/1/2017
- Materials: 5/8/2017
- In home: 6/23/2017

## September/October
- Historical reenactors
  - New ways to see fall foliage
  - Concord, NE
  - SoLo farm & Table, South Londonderry, VT; Aly Waks
- Close: 7/3/2017
- Materials: 7/10/2017
- In home: 8/24/2017

## November/December
- Photo Contest results
  - Old theaters host community arts
  - Woodstock, VT
  - Tamworth Lyceum, Tamworth, NH; Doug Paine; chowders
- Close: 9/1/2017
- Materials: 9/8/2017
- In home: 10/24/2017

Editorial calendar is subject to change.
2017 Rate Card

General Advertising Rates

Rate Card #19
Effective January 2017
All rates are gross

<table>
<thead>
<tr>
<th>4 Color</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
</tr>
</thead>
<tbody>
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<td></td>
<td>$12,320</td>
<td>$11,700</td>
<td>$11,090</td>
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<td></td>
<td>$8,620</td>
<td>$8,190</td>
<td>$7,760</td>
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<td></td>
<td>$7,400</td>
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<tr>
<td></td>
<td>$2,840</td>
<td>$2,700</td>
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<table>
<thead>
<tr>
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<td>$6,880</td>
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</tr>
<tr>
<td></td>
<td>$5,910</td>
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<tr>
<td></td>
<td>$2,250</td>
<td>$2,140</td>
<td>$2,030</td>
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</table>

Ad Sizes

Full Page & Spreads

- **Full page**
  7.875”W x 10.5”H
- **Spreads**
  15.75”W x 10.5”H

Add .125” bleed to all sides.
Live copy no less than .25” from trims.

2/3 Page

- **Vertical**
  4.5”W x 9.5”H

1/2 Page

- **Horizontal**
  6.875”W x 4.625”H

1/3 Page

- **Square**
  4.5”W x 4.625”H
- **Vertical**
  2.125”W x 9.5”H

1/6 Page

- **Vertical**
  2.125”W x 4.625”H

Source: 2016 Northern New England Journey Reader Profile Study
Print Advertising Specifications

Ad Close Dates

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<thead>
<tr>
<th>2017 Issue</th>
<th>Space Close</th>
<th>Materials Due</th>
<th>First Possible In Home Date</th>
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<tr>
<td>Mar/Apr</td>
<td>1/4/2017</td>
<td>1/11/2017</td>
<td>2/21/2017</td>
</tr>
<tr>
<td>Sep/Oct</td>
<td>7/3/2017</td>
<td>7/10/2017</td>
<td>8/24/2017</td>
</tr>
<tr>
<td>Nov/Dec</td>
<td>9/1/2017</td>
<td>9/8/2017</td>
<td>10/24/2017</td>
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</table>

Ad Sizes

<table>
<thead>
<tr>
<th>Full Page &amp; Spreads</th>
<th>2/3 Page</th>
<th>1/2 Page</th>
<th>1/3 Page</th>
<th>1/6 Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Full page</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.875&quot;W x 10.5&quot;H</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Spreads</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15.75&quot;W x 10.5&quot;H</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Add .125&quot; bleed to all sides.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Live copy no less than .25&quot; from trims.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Vertical</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.5&quot;W x 9.5&quot;H</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Horizontal</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6.875&quot;W x 4.625&quot;H</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Square</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.5&quot;W x 4.625&quot;H</td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>Vertical</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.125&quot;W x 4.625&quot;H</td>
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<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Digital Ad Requirements

All ads must be uploaded to https://acepubs.sendmyad.com

- Ads must be submitted as a PDF/X1a
- File must be flattened prior to saving as a PDF/X1a
- File must be high resolution (300 dpi)
- CMYK or grayscale (no spot colors, RGB, LAB, or ICC color profiles) with a maximum density of 300
- Fonts should be imbedded
- All marks including trim, bleed, center and color bars should be included in all colors and outside of the bleed area with offset at .1667 inch

