



the Friend
DISCOVER THE CONTEMPORARY QUAKER WAY

**Fresh
new look
for
2019!**

Media pack July 2019
Promote your message with a
colour advertisement,
PLUS new bigger ad sizes!

**Deliver your message to a vibrant
Quaker audience every week**

- Display • Inserts • Classified • Website •

George Penaluna, Advertisement Manager
54a Main Street, Cononley, Keighley BD20 8LL

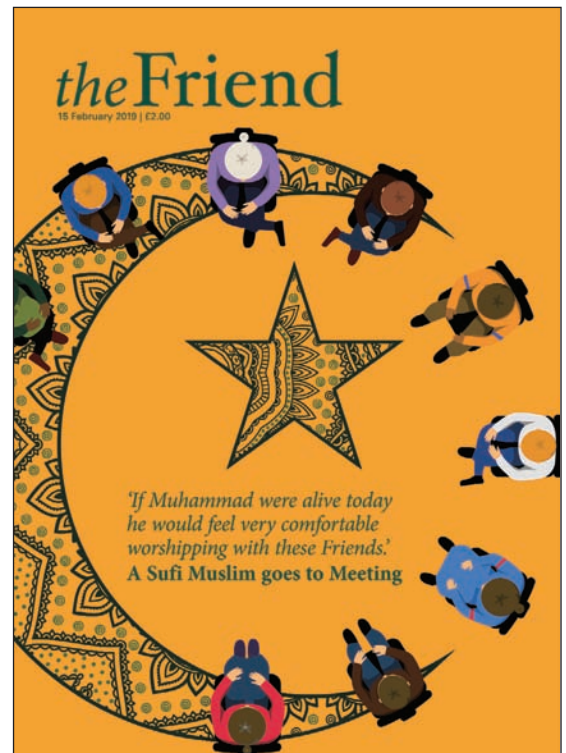
Direct line: 01535 630230 • Email: ads@thefriend.org

Colour advertisements every week - bring your message alive!

The Friend is read by an estimated 10,000 people who are in association with the Religious Society of Friends (Quakers) in Britain.

Your advertisement connects with people who are:

- **Highly educated** and predominantly professional/managerial, with 50% AB; 80% ABC1** Also, 65% are female, 35% male. 29% are vegetarian, 2.5% are vegan
- **Committed to spiritual fulfilment**, with 64% of readers holding one or more clerk or committee posts in the Society and 70% attend meeting almost weekly**
- **Avid readers**, 44% spend more than £60 a year on books. 60% spend 1 - 2 hours reading *the Friend* each week, with 12% spending more than 2 hours
- **Generous to social & environmental concerns**, 68% give between £100 and £1,000 a year to charity and 10% give over £1,000 a year. Charities favoured are: Development/relief 85%; Human rights 68%; Housing/homelessness 71%; Environmental 51%; Peace 49%; Educational 30%; Drugs/medical 29%; Animal 26%
- **Pro-active campaigners** 48% have written 1 - 4 letters to their MP or a government minister in the past year; 7% have written 5 - 10 letters and 2% have written 11 times or more.



"I've worked out that The Friend is consistently my most useful advertising..."
"Thank you again for your help..."

*"It looks so much better in colour...
yes please!"*



They really read the Advertisements!

87% of readers always or usually read the advertisements each week, with a huge 63% of readers actually replying to between one and four advertisements a year. And when they're not replying themselves, 64% of readers draw an advertisement to someone else's attention between one and four times a year!

Which ads do they look at most? Jobs - 39%; Holidays - 76%; Courses/workshops - 68%; Property for sale/ rooms to let - 43%; Goods/services for sale - 53%; Charities - 49%; Ethical investments/financial advice 36%

Circulation

Sales are approximately 95% via paid for postal subscription and 5% via Quaker meetings. There is a small but valuable international readership. Weekly print run 3,000 copies.

* Statistics taken from a 1997 readership survey which received 1460 replies, except items marked ** from research in Spring 2002.

Whatever your need... ...we have an advertisement format to suit!



"...it's wonderful to have someone who understands what you want without having to spell it all out!"

"Thank you for crafting such a clear and succinct text for my advertisement"

"I have just received a good enquiry from someone who had kept my ad for over a year!"

"...thanks to the generous response of Friends and Meetings to our [appeal] leaflet in The Friend."

Weekly publication schedule for rapid response - booking & copy deadlines

The Friend is published weekly, dated the Friday of each week. We have short lead times and your advertisement can usually appear in the very next issue.

