TERINARIAN HEALTH. BUSINESS. WELL-BEING.





A Letter from the Editor



Dear Reader,

At Bovine Veterinarian, we take pride in being the only business publication specifically targeted to veterinarians—individuals who devote much of their time to addressing the health needs of beef and dairy cattle. As only the third editor in the history of the magazine, I'm excited to continue its legacy of providing veterinarians with practical, actionable information they can use in the clinic or in the field, working side-by-side with farmers and ranchers.

In the year ahead, we will cover topics such as emerging and long-standing disease issues, vaccination protocols, nutrition, marketing and labor needs. We'll also explore new diagnostic tools and technology as well as practices that can help veterinarians take their clinical skills to the next level.

While I look forward to delivering in-depth information to readers with our print version of the magazine, you'll also see more timely, relevant information being available via bovinevetonline.com, enewsletters, podcasts and ebooks.

If you have a topic or idea you believe bovine veterinarians can benefit from learning about, drop me an email or give me a call. I look forward to working with you.

Sincerely,

Rhonda Brooks Editor

Bovine Veterinarian Content Team



Rhonda Brooks,

Editor, Content Projects Manager

Rhonda Brooks is the Editor for Bovine Veterinarian, the country's only business-focused publication that serves veterinarians. Her passion is working with the publication's first-class editorial team to develop and deliver stories that inform, educate and help veterinarians better serve their beef and dairy clients and livestock. She brings 35 years of experience as an editor, managing editor and agri-marketing communications specialist to her current role, which is grounded in her experiences growing up on a beef farm in southwest Missouri. An agricultural journalism graduate of the University of Missouri-Columbia, Rhonda has won more than a dozen communications awards throughout her career from the American Agricultural Editors Association and the National Agri-Marketing Association.

Contact Rhonda:

rbrooks@farmjournal.com

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eMedia Analyst Jenny Shaffstall

Art Director Lori Hays

Proofreader Megan LaManna

Vice President, Content Portia Stewart

Content Manager, Katie Humphreys

Producer Media

Our Editorial Mission

Providing solutions to beef and dairy veterinarians and other professionals to enhance animal production and management, operations and overall market performance while addressing social issues and consumer needs.



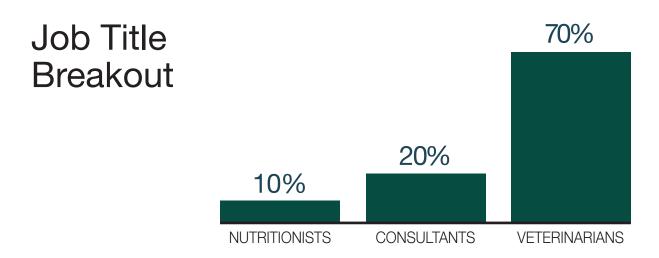
Circulation Overview



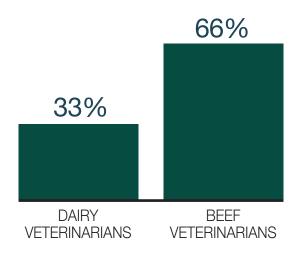
Bovine Veterinarian Total Circulation

13,734

Bovine Veterinarian offers the most comprehensive reach to these critical audiences with information that directly impacts their clients and practices.







Source: Publisher's data





Print Editorial Calendar



	CLOSING DATE	MATERIALS DUE	MAIL DATE	EDITORIAL CONTENT*	*Tentative content and publishing schedule subject to change.
JAN	12/4/20	12/14/20	1/8/21	 Vaccinations Displaced abomasum	
FEB	1/1/21	1/11/21	2/8/21	 Umbilical problems Deworming	
MAR/ APR	1/22/21	2/1/21	2/27/21	AnaplasmosisDry cow managementReadex Ad Study	
MAY/ JUN	3/19/21	3/29/21	4/22/21	LamenessAt-risk calves	
JUL / AUG	5/28/21	6/7/21	7/1/21	Cow comfortBusiness builders	
SEP	7/23/21	8/2/21	8/20/21	Septic arthritisConservation	
ОСТ	8/27/21	9/6/21	9/24/21	Labor needsGenetics	
NOV/ DEC	9/24/21	10/4/21	10/29/21	Antibiotic stewardshipVaginal prolapse	