*Please be sure that your advertisement is created to specifications prior to uploading. Your first upload on https://acepubs.sendmyad.com is FREE. Additional ad uploads may incur additional production charges.*

**Production questions?** Contact: JoAnn Granich • 714-885-2383 • granich.joann@aaa-calif.com

Source: 2016 Northern New England Journey Reader Profile Study
EDITORIAL OVERVIEW:
AAA Northern New England Journey is a magazine written and edited specifically for AAA Members in Maine, New Hampshire and Vermont. It offers timely coverage of local issues, plus vital consumer information about travel, insurance, automobiles and safety issues. In addition, the magazine contains departments offering expert advice for travelers and motorists, and money saving opportunities on local attractions, events and travel.

FREQUENCY: 6 times per year

TOTAL PAID & VERIFIED CIRCULATION

<table>
<thead>
<tr>
<th>Subscriptions</th>
<th>May/June 2016 Issue</th>
<th>%</th>
<th>Rate Base</th>
<th>Above (Below)</th>
<th>% Above (Below)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid*</td>
<td>551,686</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Verified</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Paid &amp; Verified Subscriptions</td>
<td>551,686</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single Copy Sales</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Paid &amp; Verified Circulation</td>
<td>551,686</td>
<td>100%</td>
<td>545,000</td>
<td>6,686</td>
<td>1.2%</td>
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</table>

PAID CIRCULATION BY ISSUE

<table>
<thead>
<tr>
<th>Issue</th>
<th>Paid Circulation</th>
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</thead>
<tbody>
<tr>
<td>Jan/Feb 2016</td>
<td>553,312</td>
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<tr>
<td>Mar/Apr 2016</td>
<td>554,173</td>
</tr>
<tr>
<td>May/Jun 2016</td>
<td>551,686</td>
</tr>
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</table>

3 YEAR TREND

<table>
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<tr>
<th>Subscriptions</th>
<th>2014</th>
<th>%</th>
<th>2015</th>
<th>%</th>
<th>2016</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid</td>
<td>534,128</td>
<td></td>
<td>543,917</td>
<td></td>
<td>551,686</td>
<td></td>
</tr>
<tr>
<td>Verified</td>
<td>N/A</td>
<td></td>
<td>N/A</td>
<td></td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Total Paid &amp; Verified Subscriptions</td>
<td>534,128</td>
<td></td>
<td>543,917</td>
<td></td>
<td>551,686</td>
<td></td>
</tr>
<tr>
<td>Single Copy Sales</td>
<td>N/A</td>
<td></td>
<td>N/A</td>
<td></td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Total Paid &amp; Verified Circulation</td>
<td>534,128</td>
<td></td>
<td>543,917</td>
<td></td>
<td>551,686</td>
<td></td>
</tr>
</tbody>
</table>

Year Over Year Percent of Change | 1.8% | 1.4%
Average Annualized Subscription Price | $2.00 | $2.00 | $2.00

*Membership subscription in force as of March 31, 2016
### CIRCULATION BY STATE AS OF JUNE 30, 2016