- **Display**

To guarantee space, bookings for Display advertisements should be made 10 days before the Friday of publication. It is often possible to accommodate Display ads at shorter notice, up to the Monday of the week of publication, but is subject to space. All copy is due by 10am Monday morning.

- **Classified**

The copy date for Classified ads is usually Monday morning for that week's issue. It is sometimes possible to accept copy on Monday afternoon, but is subject to space.

- **Inserts**

Appeal inserts usually need to be booked 10 to 12 weeks or more in advance. Other leaflets can usually be accepted at shorter notice subject to availability.

- **Display**

Boxed advertisements in a wide variety of sizes which can include logos, photographs and drawings; with text in a range of fonts and sizes. You buy the space and can put whatever you like in it - within reason! Ideal for recruitment, courses, events, campaigning, ethical investment, books...

- **Inserts**

Loose inserts can be the most effective communication tool for fundraising and campaigning; membership recruitment; ethical investment and mortgages; magazine subscriptions and more. Just look at the 2017-18 inserts on the back cover. We only take two inserts each week, of which one can be an appeal. This results in much better impact and improved response rates. And remember, 95% of circulation is by postal subscription, so your leaflet always gets delivered.

- **Classified**

The 'small ads.' Low cost advertising in two set formats, in standard fonts and sizes. Ideal for holidays, courses, property for sale and to let, rooms to rent, goods for sale, personal services, job vacancies... just about anything! Standard linage at 60p a word and Semi-display at 90p a word, incl. VAT at 20%. Minimum 12 words. Discounts for multiple entries. Classified advertisements can be repeated in our new online Marketplace for just £1 per week, to achieve even greater reach for your message.

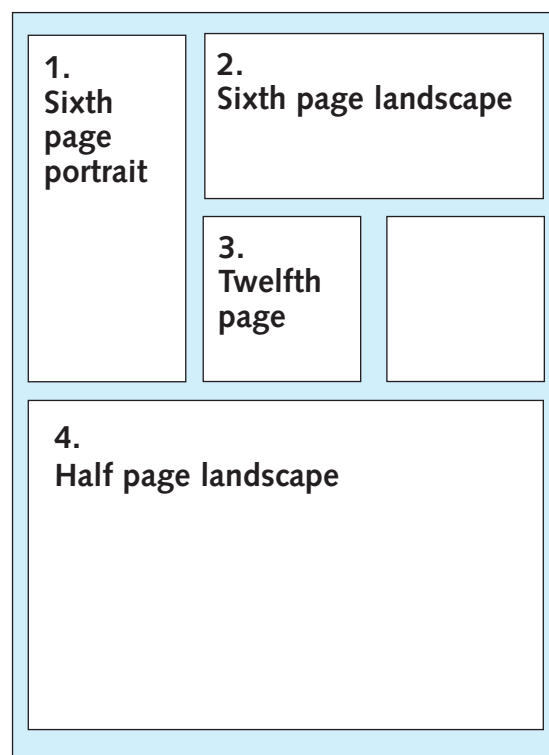
- **Website**

Our new website offers a fantastic opportunity to provide click-through connectivity, allowing our readers to link directly to your website. Available as boxes and banners, with a fantastic 50% discount for those placing Display ads or Loose Inserts in our printed edition.



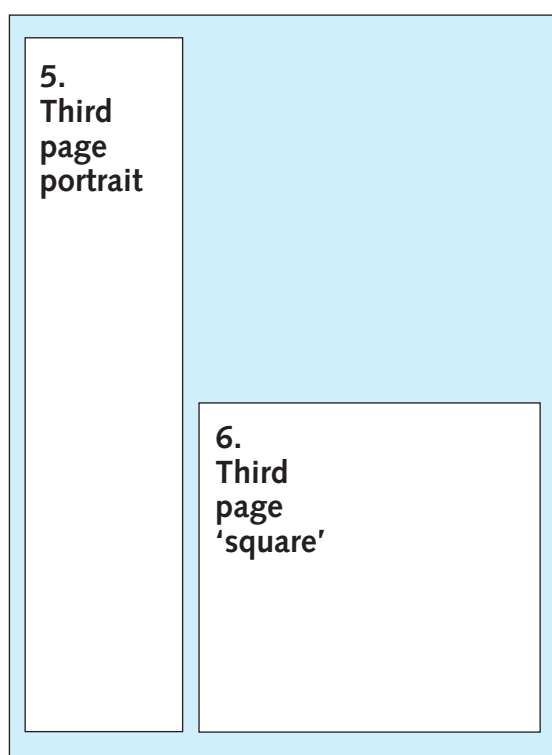
A great range of Display advertisement sizes and formats to suit your each and every need

