

# Advertising Matters



# 2015 Advertising Planning Guide

In addition to display advertising in *QST*, the #1 US Amateur Radio journal, we offer a variety of effective advertising tools and services to promote and sell your products and reinforce your brand recognition.

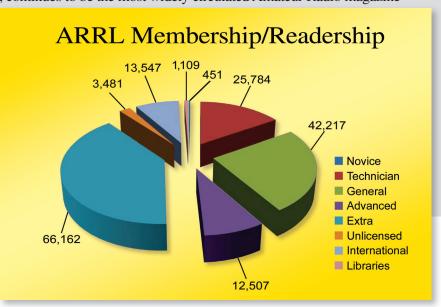
Our specialty advertising vehicles are listed throughout this issue and, for your convenience, we've also included a current copy of our *QST* display advertising rate sheet.

We hope you will use this issue of Advertising Matters as your ARRL advertising guide for the coming year.

As the American Radio Relay League begins 2015, our membership/reader numbers stand at over 165,000. Our monthly membership journal, *QST*, continues to be the most widely circulated Amateur Radio magazine

in the US, with an active membership and consistent growth. In addition to the above total, our monthly net Radio Store sales average 3,109 copies per month.

A breakdown (including current ARRL Family members) of our membership/readership is shown here. If you want the largest number of active, involved Amateurs to see your advertisements, *QST* is the place to be.



#### **Advertising Staff**

Debra Jahnke, K1DAJ, Sales Manager, Business Services Janet Rocco, W1JLR, Account Executive Lisa Tardette, KB1MOI, Account Executive Diane Szlachetka, KB1OKV, Advertising Graphic Design Zoe Belliveau, W1ZOE, Business Services Coordinator



www.arrl.org/advertising-opportunities

Toll Free: 800-243-7768
Direct Line: 860-594-0207
E-Mail: ads@arrl.org



Advertising Matters is published by ARRL

Please contact us for additional information on advertising in any of our publications.

# **QST** Theme and Product-Based Tear-out

In 2015, ARRL will offer a number of theme-based, 4-color tear-out advertising sections. Use these advertising vehicles to affordably and dramatically increase your presence. These unique *QST* advertising sections always receive special attention. We'll further enhance that attention via call-outs on the preceding page. Preferred placements and cover spots accepted on a first-come, first-served basis.

#### March 2015 QST - Antenna Time! Tear-Out

Many of our advertisers expressed their concern that our annual Antenna Issue was too late in the year for sales opportunities. Thus, March *QST* has become the antenna theme issue. The Antenna Time! tear-out section makes the perfect matching advertising companion.

Reservations must be received no later than January 19, 2015.

Materials must be received by January 22, 2015.

#### May 2015 QST - Dayton Tear-Out

This is an issue all readers look forward to. If you are planning to attend HAMVENTION®, this tear-out section is your opportunity to call attention to your presence—and direct people to your booth. This is the issue to offer "Dayton Specials" from your store counter top.

Reservations must be received no later than March 16, 2015. Materials must be received by March 19, 2015.

#### June 2015 QST - Field Day Issue - Upfront Insert Opportunity

June QST will carry the Field Day theme and contains a Field Day theme editorial insert. We will also insert a 6-page, 4-color Z-Fold advertising section immediately after page 16. Each page will carry a short folio at the bottom noting "Field Day Issue Advertising Section". Both full and partial page advertisements will be accepted. Reservations must be received no later than April 13, 2015. Materials must be received by April 16, 2015.



### October 2015 *QST* - The DXing Issue - Upfront Insert Opportunity

The theme of this issue is DXing. We plan an informative, absorbing issues that showcases just how much fun DXing can be. This 6-page, 4-color Z-Fold advertising section will immediately follow page 16. Each page will carry a short folio at the bottom noting "DXing Issue Advertising Section". Both full and partial page advertisements will be accepted.

Reservations must be received no later than August 17, 2015. Materials must be received by August 20, 2015.