Frequent Expert Series

• Feedlot Health Services Group — post-mortem series



Print Digital Broadcast Events Research



TECHNICAL SHEETS

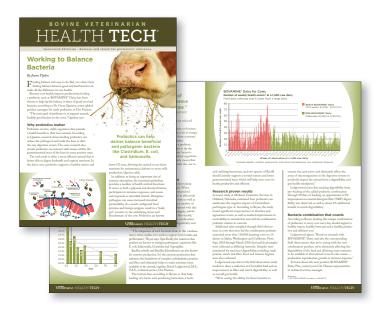
Customized content with exclusive sponsorship in a 4-page insert with Farm Journal branding. Includes your subject and full-page ad. Pricing starts at \$20,150.

- 4-page insert, designed to be a removable resource
- 3 pages of editorial content, 1 page for brand messaging
- High-impact, 4-color, 60# gloss text stock
- Up to 2,000 extra copies bulk distributed to one location

FOCUS REPORTS

Customized editorial with exclusive sponsorship opportunity in an 8-page gatefold insert. Includes 3 pages of your ads. Topics should be relevant industry issues and actionable. Pricing starts at \$26,600.

- 8-page insert, designed to be a removable resource
- 5 pages of editorial content, 3 pages for brand messaging
- High-impact, 4-color, 80# gloss text stock
- Up to 2,000 copies bulk distributed to one location





ALSO OFFERED

Advertorials

Content marketing

Custom publishing

OTHER FARM JOURNAL PUBLICATIONS

DROVERS Dairy Herd MILK PORK Producer PMG SCOOP The Packer FARM





Print **Digital** Broadcast Events Research



MOBILE KEYWORD AUTO RESPONDER

Have readers text a unique keyword to 31313 and keep the conversation going with your print, broadcast or other non-digital marketing campaigns. Keyword Auto Responder adds digital engagement and analytics to any campaign. Offered for full page ads only.

Each Keyword Auto Responder campaign includes three elements:

- Farm Journal shortcode (31313)
- Specific Keyword
- Content You must provide message assets in advance of the campaign including image, audio or video up to 400 characters of text and a URLcontent as follows:

LEGAL

One of the below must appear within the Keyword Auto Responder ad, dependent upon whether the ad is contest based.

OPTING IN FOR MESSAGES DISCLAIMER

By clicking this box you agree to receive text messages, telemarketing messages and/or prerecorded voice calls delivered using an automatic telephone dialing system. These messages will be sent from Farm Journal Mobile and may be accompanied by marketing messages. Consent is not required for purchase of products. Carrier message and

data rates may apply. More than one message may be delivered daily. To cancel, reply "No (Keyword)" For help, reply "HELP".

CLIENT SWEEPSTAKES PROMOTION DISCLAIMER

By texting in (Keyword) you agree to receive from Farm Journal one or more text messages about this sweepstakes delivered from an auto-dial system. No purchase required for entry. Message and data rates may apply. Reply "No (Keyword)" to cancel or "HELP" for help.



REPORTING

Each month, advertisers will receive a report on activity from the prior month, including the number of individuals who have responder to your keyword or clicked your link. For options on retargeting these individuals with additional messaging, please contact your Farm Journal rep.

Mobile Keyword assignments must be requested at least two weeks prior to the ad material close.



Print **Digital** Broadcast Events Research



RESOURCE CENTERS

Developed around a key industry topic and connected to Bovine Veterinarian brand website. Includes creation of promotional ads driving traffic towards the center. Pricing starts at \$5,000 per month.