- 1) Sixth page portrait**
114mm deep x 52mm wide. Great for shorter messages, courses, events, jobs. Good for 75-95 words plus logo.
- 2) Sixth page landscape**
55mm deep x 108mm wide. Ideal for longer headlines and just one or two points of information, perhaps 60-70 words.
- 3) Twelfth page**
55mm deep x 52mm wide. The small box with a big punch! Just the job for shorter messages.
- 4) Half page landscape**
114mm deep x 165mm wide. High impact, enough space for 200-240 words, incl. headline and response details, plus logo.
- 5) Third page portrait**
233mm deep x 52mm wide. Great for listings type ads, perhaps five or six courses or events; or two or three jobs.
- 6) Third page 'square'**
114mm deep x 108mm wide. Good general advertisement size.
- 7) Quarter page landscape**
55mm deep x 165mm wide. This 'letterbox' format has significant impact, especially running at the top or bottom of the page.
- 8) Quarter page portrait**
174mm deep x 52mm wide. Good for shorter 'listing' entries.
- 9) Half page portrait**
174mm deep x 108mm wide. Good general size. High impact with the possibility of placing a reply coupon at the bottom.
- 10) Full page**
233mm deep x 165mm wide. Also available in full bleed:
270mm deep x 195mm wide plus 3mm bleed on each edge.



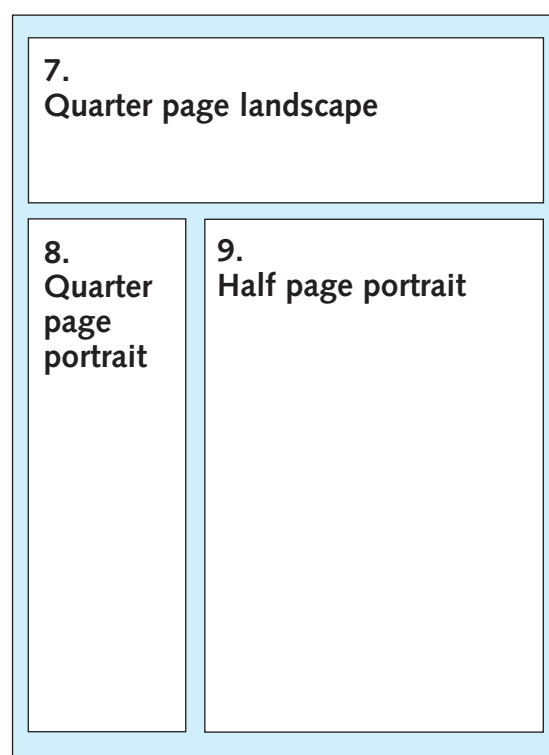
Colour or black & white?

For a small premium you can bring your message alive with a colour advertisement every week!



Want a sample copy or two?

Just ask!



Display advertisement rates 2019 - 2020

Quaker bodies

Price per entry. Rates excl. vat (where applicable).

SIZE	Colour 1 entry	Colour 6 entries	Mono 1 entry	Mono 6 entries
Full page 233mm deep x 165mm wide	£620	£558	£560	£500
Third page 233mm deep x 52mm wide <i>or</i> 114mm deep x 108mm wide	£216	£195	£200	£180
Sixth page 114mm deep x 52mm wide <i>or</i> 55mm deep x 108mm wide	£126	£112	£115	£103
Twelfth page 55mm deep x 52mm wide	£65	£58.50	£59	£52.50
Half page 174mm deep x 108mm wide <i>or</i> 114mm deep x 165mm wide	£310	£280	£284	£255
Quarter page 174mm deep x 52mm wide <i>or</i> 55mm deep x 165mm wide	£184	£165	£167.50	£150

Loose inserts - see full details overleaf, along with details of website advertising.

Plus, book an insert and take a supporting display and/or website advertisement at *half price*. Details overleaf.