#### December 2015 QST - Holiday Season Theme Tear-Out

No matter what your product line is, the Holiday season can make or break any sales year. This is the time of the year when buying moods run the highest—and you want your products, location and website right out front!

Reservations must be received no later than October 19, 2015. Materials must be received by October 22, 2015.

#### Your Own Exclusive QST Tear-Out

Devote your own tear-out to showcasing your entire line or provide readers with an in-depth look at a single product that you are promoting. You can go to the expense of printing and mailing this information yourself or take advantage of 8 full-color pages in tear-out format, delivered to the most active amateur radio operators around. With postage and printing costs on the rise, this feature is more attractive than ever before. We will also include a 1/3 page vertical call-out on the preceding page at no charge. **Your net cost: \$20,500.** 

#### 8-Page Tear-Out Section Pricing For QST Theme

Prices listed below are for additional or increased size advertisements. Advertisers who opt to transfer their page space previously committed to *QST* will be charged their regular page/color rate + 30%. Ad placements are "run of book", but we will make every effort to honor placement requests on a first come, first served basis.

These prices are NET and include 4-color at no additional charge - no other commissions, discounts, etc, apply.

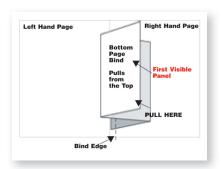
Pricing:			
Cover 2, 3, & 4 (Each)	\$3,375	1/4 Page	\$ 879
Full Page		1/6 Page	\$ 578
2/3 Page	\$2,142	1/8 Page	\$ 423
1/2 Page	\$1,655	1/12 Page	\$ 322
1/3 Page	\$1,130	1/24 Page	\$ 192

#### Pricing For Special Z-Fold Section – June and October 2015 QST

Prices listed below are for additional or increased size advertisements. Advertisers who opt to transfer their page space previously committed to *QST* will be charged their regular page/color rate + 40%. Ad placements are "run of book", but we will make every effort to honor placement requests on a first come, first served basis. These prices are NET and include 4-color at no additional charge - no other commissions, discounts, etc, apply.

#### **Pricing:**

First Z Page (when folded)\$3,800	1/4 F	⊃aαe	\$1,046
Last Z Page (when folded)\$3,500			\$689
Full Interior Z Page\$3,315			\$ 504
2/3 Page\$2,550			\$ 383
1/2 Page\$1,950			\$ 230
1/3 Page\$1.346		9	



## **Publication Advertising**

2015

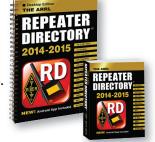
#### 2015-2016 ARRL Repeater Directory

Double your advertising exposure. All interior black and white advertising will be placed in BOTH the pocketsize AND desktop version of this popular ARRL title for one low price. In total, over 30,000 copies of the Repeater Directory are distributed each year.

Interior Black & White Advertising Pricing	
Full Page Interior (Black & White) – Preferred Position	\$ 475
Full Page Interior (Black & White) – Run of book	\$ 415
4-Color Cover Pricing for Pocket-Sized Edition – will appear in both versions for	or one low price.
Cover 2 & 3 (4 Color) (EACH)	
Cover 4 (4 Color)	

Call for special pricing if purchasing multiple cover advertising.

Reservations must be received by January 2, 2015. Materials are due January 9, 2015.



Existing QST ads may be used and we will be happy to convert interior ads to black and white.

#### 2015 ARRL General Class License Manual & ARRL General Q&A Manual - New Edition

They're the #1 Amateur Radio entry level study guides in the US. And we're offering a bonus. Place an advertisement in the new edition of The ARRL General Class License Manual and we'll put the same advertisement in the ARRL General Class Q&A Manual absolutely free. Interior advertisements are black and white. Cover advertisements are 4-Color.

Pricing:			
Cover 2	\$3,095	1/3 Page	\$430
Cover 3	\$2,985	1/4 Page	\$345
Full Page	\$680	1/6 Page	\$285
2/3 Page	\$589	1/8 Page	\$245
1/2 Page	\$510	1/12 Page	\$215
1/24 Page			, -

Reservations must be received by January 30, 2015. Materials are due February 6, 2015.

