



Access the Port Directory
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2011 RATES PORT OF BALTIMORE DIRECTORY

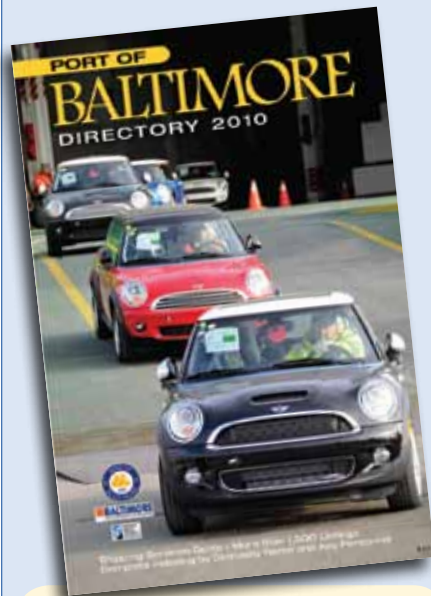
The Must-Have Resource for Maritime Industry Leaders!

ABOUT THE PORT DIRECTORY:

- ★ Lists more than 700 companies — from consolidators to truckers to warehouse operators — doing business with the Port.
- ★ Each entry includes contact information, including key personnel.
- ★ Special sections provide Maryland Port Administration and government agency facts and contacts.
- ★ Copies are distributed to the Maryland Port Administration, the Baltimore County Chamber of Commerce and key industry decision-makers for a readership of 15,000.
- ★ Includes a list of ports of call for shipping lines serving the Port.



This invaluable annual directory is used by decision-makers and purchasing agents at key Port businesses. High value equals high repeat use — and that means multiple exposures for your advertisement!



THE DIRECTORY FEATURES:

- Glossy Paper
- Four-Color Throughout
- Handy Divider Tabs!

MECHANICAL SPECIFICATIONS

STANDARD AD SIZES	INCHES WIDE	INCHES DEEP
Full Page	5	8
1/2 Horizontal	5	3-7/8
1/4 Horizontal	5	1-7/8
Trim Size	6	9
Bleed	6-1/4	9-1/4

ADVERTISING SPECIFICATIONS

- Platform: Macintosh only.
- Applications: Adobe Acrobat 9.0; Adobe Illustrator CS4 or CS5; Adobe Photoshop CS4 or CS5; Adobe InDesign CS4 or CS5.
- Ads may be submitted on CDs or uploaded to our FTP site (for instructions contact Chris Milton at 443-909-7832).
- Must be 4-color process (no Pantone Process).
- Files must be accompanied by: suitcase, printer and screen fonts; print-out of disk contents; composite and separation laser proofs; matchprint or Iris color proof. Graphic files should be CMYK tiff, eps, or PDF files (tiff files 300 dpi; Bitmap files 1200 dpi; eps files please convert type into paths or send fonts; PDFs must be optimized for CMYK print or press with fonts embedded and no RGB images placed).
- Advertisers providing non-camera-ready materials should contact Steve Lassiter for production services and charges.

ADVERTISING RATES

SPECIAL DISCOUNT!

Sign up for three issues of *The Port of Baltimore Magazine* — and receive a combination discount on your ad in the Directory!

FOUR-COLOR

	PORT DIRECTORY	COMBINATION RATE <i>with The Port of Baltimore Magazine</i>
Full Page	\$2,065	\$1,865
1/2	\$1,500	\$1,360
1/4	\$980	\$880

BLACK & WHITE

Full Page	\$1,550	\$1,395
1/2	\$1,135	\$1,030
1/4	\$735	\$660

PREMIUM POSITIONS*

Back Cover	\$2,830	\$2,565
Inside Front Cover	\$2,580	\$2,325
Inside Back Cover	\$2,450	\$2,215
Page One	\$2,450	\$2,215
Tab Dividers**	\$2,450	\$2,215
Opposite TOC	\$2,235	\$2,095

* Four-color ads only. ** Four positions available. All rates are net.

ADVERTISING DEADLINES

- Space/Non-Camera-Ready Materials 4/25/11
- Camera-Ready Materials 5/2/11
- Publication Date June 2011

FOR ADVERTISING INFORMATION:

Contact: STEVE LASSITER

443-909-7828 / E-mail: steve.lassiter@mediatwo.com / Fax: 410-825-4112
Media Two / 1014 West 36th Street / Baltimore, MD 21211

For ad production questions, contact: CHRIS MILTON
443-909-7832 / E-mail: chris.milton@mediatwo.com.