- 100% sponsored content
- A content portal with at least three new updates per month
- Integrated multimedia campaigns to drive traffic to your Resource Center
 - Includes creation of promotional ads driving traffic towards the center.
 - Inline Native ad in BoVet eNewsletter
 - Native Ad targeting veterinarian audience across all FJ sites
- Analysis, audience profile reporting and optimization to improve content
- Optional Add-ons include increased digital promotions and turn key content creation

LEARNING CENTERS

Developed around a key industry topic and connected to Bovine Veterinarian brand website. Includes editorial and sponsored content as well as promotional tactics. Pricing starts at \$6,000 per month.

- Both editorial and sponsored content
- A content portal with at least three new updates per month
- Integrated multimedia campaigns to drive traffic to your Learning Center
 - Inline Native ad in BoVet eNewsletter
 - Native Ad targeting veterinarian audience across all FJ sites
- Analysis, audience profile reporting and optimization to improve content
- Optional Add-ons include increased digital promotions and turn key content creation

Also offered

Mobile optimized/ responsive design

Mobile custom T-Blast

Mobile pulse polls

IAB mobile advertising

IAB web advertising

High-impact units

Audience Extension off-site 1-to-1 veterinarian targeting (display, mobile, pre-roll, eNews, native)

Lead generation

Social

Video options



Print **Digital** Broadcast Events Research



CUSTOM WEBSITES

Your own custom microsite. Includes design and development along with metrics. Prices starting at \$30,000.

- Initial framework and design development
- Depth of site is developed by project goals
- Content can be customized for your project or we can use existing content
- Analytics to make actionable adjustments
- Site maintenance

DATABASE – PRECISION MARKETING

Audience Extension

Run-of-Network

Targeted eBlasts

Targeted text blasts

Targeted social media

Data licensing

Marketplace analytics

Customer list hygiene

Demographic appends

List rental

Dynamic mapping

Customer profiles and segmentation

Data-driven digital campaigns



Print Digital **Broadcast** Research **Events**



PODCAST

Manage production of a podcast using your spokespeople. Pricing starts at \$15,000 (5-part) and \$24,000 (10-part).

- 90-second to 15-minute podcast
- Promotion through the Farm Journal network
- Ownership of the podcast to distribute on your website, social media and emails
- Contact your National Account Manager for a detailed promotional outline equal to your investment

SHORT-FORM VIDEO

Develop a short-form video using your spokespeople. Pricing starts at \$5,000.

- 90-second to 3-minute video
- Promotion through the Farm Journal network
- Ownership of the video to distribute on your website, social media and emails
- Contact your National Account Manager for a detailed promotional outline equal to your investment

LONG-FORM VIDEO

Develop a long-form video using your spokespeople and industry experts. Pricing starts at \$7.900.

- 5- to 10-minute video
- Promotion through the Farm Journal network
- Ownership of the video to distribute on your website, social media and emails
- Contact your National Account Manager for a detailed promotional outline equal to your investment

LIVE FROM

AMERICAN ASSOCIATION OF BOVINE PRACTITIONERS (AABP) 2021 Conference

On-demand video from your trade show booth promoted beyond the event.

Live From \$5,000

- Freelance videographer
- Routing/project management
- Hosted page built, video player managed, etc.
- BoVet Week In Review Inline Native Ad
- Social targeting (Facebook approx. 20,000 impressions) for 1 week
- Native Run-of-Network package of 20,000 impressions

Live From Plus

Additional digital Live From promotion available upon request.

Virtual Live From

- Routing/project management
- Hosted page built, video player managed, etc.
- Promotional tactics match Live From

WEBISODES

Develop a bite-sized video using your spokespeople and industry experts. Pricing starts at \$7,500.

- :15 :60 video
- Compatible length for digital pre-roll ads and broadcast spots
- Ownership of the video to distribute on your website, social media and emails



Print Digital Broadcast **Events** Research



WEBINAR

Webcast promoting your topic or an editorial topic. Includes promotional package, recording, live Q&A and on-demand hosting. Pricing starts at \$11,000.