#### **ARRL's Quickstart Guide for All Hams**



It's not just for new hams anymore. This advertising vehicle now enjoys a broader distribution to upgrades and others as well, and will include valuable editorial hints, tips and articles. New licensees will still receive the *Quickstart Guide* as part of ARRL's membership package (via First Class mail) as soon as we receive their information from the FCC. In addition, this advertising/information booklet will also be available at ARRL, W5YI and other VEC upgrade sessions. It will also enjoy bonus distribution at Hamfests and Conventions. We currently plan a 32-page booklet, although demand may take the page count higher. Covers and requested placement positions on a first-come, first-served basis. Prices quoted below are your net costs—no extra charge for color. *QST* page specifications will apply – you can provide new material or pick up an existing *QST* ad.

1/3 Page\$1,235
1/4 Page\$880
1/6 Page\$720
1/8 Page\$510
1/12 Page\$385

Reservations must be received by June 23, 2015. Materials are due by June 30, 2015.

#### New for 2015! - Advertise in the Handbook and the Antenna Book and get the Combo Rate for each book! See below.

#### The ARRL Handbook for Radio Communications - 2016 Edition

Known as THE ARRL Flagship title, or simply "The Handbook", virtually every active Amateur buys or has access to this book. Revised each year, the Handbook is now being distributed in major book chains, libraries and other mainstream sales points as well as experiencing continuing popularity in the traditional Amateur market.

Pricing:	Regular	<b>Combo Price</b>	Pricing:	Regular	<b>Combo Price</b>
Cover 2 (4 Color)	\$3,115	\$2,336	1/4 Page Interior (Black &White)	\$ 287	\$215
Cover 3 (4 Color)	\$3,115	\$2,336	1/6 Page Interior (Black &White)	\$ 229	\$172
Full Page Interior (Black & White)	\$ 700	\$525	1/8 Page Interior (Black &White)	\$ 184	\$138
2/3 Page Interior (Black & White)			1/12 Page Interior (Black &White)		
1/2 Page Interior (Black &White	\$ 448	\$336	1/24 Page Interior (Black &White)	\$ 117	\$88
1/3 Page Interior (Black &White	\$ 358	\$269	,		

Reservations must be received by July 10, 2015. Materials are due by July 16, 2015. Book here in Oct. 2015

#### The ARRL Antenna Book for Radio Communications - New Edition

The ARRL Antenna Book for Radio Communications is devoted entirely to that pioneering spirit. In this one book, you will find all of the information you need for complete antenna systems—from planning, to design and construction. The Antenna Book describes antennas for nearly any frequency range and operating application: from the HF low-bands through VHF, UHF and microwave; fixed station, portable, mobile, maritime, satellite and more!

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Pricing:	Regular	<b>Combo Price</b>	Pricing:	Regular	<b>Combo Price</b>
Cover 2 (4 Color)	\$3,115	\$2,336	1/4 Page Interior (Black &White)	\$ 287	\$215
Cover 3 (4 Color)	\$3,115	\$2,336	1/6 Page Interior (Black &White)	\$ 229	\$172
Full Page Interior (Black & White)	\$ 700	\$525	1/8 Page Interior (Black &White)	\$ 184	\$138
2/3 Page Interior (Black & White)	\$ 560	\$420	1/12 Page Interior (Black &White)	\$ 147	\$110
1/2 Page Interior (Black &White	\$ 448	\$336	1/24 Page Interior (Black &White)	\$ 117	\$88
1/3 Page Interior (Black &White	\$ 358	\$269	,		

Reservations must be received by July 10, 2015. Materials are due by July 16, 2015. Book here in Oct. 2015

