

2020 Media Kit



# TABLE OF CONTENTS

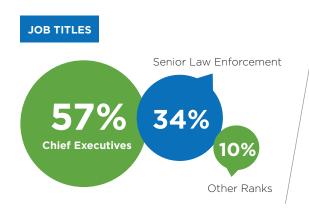
R	eader Profile	3
E	ditorial Calendar	5
A	d Rates & Specs	6
D	igital Opportunities	
	> PoliceChiefMagazine.org	8
	> Police Chief Update	9
	> IACP Monthly	10
ΙΔ	ACP Custom Content	11



## GAIN A SEAT AT THE CHIEF'S DESK



Police Chief magazine offers an unparalleled opportunity to market your products to police chiefs and important decision makers.





16% Federal/State/Tribal Agency

7% University/Campus Police

6% Sheriff's Department

1% Military/Security

2% Other

### PURCHASING POWER

87% involved in purchasing process

68% authorize or approve purchases

\$18.4 M	ILLIC	average opera for fiscal year	
Products/services revie	wed, recomme	nded, specified, or bought in t	he last 12 months.
Administrative	78%	Uniforms	65%
Investigation	72%	Communications	63%
Training	70%	Computer Hardware	62%
Transportation	67%	Tactical Equipment	59%
Weapons	67%	Traffic Enforcement	46%
Computer Software	66%	Homeland Security	43%

Source: IACP Readership Study, Ruzinsky Research, March 2017

## READER PROFILE

30,600 × 4

CIRCULATION READERS/COPY

= 122,400 TOTAL READERS

## **45 MINUTES 82%**

average time spent reading an issue of Police Chief

are regular readers (at least 3 of 4 issues) 73%

prefer Police Chief vs. other law enforcement publications

91%

took action after reading Police Chief



Actions taken as a result of reading Police Chief	
Shared or discussed an article with others	74%
Filed an article for future reference	41%
Visited an advertiser's website	34%
Shared or discussed an ad with others	28%
Requested additional information from a company, sales rep, or distributor	11%
Recommended the purchase of products/services advertised	10%

**AVERAGE READER ORGANIZATION** 

SERVES:

**277,800 CITIZENS** 

EMPLOYS:

**275 SWORN OFFICERS** 

Sources: IACP Readership Study, Ruzinsky Research, March 2017



## **EDITORIAL CALENDAR**

Published by the **International Association of Chiefs of Police**, *Police Chief* has been connecting law enforcement leaders to their colleagues' best practices, solutions, products, and services for nearly 80 years. Strict editorial standards consistently yield the highest quality publication possible. It's no wonder readers prefer *Police Chief* over other competing publications by a wide margin.

Issue	Editorial Focus	Bonus Distribution	Closing + Mail Dates
January	Leadership Product Feature: Communications Equipment		Space: Nov 25 / Art: Dec 3 Mails: December 30
February	Investigations Product Feature: Virtual Reality & Simulator Training Systems		Space: Dec 4 / Art: Dec 27 Mails: January 29
March	Innovations in "Smart" Policing Product Feature: Asset Management Technology	IACP Technology Conference	Space: Jan 23 / Art: Feb 3 Mails: February 26
April	Buyer's Guide Issue Recruitment & Retention Product Feature: Forensic Tech Tools		Space: Feb 18 / Art: Mar 2 Mails: March 18
May	Officer Safety & Wellness Product Feature: Automated License Plate Readers		Space: Mar 17 / Art: Mar 30 Mails: April 29
June	Targeted Violence Product Feature: Mobile Technology		Space: Apr 22 / Art: May 4 Mails: May 28
July	Great Ideas Product Feature: Police Facilities	IACP Training Conference on Drugs, Alcohol, and Impaired Driving (DAID)	Space: May 21 / Art: May 28 Mails: June 24
August	Pre-Conference Issue Youth Safety & Engagement Product Feature: Cloud-Based Software		Space: Jun 17 / Art: Jun 29 Mails: July 29
September	Conference Pocket Guide Issue Emerging Issues in Traffic Safety Product Feature: Unmanned Aerial Systems		Space: July 24 / Art: Aug 4 Mails: August 26
October	Conference Issue Police & Policy Product Feature: Daily Policing Tools & Equipment	IACP Annual Conference	Space: Aug 21 / Art: Sep 1 Mails: September 23
November	Human Trafficking Product Feature: Online University Programs		Space: Sep 11 / Art: Sep 24 Mails: October 28
December	Post-Conference Issue Leveraging Data in Law Enforcement Product Feature: Vehicles		Space: Oct 26 / Art: Nov 3 Mails: November 25

Editorial calendar is subject to change.