<table>
<thead>
<tr>
<th>State</th>
<th>Paid Subscriptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>19</td>
</tr>
<tr>
<td>Arizona</td>
<td>261</td>
</tr>
<tr>
<td>Arkansas</td>
<td>16</td>
</tr>
<tr>
<td>California</td>
<td>377</td>
</tr>
<tr>
<td>Colorado</td>
<td>173</td>
</tr>
<tr>
<td>Connecticut</td>
<td>308</td>
</tr>
<tr>
<td>Delaware</td>
<td>21</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>24</td>
</tr>
<tr>
<td>Florida</td>
<td>2,420</td>
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<tr>
<td>Georgia</td>
<td>142</td>
</tr>
<tr>
<td>Idaho</td>
<td>25</td>
</tr>
<tr>
<td>Illinois</td>
<td>60</td>
</tr>
<tr>
<td>Indiana</td>
<td>43</td>
</tr>
<tr>
<td>Iowa</td>
<td>16</td>
</tr>
<tr>
<td>Kansas</td>
<td>13</td>
</tr>
<tr>
<td>Kentucky</td>
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<tr>
<td>Louisiana</td>
<td>21</td>
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<tr>
<td>Maine</td>
<td>242,723</td>
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<tr>
<td>Maryland</td>
<td>100</td>
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<tr>
<td>Massachusetts</td>
<td>1,765</td>
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<tr>
<td>Michigan</td>
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<tr>
<td>Minnesota</td>
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</tr>
<tr>
<td>Mississippi</td>
<td>10</td>
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<tr>
<td>Missouri</td>
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<td>Montana</td>
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<tr>
<td>Nebraska</td>
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<tr>
<td>Nevada</td>
<td>63</td>
</tr>
<tr>
<td>New Hampshire</td>
<td>195,741</td>
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<tr>
<td>New Jersey</td>
<td>142</td>
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<td>New Mexico</td>
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</tr>
<tr>
<td>New York</td>
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</tr>
<tr>
<td>North Carolina</td>
<td>353</td>
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<td>North Dakota</td>
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<tr>
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<td>Texas</td>
<td>201</td>
</tr>
<tr>
<td>Utah</td>
<td>44</td>
</tr>
<tr>
<td>Vermont</td>
<td>104,168</td>
</tr>
<tr>
<td>Virginia</td>
<td>188</td>
</tr>
<tr>
<td>Washington</td>
<td>140</td>
</tr>
<tr>
<td>West Virginia</td>
<td>15</td>
</tr>
<tr>
<td>Wisconsin</td>
<td>43</td>
</tr>
<tr>
<td>Wyoming</td>
<td>15</td>
</tr>
</tbody>
</table>

#### TOTAL 48 CONTERMINOUS STATES

**551,310**

#### TOTAL UNITED STATES

**551,355**

#### U.S. & POSS., etc.

**551,366**

<table>
<thead>
<tr>
<th>Poss. &amp; Other Areas</th>
<th>11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>-</td>
</tr>
<tr>
<td>International</td>
<td>-</td>
</tr>
<tr>
<td>Other Unclassified</td>
<td>-</td>
</tr>
<tr>
<td>Military or Civilian</td>
<td>11</td>
</tr>
<tr>
<td>Personnel Overseas</td>
<td>-</td>
</tr>
</tbody>
</table>

#### GRAND TOTAL

**551,377**

### DMA PAID SUBSCRIPTIONS BREAKDOWN AS OF JUNE 30, 2016

<table>
<thead>
<tr>
<th>DMA Region</th>
<th>Paid Subscriptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bangor, ME</td>
<td>46,418</td>
</tr>
<tr>
<td>Portland-Auburn, ME</td>
<td>189,817</td>
</tr>
<tr>
<td>Burlington, VT</td>
<td>104,168</td>
</tr>
<tr>
<td>Presque Isle, ME</td>
<td>6,488</td>
</tr>
<tr>
<td>Manchester, NH</td>
<td>195,601</td>
</tr>
<tr>
<td>Other</td>
<td>140</td>
</tr>
</tbody>
</table>

#### TOTAL DMA - ME/NH/VT

**542,492**
# Northern New England JOURNEY

**VERIFICATION OF CIRCULATION**

*USPS Form 3548*

<table>
<thead>
<tr>
<th>Publication Title</th>
<th>Northern New England Journey</th>
<th>Issue Verified</th>
<th>May/June 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issue Frequency</td>
<td>6 times per year</td>
<td>Date</td>
<td>March 29, 2016</td>
</tr>
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## Distribution Information