- Prerecorded 45- to 60-minute webinar with live Q&A optional
- Moderator provided
- Promotional efforts will include RON ads, eNewsletter promotions, eblasts and tblasts equal to investment

CUSTOM EVENTS

Your event designed with Farm Journal professional event planners. May include your speakers and our speakers. We handle promotion, logistics and details. Pricing starts at \$30,000.

- Event concepting, including theme, look and feel
- Event logistics, including venue, agenda and speakers
- Event promotion through the Farm Journal network

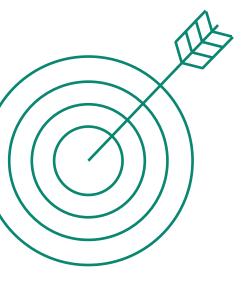
ROUNDTABLE

Forum for experts and industry leaders to have a discussion on a specific topic. Includes the actual event, moderator, and videotaping. Pricing starts at \$12,800 for virtual roundtable and \$32,000 for in-person roundtable.

- Event planning and execution
- Raw video footage of roundtable event
- Written transcript of roundtable event
- Option to promote via digital or print

Print Digital Broadcast Events Research





QUANTITATIVE AND QUALITATIVE STUDIES

Online, phone, mobile or print surveys with or without analysis. Pricing varies based on scope and details of project.

- Research studies are customized to meet your needs
 - o Brand survey
 - o Benchmark and tracking survey
 - o Issue management survey
 - o Perception survey
 - o Mobile survey
- Methodologies may include
 - o Online survey
 - o Print survey
 - o Phone survey
 - o Focus groups
 - o In-depth interviews
- o Secondary research
- Custom reports to communicate results

VETERINARIAN

Rate Card

Print Digital Broadcast Events Research



2021 PRINT RATES*

FOUR COLOR	1x	6x	12x	24x	DIMENSIONS
2-page spread	\$10,695	\$10,270	\$9,840	\$9,410	Each page 7.75" x 10.375" (bleed) / 7" x 9.625" (non-bleed)
1-page	\$ 5,350	\$ 5,135	\$4,920	\$4,705	8" x 10.75" (bleed) / 7" x 10" (non-bleed)
² / ₃ -page	\$ 4,170	\$ 4,005	\$3,840	\$3,670	4.375" x 9.625"
1/2-page spread	\$ 6,580	\$ 6,315	\$6,050	\$5,790	Each page 7.75" x 5.25" (bleed) / 7" x 4.75" (non-bleed)
1/2-page jr page	\$ 3,745	\$ 3,595	\$3,445	\$3,295	4.875" x 7.125" (bleed) / 4.375 x 6.625 (non-bleed
1/2-page vertical/horizontal	\$ 3,530	\$ 3,390	\$3,245	\$3,105	3.25" x 9.625" / 7" x 4.75"
1/3-page vertical/square	\$ 2,675	\$ 2,565	\$2,460	\$2,355	2.125" x 9.625" / 7" x 3" / 4.375" x 4.875"
1/4-page vertical/horizontal	\$ 2,355	\$ 2,260	\$2,165	\$2,070	3.25" x 4.75" / 4.375" x 3.5"
1/6-page vertical/horizontal	\$ 2,030	\$ 1,950	\$1,870	\$1,790	2.125" x 4.875" / 4.5" x 2.125"

MARKETPLACE RATES*

Marketplace ads are in the back of the magazine, with multiple ads per page. Dimensions are the same as above.

PAGE SIZE	1x	6x
1/2-page vertical/horizontal	\$1,550	\$1,490
1/3-page vertical/square	\$1,230	\$1,180
1/4-page vertical/horizontal	\$ 910	\$ 875
1/6-page vertical/horizontal	\$ 800	\$ 770
1/8-page vertical/horizontal	\$ 640	\$ 615

Print **Digital** Broadcast Events Research

3RD-PARTY eBLAST*

AUDIENCE SIZE	СРМ
10,000+	\$240
9,999 or under CPM	\$365
Vets, Nutritionists, Consultants, etc.	\$480

^{*}All rates are net full run and subject to change.