## **AD RATES & SPECS**

Four Color	1x	3x	<b>6</b> x	12x	BG Rate
Full Page	\$4,625	\$4,475	\$4,245	\$3,755	\$5,385
Two-Page Spread	\$8,240	\$7,890	\$7,520	\$6,300	\$9,625
2/3 Page	\$3,460	\$3,340	\$3,205	\$2,855	\$4,020
1/2 Page Island	\$3,045	\$2,930	\$2,835	\$2,665	\$3,500
1/2 Page	\$2,905	\$2,780	\$2,610	\$2,430	\$3,330
1/3 Page	\$2,290	\$2,195	\$2,100	\$1,845	\$2,570
1/4 Page	\$1,970	\$1,835	\$1,720	\$1,635	\$2,230
1/6 Page	\$1,805	\$1,655	\$1,620	\$1,530	\$1,985

Cover Positions	1x	3x	6x	12x	BG Rate
Cover 2	\$5,550	\$5,370	\$5,095	\$4,510	\$6,470
Cover 3	\$5,320	\$5,150	\$4,880	\$4,315	\$6,200
Cover 4	\$5,785	\$5,600	\$5,305	\$4,695	\$6,735

Covers sold only on non-cancelable contracts. Add 10% to space rate for other premium position requests.

Black and White	1x	<b>3</b> x	<b>6</b> x	12x	BG Rate
Full Page	\$3,830	\$3,680	\$3,450	\$2,960	\$4,595
Two-Page Spread	\$7,045	\$6,695	\$6,325	\$5,105	\$8,435
2/3 Page	\$2,665	\$2,545	\$2,410	\$2,060	\$3,225
1/2 Page Island	\$2,250	\$2,130	\$2,040	\$1,870	\$2,705
1/2 Page	\$2,110	\$1,985	\$1,815	\$1,635	\$2,535
1/3 Page	\$1,495	\$1,400	\$1,305	\$1,050	\$1,770
1/4 Page	\$1,180	\$1,040	\$920	\$840	\$1,430
1/6 Page	\$1,010	\$860	\$830	\$730	\$1,190

BG = Buyer's Guide | All rates are gross | Written cancellations accepted prior to closing date; no cancellations accepted after closing date.

Ad Size	Width	Depth
Full Page (Bleed)	8.5"	11.125"
Full Page (Trim)	8.25"	10.875"
Full Page (Live)	7.75"	10.375"
Two-Page Spread (Bleed)	17"	11.125"
Two-Page Spread (Trim)	16.5"	10.875"
Two-Page Spread (Live)	15.5"	10.375"
2/3 Page Vertical	4.75"	9.75"
1/2 Page Vertical	3.5"	9.75"
1/2 Page Horizontal	7.25"	4.75"
1/2 Page Island	4.75"	7.25"
1/3 Page Vertical	2.25"	9.75"
1/3 Page Square	4.75"	4.75"
1/4 Page Vertical	3.5"	4.75"
1/6 Page Vertical	2.25"	4.75"
1/6 Page Horizontal	4.75"	2.25"

**Margins**: Bleeds on fractional ads are not accepted. There is a bleed allowance of 1/8" and a margin tolerance of 3/16". Keep essential elements within the live area (at least 3/8" from top, bottom, outer edges, and 1/2" from gutter edge).

Format: High-resolution PDF only. The recommended setting is PDF/X-la (Acrobat Distiller or InDesign). Fonts must be embedded, and files must use CMYK high-resolution images. Grayscale images can be used for black and white ads. Bleed and crop marks are required. Please include a color composite proof with your file. Composite proofs can be composite color print outs or TIFF files.

**Artwork Submission**: Please send artwork to Elizabeth Ferry at eferry@townsend-group.com

## **TECHNOLOGY EXPOSITION**

This is a new and exclusive opportunity to promote your technology or product.

For \$2,750, this promoted listing includes the following:

- Headline
- Image, 4" x 3"
- 100 words on your New Technology
- 100 words on your Company
- URL to drive traffic to your site

Image Format: High-resolution PDF only. The recommended setting is PDF/X-1a (Acrobat Distiller or InDesign). Fonts must be embedded, and files must use CMYK high-resolution images. Grayscale images can be used for black and white ads. Bleed and crop marks are required. Please include a color composite proof with your file. Composite proofs can be composite color print outs or TIFF files.