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<thead>
<tr>
<th>Distribution Category</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Direct Subscriptions <em>(Including gift subscriptions)</em></td>
<td>None</td>
</tr>
<tr>
<td>Total Number of Subscriptions as Part of Dues</td>
<td>551,886</td>
</tr>
<tr>
<td>Total Number of Paid Subscriptions Through Agents</td>
<td>None</td>
</tr>
<tr>
<td>Total Number of Direct Requests Including Internet and Telephone <em>(Only for requester publications)</em></td>
<td>None</td>
</tr>
<tr>
<td>Single Copies Sold Over Counter, Coin Machines, Street Vendors</td>
<td>None</td>
</tr>
<tr>
<td>Copies Furnished to News Agents and Dealers</td>
<td>None</td>
</tr>
<tr>
<td>Copies Purchased in Bulk Other Than News Agents and Dealers/Bulk Requests <em>(Not invariably paid)</em></td>
<td>None</td>
</tr>
<tr>
<td>Other Requested Copies</td>
<td>None</td>
</tr>
<tr>
<td>Advertiser Proof Copies <em>(No more than one copy per advertiser)</em></td>
<td>None</td>
</tr>
<tr>
<td>Exchange Copies</td>
<td>None</td>
</tr>
<tr>
<td>Other Paid Circulation <em>(Specify)</em></td>
<td>None</td>
</tr>
<tr>
<td>Nonsubscriber or Nonrequester Copies <em>(Other)</em></td>
<td>8,259</td>
</tr>
<tr>
<td>Total Paid/Requester Circulation</td>
<td>551,886</td>
</tr>
<tr>
<td>Total Distribution</td>
<td>559,945</td>
</tr>
<tr>
<td>Copies Furnished to News Agents and Not Sold <em>(Returned or destroyed)</em></td>
<td>None</td>
</tr>
<tr>
<td>Office Copies, Spoiled Checking Copies, etc.</td>
<td>1,450</td>
</tr>
<tr>
<td>Total Production</td>
<td>561,396</td>
</tr>
<tr>
<td>Percent Paid/Requester Circulation</td>
<td>96.5%</td>
</tr>
</tbody>
</table>

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with the United States Postal Service.

**Parent Company:** AAA Northern New England
AAA Northern New England Journey
68 Marginal Way
Portland, ME 04101-2444
P: (207) 780-6800
F: (207) 780-6914
www.aaa.com

VINCE TORRENUEVA
Postal Affairs

TAMARA HILL
Publisher

KATHY BOWYER
Manager Advertising Sales

Date Signed: 7/25/16
ADVERTISER INFORMATION

Rate Card 19
Effective January 2017

TERMS OF SALE
Net 30 days from date of invoice. First time advertisers must prepay by Ad Close date. Publisher reserves the right to request further prepayment for as long as Publisher desires.

COMMISSION
15% paid to recognized agency on space, position, color and bleed charges, provided the account is paid within 30 days from invoice date.

COMBINATION RATES
Sold in combination with AAA Western Magazine Network.

SHORTRATES AND REBATES
Each page or fractional page counts as one insertion. Frequency discounts may be earned with any combination of different size insertions used during a 12-month period. If a greater frequency discount is earned, a rebate will be made. If the billed rate is not earned, the short rate will be based on the number of insertions actually run during the contract period. See Advertising Contract Provisions for more details.

CANCELLATIONS
Must be received from advertiser in writing prior to Materials Due date; all orders non-cancellable after Materials Due date of relevant issue. (See Section C of Contract Conditions.)

SEND ALL INSERTION ORDERS TO:
Northern New England Journey
Attn: Publication Sales
3333 Fairview Road
Mail Stop A327
Costa Mesa, CA 92626-1698
Tel: 714-885-2356
Fax: 714-885-2335

COPY REGULATIONS
A. The caption line “ADVERTISEMENT” shall be printed at the top of advertisements that either carry no signature or resemble editorial pages.
B. When new ad material, covered by an uncanceled Insertion Order is not received by the applicable Materials Due date, copy run in the previous issue will be inserted.
C. The Publisher will not be bound by any terms or conditions, printed or otherwise, appearing on any order blank or copy instructions, when such conditions conflict with the Publisher’s Advertising Policy Guidelines, Advertising Contract Provisions or Rate Card.