VETERINARIAN

Print Specs

Print Digital Broadcast Events Research





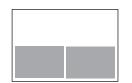
Spread (non-bleed) 7" x 9.625" each page

Spread (bleed) 7.75" x 10.375" each page



Full Page (non-bleed) 7" x 9.625"

Full Page (bleed) 7.75" x 10.375"



1/2-Page Spread (non-bleed) 7" x 4.75" each page

1/2-Page Spread (bleed) 7.75" x 5.25" each page



1/2-Page Vertical (non-bleed) 3.25" x 9.625"

1/2-Page Vertical (bleed) 3.75" x 10.375"



1/2-Page Horizontal (non-bleed) 7" x 4.75"

1/2-Page Horizontal (bleed) 7.75" x 5.25"



1/2-Page Island (non-bleed) 4.375" x 6.625"

1/2-Page Island (bleed) 4.875" x 7.125"



2/3-Page (non-bleed) 4.375" x 9.625"

2/3-Page (bleed) 4.875" x 10.375"



1/3-Page Vertical (non-bleed) 2.125" x 9.625"

1/3-Page Vertical (bleed) 2.625" x 10.375"



1/3-Page Square (non-bleed) 4.375" x 4.875"

1/3-Page Square (bleed) 4.875" x 5.375"



1/4-Page Vertical 3.25" x 4.75"



1/4-Page Horizontal 4.375" x 3.5"



1/6-Page Horizontal 4.5" x 2.125"



1/6-Page Vertical 2.125" x 4.875"

Trim Size: 7.5" x 10.125"

**Right reserved to crop up to .1875" from either side of a page to compensate for variations in trimmed page size depending upon page position in the magazine and the shingling effect of saddle stitch binding. Keep essential live matter at least .625" from bleed page width dimension at trim side of an ad. Keep type matter .25" from center fold in all gutter bleeds and .5" from bleed page depth dimension at head and foot of ad. For black & 1 color ads, the second color should be a process color or simulated using process colors. Matched colors are available by special arrangement.

Use caution for facing page spreads. Slight variations in gutter alignment occur. Therefore, it is essential that reader matter, lettering, rules and detail images which may spread across gutter be avoided when possible.

Printing Process: Web Offset Binding Method: Saddle stitched Magazine Trim Size: 7.5" x 10.125" Preferred Format: PDF/X-1a

Spreads: Spread format is acceptable with center crop marks indicated.

Photos and Graphics: Please be sure that all images within ads are high resolution (300 dpi).

Fonts: Fonts must be embedded in file.

Media Transfer: PDF/X-1a files are preferred. To upload, please send your file to *cignoffo@farmjournal.com*.

Printed inserts should be sent to:

LSC Communications Attn: Casey McCaskey 1600 N. Main St. Pontiac, IL 61764 Phone: (815) 844-1831

*All rates are net full run and subject to change.



BovineVetOnline.com

Digital Print **Broadcast Events** Research



2021 DIGITAL RATES

SIZE (Pixel)	EXPANDABLE SIZE (Pixel)	AD UNIT	NET CPM	FILE SIZE	FILE TYPE*	ANIMATION LENGTH
728X90, 300x250, 320x50	728x270 600x250	Leaderboard, Medium Rectangle, Mobile Banner	\$65	728x90, 300x250 (150KB), 320x50 (50KB)	JPG, GIF, HTML5* or 3rd-party tags	:15
300x600		Half page	\$65	200KB	JPG, GIF, HTML5* or 3rd-party tags	:15
100x100 50-character headline (includes spaces) 150-character body copy (includes spaces)		Native (text)	\$65	100K		

Native Ad Guidelines:

- Images and copy should avoid branding.Copy should read like editorial headlines.
- Content provided should not be pure product pages and should be "of use to the farmer." Suggested content includes white papers, blogs, educational tools and calculators, research studies or video content.