# **Advertising Deadlines & Info**

#### **QST** Advertising Deadlines

QST Issues:	Reservation Requested By:	Materials Due Dates:
JANUARY 2015	November 12, 2014 – Wednesday	November 14, 2014 – Friday
FEBRUARY 2015	December 12, 2014 – Friday	December 15, 2014 – Monday
MARCH 2015	January 19, 2015 – Monday	January 22, 2015 – Thursday
APRIL 2015	February 16, 2015 – Monday	February 19, 2015 – Thursday
MAY 2015	March 16, 2015 – Monday	March 19, 2015 - Thursday
JUNE 2015	<b>April 13, 2015</b> – Monday	April 16, 2015 – Thursday
JULY 2015	May 18, 2015 – Monday	May 21, 2015 - Thursday
AUGUST 2015	<b>June 15, 2015</b> – Monday	June 18, 2015 – Thursday
SEPTEMBER 2015	<b>July 13, 2015</b> – Monday	July 16, 2015 - Thursday
OCTOBER 2015	August 17, 2015 - Monday	August 20, 2015 – Thursday
NOVEMBER 2015	September 14, 2015 – Monday	September 17, 2015 – Thursday
DECEMBER 2015	October 19, 2015 – Monday	October 22, 2015 – Thursday
JANUARY 2016	November 13, 2015 – Friday	November 17, 2015 – Tuesday
FEBRUARY 2016	December 10, 2015 - Thursday	December 14, 2015 – Monday

#### **QST** Advertising Tearout Specialty Issue Information

QST Issue	Advertising Tearout	Theme Issue	Specialty Issue Information
JANUARY 2015	_	DIY	Do It Yourself Issue
FEBRUARY 2015	_	General	_
MARCH 2015	YES	Antenna	Collector Antenna Issue Containing 8-page, 4-Color Ad Tearout Section
APRIL 2015	_	General	_
MAY 2015	YES	Hamvention®	Collector Issue Containing 8-page, 4-Color Ad Tearout Section
JUNE 2015	YES	Field Day	Containing 6-Page, 4-Color Z-Fold Advertising Insert
JULY 2015	_	General	_
AUGUST 2015	_	General	_
SEPTEMBER 2015	_	EmComm	Collector Issue Containing 8-page, 4-Color Ad Tearout Section
OCTOBER 2015	YES	DXing	Collector DXing Issue
NOVEMBER 2015	_	General	_
DECEMBER 2015	YES	Holiday	Issue Containing 8-Page, 4-Color Ad Tearout Section

#### **NCJ** and **QEX** Advertising Deadlines

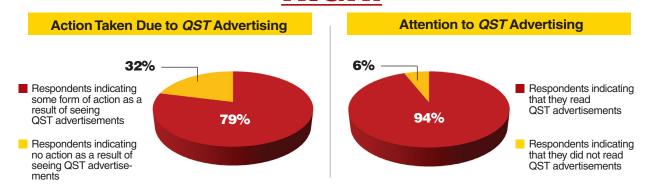
NCJ and QEX Issues:	Reservation Requested By:	Materials Due Dates:
January/February 2015	November 12, 2014 – Wednesday	November 14, 2014 – Friday
March/April 2015	January 19, 2015 – Monday	January 22, 2015 - Thursday
May/June 2015	March 16, 2015 – Monday	March 19, 2015 - Thursday
July/August 2015	May 18, 2015 – Monday	May 21, 2015 - Thursday
September/October 2015	July 13, 2015 – Monday	July 16, 2015 – Thursday
November/December 2015	September 14, 2015 – Monday	September 17, 2015 - Thursday

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FEBI S 1 8 15 22	M 2 9 16 23	<b>T</b> 3 10 17	<b>W</b> 4	5 12 19 26	<b>F</b> 6 13 20 27	<b>S</b> 7 14 21 28
MAR S 1 8 15 22 29	M 2 9 16 23 30	<b>T</b> 3 10 17 24	<b>W</b> 4 11	<b>T</b> 5 12 19 26	<b>F</b> 6 13 20 27	<b>S</b> 7 14 21 28
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JUN S	E 20	015 T	w	т	F	s
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NOV S	M	Т	W	Т	F	s
1 8 15 22 29	9 16 23 30	3 10 17 24	4 11 18 25	5 12 19 26	6 13 20 27	7 14 21 28
DEC S	EMI M	Т	W	Т	F	s
6 13 20 27	7 14 21 28	1 8 15 22 29	9 16 23 30	3 10 17 24 31	4 11 18 25	5 12 19 26

### **CPM and You**



# **QST** Advertising Effectiveness Level? **HIGH!**



Data gathered by Readex, a Stillwater, Minnesota research company.