CONTRACT CONDITIONS

ADVERTISING CONTRACT PROVISIONS
A. In order to place advertising with AAA Northern New England, the publisher of Northern New England Journey (“Publisher”), Advertiser (as defined below) shall complete and execute an Advertising Contract & Insertion Order (the “IO”) and together with the terms and conditions set forth in this Rate Card, collectively referred to as this “Contract”). “Advertiser” means the party designated in the IO as “CLIENT,” unless an “AGENCY” is also designated in the IO, in which event, the party designated as “AGENCY” shall be the Advertiser hereunder. “Publication” means the publication indicated in the IO shall be referred to as the “Publication,” and the issue(s) designated in the IO shall be referred to as the “Issue(s).”
B. Advertiser shall have the right, without liability to Publisher, to terminate the entire Contract at any time prior to the Ad Close date for the first insertion ordered under the Contract’s IO.
C. Once the Ad Close date for any Issue has passed, but the Materials Due date for that Issue has not yet passed, Advertiser may, by written notice to Publisher received prior to the Materials Due date, cancel Advertiser’s insertion for that issue by paying 10% (ten percent) of the Earned Rate.
D. Once the Ad Close date and the Materials Due date for any Issue has passed, Advertiser may only cancel an insertion for that issue with the written consent of the Publisher and upon payment of 100% (One hundred percent) of the Earned Rate for that insertion within 30 days after invoice date. Advertiser’s failure to provide materials for an insertion in an Issue on or prior to the Materials Due date for that issue shall be deemed a cancellation of such insertion, unless Publisher agrees in writing to an extension of the Materials Due date for that particular insertion.
E. Advertiser’s cancellation of any insertion specified in the IO automatically nullifies any rate protection and any preferred position reservation as to any remaining insertions specified under the IO.
F. Publisher shall have the right, at its option, to terminate this Contract at any time by written notice to Advertiser, in which event, subject to paragraph G below, Advertiser shall pay for insertions already published, and any Frequency Discount contracted for in the IO shall apply irrespective of the actual number of insertions published prior to such termination by Publisher. Such termination shall be effective in accordance with the provisions of paragraph R below.
G. Publisher shall have the right to terminate this Contract and any other agreements, contracts or insertion orders entered into by Advertiser and Publisher, at any time with or without notice to Advertiser upon the occurrence of any of the following (“Events of Default”): (i) a failure by Advertiser to pay in full any invoice on or prior to its due date, (ii) an insertion specified in the IO was not published within the Contract Period (as defined in the IO) as a result of one or more cancellations by Advertiser, or (iii) a breach by Advertiser of any other provisions of the Contract. In the event of such termination by Publisher, Advertiser shall pay Publisher for all insertions already published under the Contract at the Earned Rate. Failure of Publisher to terminate this Contract upon the occurrence of an Event of Default shall not be deemed a waiver of Publisher’s right to terminate this Contract by reason of any subsequent Event of Default.
H. Publisher reserves the right to revise its advertising rates at any time. Any new rate immediately applies to insertions not previously covered by the Contract’s IO. Insertions already covered by the IO may receive rate protection only if published in the six months immediately following the date when the new rates become effective. Advertiser may terminate this Contract on the date new rates become effective, provided that prior to said effective date, Advertiser gives to Publisher written notice of such termination; and, in the event of such termination, Advertiser shall only be liable for insertions already published and any Earned Discount contracted for in the IO shall apply irrespective of the actual number of insertions actually published prior to termination.
I. Publisher reserves the right at Publisher’s sole discretion to revise or reject any advertisement or portion thereof. Publication of advertising copy shall not affect the Publisher’s right to revise or reject the same copy thereafter. (See Advertising Policy Guidelines below)
J. Advertiser warrants and represents that any material submitted to Publisher is original; truthful and not misleading; does not violate any law or infringe the copyrights, trademarks, trade names, patents or other intellectual property rights of any other person; and contains no matter that is libelous, an invasion of privacy, an unlawful appropriation of the name or likeness, or otherwise injurious to the rights of any other person; and Advertiser has obtained all necessary consents prior to submission to Publisher. Advertiser assumes all responsibility for all content (including, but not limited to, text, representations, names, photographs, and illustrations) of advertisements printed. Advertiser agrees to indemnify, defend and hold Publisher, its officers, members of its Board of Governors, employees and agents, harmless against any and all claims, losses, liabilities and expenses, including attorney’s fees and legal expenses, resulting from or attributable to the publication of any material submitted by Advertiser under this Contract.
K. An IO that specifies pages or directs insertion of advertising in a special position or on a designated page or specifies “or omit” will not be accepted. Any provision in the IO specifying or barring the use of any page because of the kind of news or advertising on that page, on
its reverse side or on the facing page will not be legally binding upon Publisher but will be treated as a request only. Discontinuance of advertisements ordered “Till Forbid” (good until cancelled) and changes or cancellations of advertisements must be given in writing. No oral agreements will be recognized.