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### **IACP Advertising Sales Representatives**

#### **Companies 1-M**

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ebarrett@townsend-group.com

#### **Companies N-Z**

Hallie Brown 202.367.1229 hbrown@townsend-group.com

## POLICECHIEFMAGAZINE.ORG

### Average Unique Visitors/Month: 24,800 Average Monthly Page Views: 56,200

The *Police Chief* website offers readers access to the valuable content in *Police Chief* magazine anytime, anywhere with a digital device.

**Advertise today!** Prominent ad units along the right-hand side of every page ensure maximum visibility. Hurry, advertising space is limited! Call today to confirm your participation.

Ad Unit	Ad Size	Net Rate
Leaderboard	728 x 90	\$55 CPM
Half Page	300 x 600	\$65 CPM
Medium Rectangle	300 x 250	\$50 CPM
Sponsored Article	Spec below	\$3,000

- Minimum purchase of 20,000 impressions/month
- Space and artwork due 15 days prior to start of ad campaign
- Sponsored article: Homepage positioning for at least 2 weeks; IACP social media promotion: 1 tweet, 1 Facebook post; 20,000 impressions in 3rd medium rectangle placement to promote article. Video can be embedded in the article for an additional \$500.
- JPG or GIF; RGB color format; 72 dpi; Flash accepted; Limit animation to 7 seconds and 3 loops; 40 KB max
- Send artwork and target URL to Elizabeth Ferry at eferry@townsend-group.com



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## **POLICE CHIEF UPDATE**

Circulation: 41,000

Unique Open Rate: 27.7% | CTOR: 13.6%

Police Chief Update directs readers to the newest content posted on the Police Chief website. This monthly e-newsletter contains an issue summary, job postings, and more.

The exclusive advertiser will have ownership of two ad units and an opportunity to provide sponsored content. Limited availability. Call today for more information.

Ad Unit	Ad Size	Net Rate
Exclusive Advertiser	<ul><li>160 x 600</li><li>195 x 145</li><li>Sponsored content</li></ul>	\$6,000/issue

- Space and artwork due 15 days prior to issue date
- JPG or GIF; No animation; RGB color; 72 dpi; 40 KB max
- Sponsored content: Headline (5-8 words) and copy (45 words max)
- Send artwork and target URL to Elizabeth Ferry at eferry@townsend-group.com



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#### DIGITAL

## IACP MONTHLY

## AN INDISPENSIBLE SOURCE OF LAW ENFORCEMENT NEWS

Frequency: Monthly

Circulation: 41,000 opt-in subscribers

Unique Open Rate: 27.4% | Click to Open Rate: 6.8%

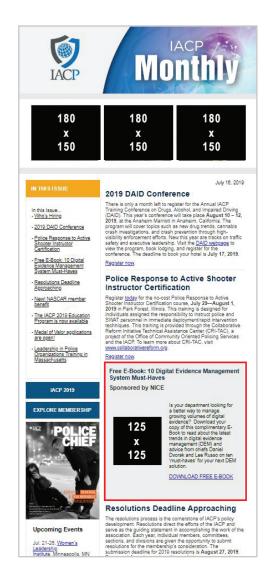
IACP Monthly is the official e-newsletter of the IACP and the go-to resource for influential law enforcement leaders, linking them to essential information about

- IACP events and resources
- Job postings
- IACP Blog updates and much more

Advertise in *IACP Monthly* today and share your products and services with an audience of more than 40,000 law enforcement decision makers!

Ad Unit	Ad Size	Net Rate
Rectangle	180 x 150	\$1,250/issue
Sponsored Content	55 character headline 200 character body 125 x 125 image	\$1,500/issue

- Insertion orders and materials are due 15 days prior to the newsletter issue date
- JPG or GIF format; No animation; 40 KB maximum
- RGB color format, 72 dpi
- Sponsored content limited to one (1) per issue
- Send artwork and target URL to Elizabeth Ferry at eferry@ townsend-group.com



## \*Please be aware of the following restrictions in regards to IACP Monthly Sponsored Content:

- Cannot promote content that contradicts IACP policies or stance on issues
- Must promote an event or resource (not a product)
- Language and content must be approved by IACP

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## WHITE PAPERS, CASE STUDIES & **CUSTOM CONTENT**