CPM stands for Cost per Thousand and is one of the most commonly used bench marks in the advertising industry.

#### **How CPM is Calculated and Why Cost is Relative**

In magazine advertising, cost per reader is figured as CPM (cost per thousand). If a magazine charges \$100 for an ad and they have a circulation of 5,000, the CPM is \$20. If another magazine charges \$100 for an ad and has 15,000 readers, the CPM is \$6.66. Therefore you are paying less per reader for the magazine with the higher circulation. Using CPM alone, the obvious choice would be the magazine with \$6.66 CPM. But it's not quite that simple. If the magazine with the lower CPM doesn't have a core readership base likely to have a high interest level in your product or only reaches a small number of them, there are other things to consider—because that magazine with the \$6.66 CPM may very well produce much lower sales levels that match that low CPM. All that boiled down simply means this: just because it's cheaper doesn't mean it will produce the results you're looking for.

#### **Questions You Need to Ask**

Ideally, you want to market to the largest number of readers you can, whose interest level in your products will be high. One advantage of magazines, especially monthlies, is that they have a much longer shelf life than newspapers and other media; they are often browsed through for months after publication. So your ad might have an audience for up to six months after its initial insertion. Moreover, readers spend more time per sitting with a magazine, so there's more chance they will run across your ad. No matter which type of publication you're buying space in, be sure to ask the following questions before you purchase any ad space:

- What's the magazine's circulation?
- What are the demographics of the readers?
- How is it distributed?

- How often is the magazine published?
- What are the special sections or themes planned for the year?

#### **Timing is Everything**

You also need to be aware of the best time to place your ads. Buying one ad for one issue is not effective. Magazine advertising works by repeatedly putting the same message in front of people's eyes until it is noticed. The first time the reader sees it, it may catch their eye. By the time they've seen it four or five times, they will be poised to react.

#### Why QST?

QST, the membership journal to over 165,000 members of ARRL has the widest distribution of any magazine in the US, dedicated to Amateur Radio and Amateur Radio operators. Now, that number isn't padded with pass along rates (you read it and the assumption is that you'll pass it along to a friend—some magazines count that as "circulation") and free distribution. That's the core. Active hams and soon to be hams. Yes, we do have free distribution, dealer newsstand sales, and sales to libraries, etc., but those copies aren't included in that membership number. So your biggest question is who do you want to reach and how much do you want to sell?

To summarize, *QST*, by far, provides the highest level of targeted saturation you'll find for your advertising. Might readers also see your ad in other publications? A smaller number will. But, just based on the numbers, it's a pretty good bet that if the reader is an active amateur, they'll see it in *QST* as well.

# **ARRL Web Banner Advertising**

Advertising spots are subject to availability. In order to maximize visibility, a set number of advertisements are rotated through each advertising slot. Please check with us today to see if there's a banner slot to suit your needs.



#### Contact Info: Advertising Staff

The price for the 180 pixel wide x 150 high ad is \$125 per month, one month term minimum commitment.

Debra Jahnke, K1DAJ, Sales Manager, Business Services Janet Rocco, W1JLR, Account Executive Lisa Tardette, KB1MOI, Account Executive Zoe Belliveau, W1ZOE, Business Services Coordinator

Toll Free: 800-243-7768 **Direct Line: 860-594-0207** E-Mail: ads@arrl.org

## **Additional Ways to Advertise with ARRL**

#### **ARRL E-Newsletters**

Reinforce your message by advertising in one of our ARRL E-Newsletters. These newsletters are sent to a sub-set of ARRL members who have opted in to receive them. You'll be able to measure effectiveness by the click-through rates and be able to place timely specials (and change them frequently) in these electronic vehicles. At present we have three newsletters delivered right to our members' email addresses:

#### **The ARRL Letter**

Offering timely and late-breaking Amateur Radio news on a weekly basis. The circulation for this E-Newsletter stands at 92,000 and continues to grow.