I. IN THE EVENT OF ANY ERROR OR OMISSION IN PRINTING OR OTHER INADVERTENT PUBLICATION OF AN ADVERTISEMENT, PUBLISHER’S LIABILITY SHALL NOT EXCEED THE COST OF THE SPACE USED OR THE COST OF THE INSERTION OMITTED, IN THE EVENT OF ANY OTHER BREACH OF PUBLISHER’S OBLIGATIONS UNDER THIS CONTRACT, PUBLISHER’S LIABILITY SHALL NOT EXCEED THE TOTAL AMOUNTS PAID BY ADVERTISER TO PUBLISHER UNDER THIS CONTRACT. Publisher shall have no liability under this paragraph unless it receives written notice of the error or omission no later than 30 calendar days after the issue date (as defined below) of the issue in which or with respect to which the error or omission occurred. The cover of each issue bears a designation consisting of (a) either one month, or two months separated by a forward slash, and (b) followed by year. The first day of the first month so designated shall be referred to herein as the “Issue Date.” (By way of example only, January 1, 2017 is the Issue Date of the Issue designated “January/February 2017.”) Where the same insertion is ordered for more than one issue, credit, if allowed, shall be for the first insertion only and may, at the sole discretion of Publisher, be given in the form of a credit against the next scheduled insertion. No adjustment will be made under circumstances in which Advertiser, its client or its agents are responsible for the error.

M. Advertiser authorizes Publisher, and any of its affiliates or agents, to obtain credit reports in Advertiser’s name at any time.

N. To the extent Advertiser fails to pay any invoice from Publisher when due, Advertiser further agrees that Publisher may refer Advertiser’s account to a collections agency. Advertiser acknowledges and agrees that Publisher, or any of its affiliates or agents, may from time to time report the credit experience of Publisher, or one of its affiliates, with Advertiser to third parties, including, without limitation, governmental authorities and credit reporting agencies. Advertiser hereby waives and holds Publisher harmless from and against any and all claims that Advertiser may have as a result of such reporting.

O. If Advertiser fails to pay an invoice from Publisher when due and payable, a late payment charge of 1.5% per month (or the highest rate permitted by law, if lower), will be applied, as of the thirty-first (31st) day after the invoice date, to the outstanding balance of such invoice and the agency commission, if applicable, as also revoked on the 31st day.

P. Publisher shall have the right at any time, at its sole discretion, to require prepayment for any advertising under this Contract. Publisher shall also have the right to make a demand for prepayment within five (5) business days after delivery to Advertiser of a written demand from Publisher therefore, Publisher shall have the right to immediately terminate this Contract and any other agreement or insertion order entered into by Advertiser and Publisher, without further notice to Advertiser and without any liability to Publisher.

