

Lighting & Sound America

entertainment, presentation, communication

The entertainment technology magazine
for the industry, by the industry

www.lightingandsoundamerica.com

Lighting & Sound America is PLASA's monthly publication for the Americas for lighting, sound, and staging professionals working in theatre, music, theatre architecture, film and TV, corporate a/v, houses of worship, and much more. *LSA* is highly regarded for our in-depth and engaging features and high-quality presentation, including the popular monthly Technical Focus and New Technology sections, comprehensive product reviews, and daily LSA Online News feed.

Lighting • Sound • Staging • Projection

- Music
- Theatre & Theatre Architecture
- Film & TV
- Houses of Worship
- Corporate A/V
- Themed Entertainment

TOTAL MONTHLY DISTRIBUTION: 11,000+

- Lighting designers
- Sound designers
- Technicians
- Rental and staging professionals
- And more!



the team

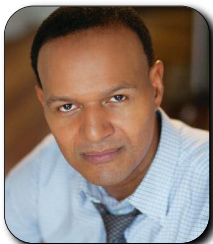
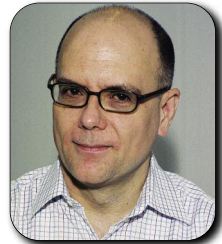


Jackie Tien
Publisher,
Director of
PLASA Americas

jackie.tien@plasa.org

David W. Barbour
Editor-in-Chief

david.barbour@plasa.org



Erick Pinnick
Media Sales Executive

erick.pinnick@plasa.org

Richard Cadena
Technical Editor

richard.cadena@plasa.org



Cindy Tennenbaum
Media Office Manager

cindy.tennenbaum@plasa.org

Elaine Miraglia
Assistant Editor

elaine.miraglia@plasa.org



Ramzi Kanazi
Publishing Coordinator

ramzi.kanazi@plasa.org

Beverly Inglesby
Associate Editor

beverly.inglesby@plasa.org



John Scott
Art Director

john.scott@plasa.org

Lighting&Sound
America

2020 Issue Deadlines

	LSA Ad Closing	LSA Artwork Due
January	January 6	January 8
February	February 5	February 10
March	March 6	March 12
April/May	April 14	April 20
June	June 2	June 9
July	June 30	July 17
August	August 17	August 24
September	September 18	September 22
October	October 16	October 22
November	November 13	November 17
December	December 4	December 8
Wallplanner		
December	December 11	December 15



2020 Rates

PLASA Premier members: 25% discount | Standard level: 10% discount

	One-Time	Six-Times	Twelve-Times
Full page	\$3,795.00	\$3,575.00	\$3,345.00
2/3 page	\$3,100.00	\$2,825.00	\$2,745.00
1/2 page	\$2,445.00	\$2,295.00	\$2,220.00
1/3 page	\$2,060.00	\$1,905.00	\$1,800.00
1/4 page	\$1,675.00	\$1,535.00	\$1,430.00
1/6 page	\$1,135.00	\$1,070.00	\$975.00

Covers: Add 15%

Live web link on all apps and digital versions: \$25.00 per month

Marketplace

Free for display advertisers

Non-Advertisers : \$100.00 per month

LSA E-Marketing

LSA Online: \$625 per month

LSA Marketing Email Blasts (11,500+ email addresses): \$675 per message

Artwork Dimensions

Width by Height in Inches

Full page (non bleed) : 7 x 10 inches

Full page bleed : 9.25 x 11.125 inches

Publication trim size : 9 x 10.875 inches

Live area : 8.5 x 10.375 inches (Please do not place text or logos outside this safety area.)

Please note: trim marks and pre-press markings should not be positioned within the bleed area. Please off-set marks at .125"

2/3 vertical : 5 x 9.875 inches

2/3 vertical bleed : 5.75 x 11.125 inches (trim size: 5.5 x 10.875 inches; live area: 5 x 10.375 inches)

1/2 vertical : 3.75 x 9.875 inches

1/2 vertical bleed : 4.5 x 11.125 inches (trim size: 4.25 x 10.875 inches; live area: 3.75 x 10.375 inches)

1/2 horizontal : 8 x 4.75 inches

1/2 horizontal bleed : 9.25 x 5.5 inches (trim size: 9 x 5.25 inches; live area: 8.5 x 4.75 inches)

1/2 island : 5 x 6.75 inches

1/3 vertical : 2.5 x 9.875 inches

1/3 vertical bleed : 3.25 x 11.125 inches (trim size: 3 x 10.875 inches; live area: 2.5 x 10.375 inches)

1/3 horizontal : 8 x 3 inches

1/3 horizontal bleed : 9.25 x 3.75 inches (trim size: 9 x 3.5 inches; live area: 8.5 x 3 inches)

1/3 square : 4.75 x 4.75 inches

1/4 vertical : 3.75 x 4.75 inches

1/4 horizontal strip : 8 x 2 inches

1/4 horizontal strip bleed : 9.25 x 2.75 inches (trim size: 9 x 2.5 inches; live area 8.5 x 2 inches)

1/6 vertical : 2.5 x 4.75 inches

1/6 horizontal : 4.75 x 2.25 inches

Marketplace : 2.5 wide x 2.25 inches high

LSA Online Ads : 200px wide x 150px high (Jpeg or GIF max of 75kb);
complete any animation within 5 seconds please.

LSA Marketing Email files : HTML only, maximum 620px wide by 1400px high (no jpgs please)

Digital Ad Specifications

File Requirements:

Please supply ads in digital format as one of the following: PDF or JPG format. JPG files should be in CMYK color format and 300ppi resolution. PDFs should be PDFX1a standard, with all fonts embedded and photos at a minimum of 300ppi, actual size, CMYK color, in tiff or jpg format. Please do not submit PDFs in RGB color or with spot colors. Illustrator EPS files are acceptable but should include outlined fonts and embedded CMYK color images.