2020 SPECIAL AD . **OPPORTUNITIES**

AD UNII	
ROS Demo	Net CPM +
Targeting/Keyword	25%

OPTIONAL

2021 HIGH-IMPACT RATES

SIZE (Pixel)	AD UNIT	NET CPM	FILE SIZE	FILE TYPE*	ANIMATION LENGTH	OTHER
1380x90	Expanded Marquee	\$100 + 25% for targeting	350K	JPG, GIF, HTML5* or 3rd-party tags		
Top 3 units – 728x90 1x, 300x250 2x	Home page Road Block	\$165	100K	JPG, GIF, HTML5* or 3rd-party tags	:15	
640x480	Pre/Post-roll video	\$150	50MB	mp4 files at 1280x720, h264 encoded preferred	:15	
All display add sizes 728x90, 300x250, 320x50, 300x600	Exclusive Page Sponsor	\$5,000 flat rate per week				
640x480	Outstream Videos	\$150 Variable monthly inventory		Mp4, Vast 2.0 (Max size is 50MB, if using Mp4) Max rate: 29.97 RECOMMENDED length: 0:30		3rd-party Tracking / Click-vast or UTM Impression- 1x1 pixel URL or INS TagScript
640x480	Blended Video	\$120		Mp4, Vast 2.0 (Max size is 50MB, if using Mp4) Max rate: 29.97 RECOMMENDED length: 0:15 or 0:30		3rd-party Tracking / Click-vast or UTM Impression - 1x1 pixel URL or INS Tag Script



BovineVetOnline.com

Digital Print Broadcast **Events** Research



eNewsletters

BOVINE VET WEEK IN REVIEW ENEWSLETTER Delivered Saturday

CIRCULATION 12,330

AD UNIT	AVAILS	SIZE (Pixel)	NET PRICE	FILE SIZE	FILE TYPE
Marquee	1	970x250 ad unit jpg/gif/png	\$750		1 click URL
Module		This placement can be demo/geo targeted, 300x250 ad unit jpg/gif/png			
Medium rectangle	2	300x250	\$900	40K	Static JPG
Inline Native	1	100x100 logo or image Headline – 25 characters max Body copy – 75 characters max	\$800	40K	Static JPG for image, copy for headline and body, URL

*Farm Journal only accepts HTML5 in 3rd-party tags. This is to ensure functionality and tracking. We will work with clients without 3rd-party tags, but there is a cost of \$500 per creative associated with setup.





Hosted by Tyne Morgan

120+ Terrestrial Affiliate Network RFD-TV, Saturday @ 9:00 AM, and Sunday @ 3:00 PM, CDT

Audio simulcast on SiriusXM Rural Radio Channel 147

On Demand at AgWeb.com, Farm Journal TV app and the Farm Journal OTT platform



Hosted by Clinton Griffiths

111+ Terrestrial Affiliate Network RFD-TV, Monday-Friday, 8:00 AM, CDT

Audio simulcast on SiriusXM Rural Radio Channel 147

On Demand at AgWeb.com, Farm Journal TV app and the Farm Journal OTT platform



Hosted by Chip Flory

120+ Terrestrial Affiliate Network SiriusXM. Satellite Radio. RFD Rural Channel 147

Live streaming and On Demand at AgWeb.com and the AgriTalk App and wherever podcasts are found





Account Management Team





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ABOUT FARM JOURNAL

Farm Journal is the nation's leading business information and media company serving the agricultural market. Started 143 years ago with the preeminent Farm Journal magazine, the company serves the row crop, livestock, produce and retail sectors through branded websites, eNewsletters and phone apps; business magazines; live events, including conferences, seminars and tradeshows; nationally broadcasted television and radio programs; a mobile text marketing business; and an array of data-driven paid information products. Farm Journal also is the majority shareholder of the online equipment marketplace, Machinery Pete LLC. In 2010, Farm Journal established the non-profit, public charity Farm Journal Foundation dedicated to help sustain agriculture's ability to meet the vital needs of a growing population through education and empowerment.