Q. If Advertiser is an advertising agency placing advertising on behalf of a client:

1. This Contract shall have no force or effect until (a) such client has executed and delivered to Publisher a letter on a form provided by Publisher, providing for, among other things, such client’s liability in the event Advertiser fails to make timely payment of amounts owing to Publisher under this Agreement, or (b) Publisher waives in writing the requirement set forth in Clause (a).

2. This Contract creates a direct payment obligation of Advertiser to Publisher, irrespective of whether Advertiser is paid by its client, except to the extent Publisher receives valid payment from Advertiser’s client.

3. Advertiser shall not be entitled to any advertising agency commission with respect to any invoice unless such invoice is paid within 30 days of invoice date.

R. Any notice required or permitted to be given under this Contract shall be in writing and shall be effective immediately upon receipt if delivered personally or by reputable national overnight delivery service, or two (2) working days from mailing such notice if mailed through the United States mail, certified, postage prepaid, return receipt requested, and addressed to each party as follows: (i) if to Publisher at Northern New England Journey, 3333 Fairview Road, Mail Stop A327, Costa Mesa, CA 92626-1698, Attention: Publisher, and (ii) if to Advertiser, to the address(es) set forth in the boxes titled “Agency” and “Client” on the IO, to the extent either box is completed.

S. IN NO EVENT SHALL PUBLISHER BE LIABLE TO ADVERTISER FOR INDIRECT, SPECIAL, OR CONSEQUENTIAL DAMAGES ARISING OUT OF, OR RELATED TO, THIS CONTRACT, UNDER ANY THEORY OF LAW, EVEN IF PUBLISHER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

T. Advertiser agrees that no representations or warranties of any kind have been made to Advertiser by Publisher or by any of its agents and that no understanding has been made or agreement entered into other than that set forth in the Contract.

U. This contract shall be governed by the laws of the State of California. Any legal action relating to this Contract shall be brought in a State or Federal Court sitting in the County of Orange, State of California unless the parties agree, in writing, to Mediate, in which event, such Agreement to Mediate shall govern.

ADVERTISING POLICY GUIDELINES

A. All advertisements must be approved by the Publisher before they are deemed acceptable for publication in Northern New England Journey.

B. Publisher reserves the right to inspect or test any product or service to be advertised before the advertisement is deemed acceptable. Publication of any advertisement for a product or service tested by Publisher shall not be deemed an endorsement thereof by Publisher.

C. All advertising copy must comply with the guidelines established for editorial material in word, illustration, and design.

D. Priority of available advertising space will be given to Advertisers of products and services that bear a relationship to the demographics of Northern New England Journey subscribers. General categories include, but are not limited to: (1) automobiles, other vehicles, and transportation facilities; (2) accommodations, resorts, restaurants, recreational areas, tours, and cruises; (3) consumer electronics and sporting equipment; and (4) aftermarket products and services related to the above categories.

E. Advertisements of products or services in which Northern New England Journey has a special expertise or in which the ad might be construed as an endorsement must receive specific approval by the Publisher with regard to the veracity of the ad or the product or service advertised. Examples include (1) automotive products, (2) insurance products, (3) vehicle-repair business or products, (4) travel related products or services, and (5) group purchase plans.

F. Advertisements considered unacceptable (unless approved in advance in writing by Publisher in its sole discretion) include, but are not limited to, the following: (1) distilled spirits, tobacco products, any type of cigarettes, collectible coins, and precious metals; (2) all “per inquiry” arrangements; (3) personal vanity products (such as those claiming to restore hair, reduce weight, remove fat, increase bust size, restore youth, improve sexuality); (4) get-rich-quick schemes, speculative offerings, and any claims made to amass personal fortunes or to guarantee “winning” (5) garish displays, unacceptable posture of models, or advertisements that might appeal to sensuous or prurient interests; (6) political candidates or causes; (7) religious persons or doctrines; (8) escort services; and (9) illegal or questionable products or services. Advertisements for products or services not included in the categories set forth above may also be unacceptable if, in the opinion of the Publisher, they are considered inappropriate for publication in Northern New England Journey.