Advertisement regulations

1. All advertisement copy is subject to acceptance by the Proprietors, who reserve the right to decline or omit any advertisement without assigning a reason.
2. The Proprietors while endeavouring to ensure that advertisements shall appear with all possible regularity, will not be held liable for any loss occasioned by the failure of an advertisement to appear from any cause whatever.
3. Advertisement matter may be changed as often as desired, but changes of copy must be supplied without application from the Proprietors and current copy will be repeated if new copy is not received by the recognised deadline for publication.
4. Placing of an order does not confer the right to renew upon similar terms.
5. Printed conditions which are contained in order forms other than those of the Proprietors, and which do not conform or are in addition to the Proprietors conditions, will not be recognised as binding. Any special conditions it is desired to include must form the subject of a separate written communication to us.
6. No responsibility can be accepted for artwork not claimed within three months after use.
7. Cancellation charges: Display advertisement cancelled within 10 days of date of publication 25% of cost. Loose insert cancelled within 4 weeks of date of insertion £200. Pre-paid classified advertisements subject to £5.00 refund charge.

Classified advertisement rates incl. vat

Standard lineage: 61p per word. Semi-display: 92p per word. These rates include vat at 20%. Box number first entry £5 then £1 per entry. 5-9 entries gives a 10% discount. 10+ entries gives a 15% discount.

Loose inserts in The Friend 2018

Insert prices

Each week we carry a maximum of two 'non-conflicting' loose inserts, only one of which can be an appeal leaflet.

Maximum weight normally 20 grammes (heavier inserts on request with a small postage surcharge), max. size 270mm x 195mm.

General appeal inserts £145 per thousand for 3,000 copies (£435). **Quaker and non-appeal leaflets** £369.75. Plus VAT where applicable.

Book an insert and take a supporting display and/or website advertisement at half price.

Increase your returns by adding a click-through advertisement on our new website (see www.thefriend.org)

We can now offer a great, value for money addition to our advertisement options.

Anyone taking an insert or display advertisement in The Friend can add a click through advertisement on our website at half price!

We carry a prominent Ad Box on each content page. These rotate randomly across all our content pages, so your message hits every type of reader - those looking at 'high traffic' pages and those searching obscure or historic articles!

Take a look at these great value rates:

	1 month	3 months
Banner	£80	£160
Half price	£40	£80

Remember to book your website ad when you place your insert or display order!

Technical details:

Advertisers must supply a jpg, png or gif file of their web ad. No other file formats are acceptable. Dimensions as follows:

Sidebar - 300 pixels wide x 250 pixels deep

You also need to provide a web address for your ad to link to.

January

British American Security Information Council + Friends in Tune
Global Justice Now + The Friend legacies
Unlock Democracy + The Friend subscriptions
Christian Blind Mission

February

Young Friends Appeal + Quaker UN Summer School
Womankind Worldwide
Peace Direct + Quaker Social Action Legacies
Bookaid + Free sample Friends Quarterly

March

Railway Children + Subversive Books Trilogy
Dignity in Dying + Quaker Action on Alcohol newsletter
Practical Action
Refugee Council + Quaker Peace Workers
Britain Yearly Meeting Contribution Pack + Free sample FQ

April

Beverley Quaker Meeting House Appeal
ORBIS
Mines Advisory Group (MAG International)
Peace Direct

May

Quaker Social Action
Practical Action
Ramallah Friends School + Peace Museum Newsletter
Refugee Council + Friends Southern Summer School

June

Bhopal Appeal + A Future for All conference
Womankind Worldwide + Quaker Action on Alcohol newsletter
ForcesWatch + Investing Ethically postcard
Friends of Hlekweni
Railway Children

July

Bookaid
Warwick Quaker Meeting Garden appeal
Women for Women
Christian Blind Mission

August

Practical Action
Refugee Council + Books from The Friend
Mercy Corps
Toybox + Friend Legacy
Bummana High School bursary appeal + The Kindlers

September

Scholarships for Street Kids (Burma)
Quaker Tapestry + Quaker Action on Drugs newsletter
Quaker Homeless Action Appeal
Quaker Social Action + Glebe House News

October

Britain Yearly Meeting Contributions + Rathbone Investments
Bookaid
Womankind + Quakers & Business Conference
Flora & Fauna Society + Jubilee Debt Campaign

November

Practical Action + Friend Legacy
Refugee Council + Gerbanna Ethical Food Service
National Youth Orchestra + Embrace the Middle East
Quaker Social Action + Shared Interest Society
Bhopal Medical Foundation + Peace Museum Newsletter

December

Quaker Service Belfast + Quaker Action on Alcohol newsletter
Railway Children
Ramallah Friends School