#### The ARRL ARES E-Newsletter

Providing information related to all aspects of the Amateur Radio Emergency Service on a monthly basis. Over 41,000 ARRL members subscribe.

#### The ARRL Contest Update E-Newsletter

A must for over 36,000 contesters who want hints, tips and the latest contesting 411. This E-Newsletter is sent on a bi-weekly basis.

Space is limited to a small number of advertisements per newsletters and prices start as low as \$275.

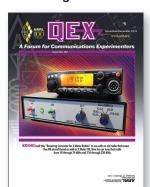
Contact us today for more information.



#### **Specialty Magazines**

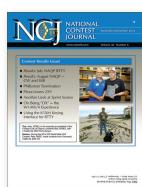
#### **QEX Communications Quarterly and NCJ (National Contest Journal)**

Published bimonthly in January/February, March/April, May/June, July/August, September/October and November/December. See Advertising Deadlines & Info Page for deadline details.



#### **QEX** Rates:

Full Page	\$773
3/4 Page	\$567
2/3 Page	
1/2 Page	\$412
1/3 Page	\$309
1/4 Page	
1/6 Page	\$155



#### **NCJ** Rates:

Full Page	\$412
3/4 Page	\$270
2/3 Page	
1/2 Page	\$185
1/3 Page	\$130
1/4 Page	
1/6 Page	\$78

#### **Classified Ham Ads**



Member Rate: \$1.00 per word

Non-Member Rate: \$1.50 per word

Company Rate: \$2.25 per word

Bolded: \$2.50 per word

1. Closing date for Ham Ads is the 15th of the second month preceding publication date. No cancellations or changes will be accepted after this closing date. Example: Ads received April 16th through May 15th will appear in July QST. If the 15th falls on a weekend or holiday, the Ham-Ad deadline is the

2. No Ham-Ad may use more than 200 words. No advertiser may use more than two ads in one issue. A last name or call must appear in each ad. Mention of lotteries, prize drawings, games of chance, etc. is not permitted in QST advertising.

3. Some restrictions apply. Contact us for details. Toll Free: 1-800-243-7767; Phone: 860-594-0209; Fax: 860-594-4285; Email: hamads@arrl.org

# **Advertising Sizes**

#### **Production Services**

#### **Get the Attention of More Customers!**

ARRL offers high-quality production services to advertisers. These services include graphic design, ad layout, and production. The services are utilized by advertisers seeking a special look for ads, or for those considering ways to expand their exposure to customers by placing larger ads (color, full or half page). ARRL staff works closely with advertisers, completing work at a nominal cost. All work is done at ARRL's headquarters in Newington, Connecticut, using the most current graphics capabilities and state-of-the-art production and imaging technology. Your ARRL Advertising Representatives can assist you with all of our production services.

If local facilities for advertisement layout are not available or convenient to your organization, the ARRL Advertising Department can assist you in the production process. Production services are also available for Ad creation.

Ads can be submitted on CD, e-mailed to ads@arrl.org

or you can upload your ad at

http://www.arrl.org/qst-advertising-specifications and click the ARRL Advertising UPLOAD SITE button.

#### We can work with the following PC files:

InDesign CS6 or earlier versions, Photoshop CS6 or earlier versions, Illustrator CS6 or earlier versions, Microsoft Publisher or High Resolution PDF files (300 DPI and fonts must be embedded.)

If you provide native files all fonts must be included.

#### **Advertising File Requirements:**

Electronic Files: PDF Files with Embedded Fonts

Native PC Files: All Fonts used

must be submitted.