**BUILD STRONGER LEADS AND THOUGHT-LEADERSHIP** FOR YOUR ORGANIZATION



Ö

Getting Into High GEARS: Police in LaGrange. Georgia Use Crash-Reporting Technology to Manage Resources, Maintain Public Safety

Advances in automobile crash Advances in automobile crash reporting technology are helping law enforcement agencies across the country to better manage resources and keep their jurisdictions safe. One of the places where this is happening is LaGrange, Georgia, where Chief Louis Dekmar and the LaGrange Police Department have been leaders in improving traffic safety in their community.

statewide and sent to the state crash repository maintained by the Georgia Department of Transportation, Prior to 2009, that data was collected using paper forms, and months or years could pass before it was manually entered into an antiquated computer

"Police collect a lot of information," said Chief Dekmar, "but the challenge is getting that information out in a is getting that information out in a way that allows you to affect public safety and traffic." Due to the lag that existed between data collection and its eventual availability, police, local elected officials, and other public safety stakeholders were hamstrung in their ability to make data-driven decisions in a timely way.

When Georgia adopted a statewide system called Georgia Electronic Accident Reporting System (GEARS) to collect, store and analyze crash data, LaGrange, situated near the state's western border, was one of the first law enforcement agencies in the state to make use of the new technolog "It was about being able to use [data] in a way that better serves your community," said Chief Dekmar.

#### Why data matters

Vehicle crash data serves a number of functions in law enforcement and public safety. Highway research and public safety. Highway research and safety groups make use of it when they ask for traffic studies, transportation agencies and elected officials rely on it when planning new routes or putting traffic-calming devices in place, and for law enforcement officials and organizations like Chief Dekmar and the LaGrange Police Department, it is a vital need in order to make informed decisions about how to best deploy officers and resources.

#### Using data to boost efficiency Historically, according to Chief

Dekmar, crash data had to be processed manually and could take a significant amount of time to make its way into an accessible format. "Technology way into an accessible format. "Technology was paper and a pen. That was schemology." Chief Dekmar said of his beginnings in law enforcement. "I came in 40 years ago: 27 years as police chief and 40 years in policing, so yes, of course it was all paper." Officers would have to return to the station and transfer information from practice information from practice information from practices. transfer information from paper reports using desktop PCs, transitioning to laptops only in the late 1990s to early 2000s.

This was a common situation among Georgia This was a common situation among Georgia law enforcement agencies until the state implemented GEARS in 2009. Developed by a company that would eventually become a part of LexisNexis Risk Solutions, GEARS was one of the first statewide electronic crash reporting systems in the nation. And, due in part to a briefing on the new technology delivered to boost mambers of the Georgia delivered to board members of the Georgia Association of Chiefs of Police, Chief Dekmar was eager to take advantage of the solution and put it to use in LaGrange.

One of the major impacts of GEARS has been increased efficiency in deploying traffic enforcement personnel to high-priority locations. Chief Dekmar said, "We want fifty percent of our citations written in areas of the city where we have the most accidents or complaints. And GEARS certainly provides the guidance in assigning those areas."

#### Saving time and resources

Another advantage is a reduction in staff time spent analyzing data, "Given the size of our agency, we can't afford to have somebody spend a day or two pouring through [crash data]," said Chief Dekmar, adding that LaGrange had 2,444 accidents in

the previous year. Analysis at this volume level would significantly cut into time better spent on more critical tasks.

#### Achieving results: public se public safety

Chief Dekmar said the response to electronic reporting has been positive, cutting down on the need to make an in-person visit to the police department.

The additional speed and efficiencie nre additional speed and emciences provided by GEARS have had concrete impact on Chief Dekmar's department and on public safety in the city. The LaGrange Police Department has improved its ability to allocate officers and resources effectively to allocate officers and resources effectively in order to be responsive to citizens. Chief Dekmar said, "The expectations of the police are always expanding, and there are fewer social controls, whether they be in family, or community, or neighborhood, or education. The substitute for that when things go bad is always more police presence or more police involvement. You leverage everything you can in order to get those resources, and of course taking advantage of technology is one of those ways."

"Our citizens receive the benefit of better enforcement and safer roads," said Chief Dekmar, "GEARS is one piece of the puzzle that helps us improve traffic safety in our

From case studies to white papers, IACP offers a great selection of custom content options to build stronger leads for your organization.

Contact your sales rep today to learn how you can collaborate with IACP's editorial staff to produce a custom content product that delivers results and works best for your products and services.

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