For more information visit

http://www.arrl.org/advertising-and-other-business-opportunities



# 201

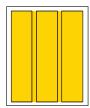


Full Page with <sup>1</sup>/<sub>8</sub>" BLEED

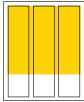
Document Size: 8.438" W x 11" H Crop Marks must be at 8.188" W x 10.75" H

Trim Size: 8.188" W x 10.75" H

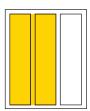
#### **Ad Sizes**



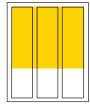
Full Page 7" W x 10" H



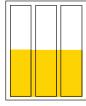
Three-fourths Vert.



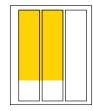
Two-thirds Vert. 4-5/8" W x 10" H



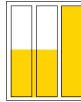
Two-thirds Horz.



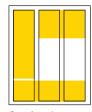
One-half Horz.



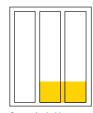
One-half Vert. 4-5/8" W x 7-1/2" H



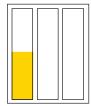
One-third 4-5/8" W x 5" H 2-1/4" W x 10" H



One-fourth 2-1/4" W x 7-1/2" H 4-5/8" W x 3-3/4" H 7" W x 2-1/2"H



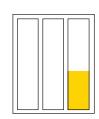
One-sixth Horz. 4-5/8" W x 2-1/2" H



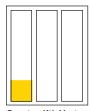
One-sixth Vert.



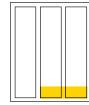
One-eighth Horz.



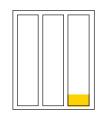
One-eighth Vert. 2-1/4" W x 3-3/4" H



One-twelfth Vert.

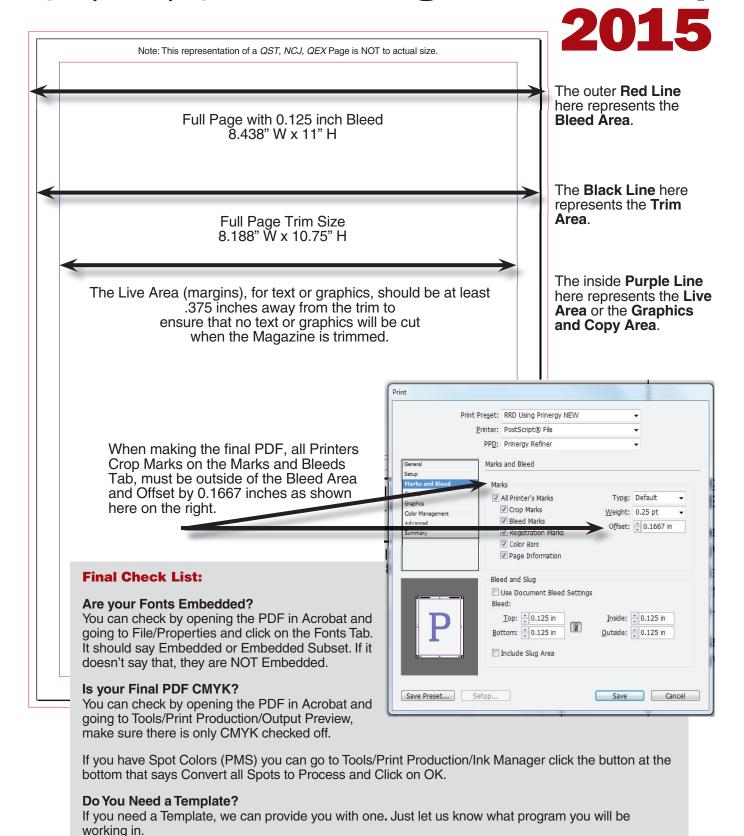


One-twelfth Horz.



One-twenty-fourth 2-1/4" W x 1-1/4" H

# QST, NCJ, QEX Advertising Document Set-up



If you have any questions, please feel free to e-mail me at: dszlachetka@arrl.org or call me at 860-594-0323.