Composed files can be e-mailed to: USArtwork@plasa.org (Please include advertiser name / issue date in subject)

Questions? +1-212-244-1505

Jackie Tien, jackie.tien@plasa.org – phone extension 716

Erick Pinnick, erick.pinnick@plasa.org – phone extension 722

Lighting&Sound America Readers



LSA Readers

- **LSA readers are your top customer prospects.** The majority of *Lighting&Sound America* readers identify themselves as **Designers, Consultants, Technical Directors, Technicians, and Production Managers.**
- **LSA readers have a strong interest in all areas of live production** including **lighting, sound projection, rigging & staging, audio-visual, and effects.**
- **Theatre and Concert/Touring** are LSA readers' top two areas of interest, followed by **School/University, Corporate Events, Themed Entertainment, TV/Film, and House of Worship.**
- **LSA readers are decision makers.** More than 80% of our readers are involved in the purchasing decisions for their company.
- **LSA readers use the magazine to find new products.** 95% have discovered new products in *Lighting&Sound America* with 85% seeking out additional information about these products.
- **20% of LSA readers predict their budgets will increase** over the next 12 months with over 50% indicating that their budget will remain the same.
- **LSA readers also access the magazine online.** 72% of LSA readers have visited www.lightingandsoundamerica.com and/or the LSA iPhone or Android apps in the past 12 months.

*"Thank you so much for updating my subscription as *Lighting&Sound America* has put me in touch with so many different advertisers and helped me improve the quality of our programming here!"*

— **Mark Northrup**, Theatre Director
at Fairport High School, New York

"Your magazine is a great source of information and inspiration for my students and myself."

— **Tatyana Wilds**,
Visiting Assistant Professor
of Performance Design,
Alfred University, New York

"I look forward to receiving your publication every month. Good subjects, good coverage. Excellent product discussions. The features on architecture and the latest shows are invaluable. Thank you for the first-rate work."

— **Glenn Plott**, Director of Production,
Cincinnati Opera

"I am impressed with LSA's high quality publication every month. LSA coverage consistently includes lots of interesting details and sound in almost every single article. It is so nice to see such a healthy magazine when others are shrinking."

— **Karl Winkler**,
Lectrosonics, Inc.

"David Barbour's article on Cincinnati Music Hall is great! I appreciate the comprehensive coverage LSA provides so the reader can learn about all aspects of the project."

— **Lorna Luebber**,
Schuler Shook

"I look at a lot of trade magazines but LSA is one of the few I actually read! Just got through the November issue on the plane to California, congrats on another great issue!"

— **John Huntington**, Professor,
NYC College of Technology/CUNY

"I travel a lot and see LSA in the waiting room and reception area of virtually every production company, scene shop, and business in our industry that I visit!"

— **Roger Claman**,
Rose Brand

2020 opportunities

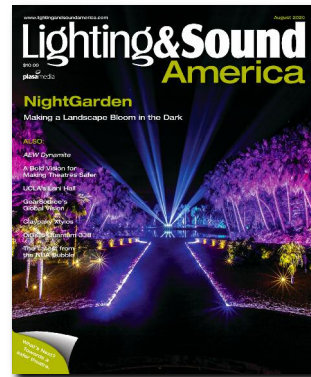
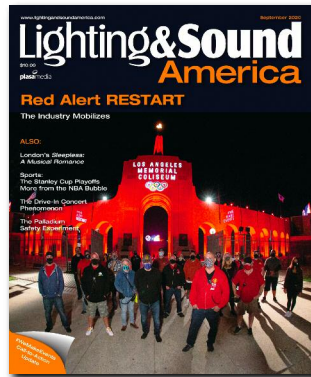
Special Opportunities

PLASA members (including North America and Europe):

Premier members: 25% discount on display advertisements

Standard level: 10% discount

Light & Sound International and *Protocol* advertisers: additional 5% discount



Display Advertisers :

Commit to a minimum of two LSA issues and get a free rotating ad on the popular LSA website, www.lightingandsoundamerica.com for those 2+ months.

Plus :

- Bellyband cover wraps (limited)
- Custom LSA article reprints
- Custom inserts and gatefolds
- Annual wallplanner
- Custom Print and Online Advertorial Opportunities
- Special Events



Online Opportunities

www.lightingandsoundamerica.com

The industry online source

- News & Updates
- Weekly E-mail Newsletter
- Custom sponsored marketing e-mails
- Direct links with:
 - PLASA - Professional Lighting and Sound Association (www.plasa.org)
 - Light & Sound International (www.lsonline.co.uk)
 - PLASA Focus: Leeds (www.plasafocus.com)
 - The PLASA Show (www.plasashow.com)
- Digital, apps advertising enhancements



contact us

Lighting&Sound America

The entertainment technology magazine
for the industry, by the industry

Lighting&Sound America: 2585 Broadway, Box 106, New York, NY 10025 USA
+1-212-244-1505 phone
www.lightingandsoundamerica.com | lsa@plasa.org

Publisher,
Director of PLASA Americas
Jackie Tien
+1-212-244-1505 ext. 716
+1-646-619-2779 office direct
+1-917-767-4495 mobile
jackie.tien@plasa.org
Skype: jackietien

Media Sales Executive
Erick Pinnick
+1-212-244-1505 ext 722
+1-646-619-2792 office direct
erick.pinnick@plasa.org
Skype: erick.pinnick1

Media Office Manager
Cindy Tennenbaum
+1-212-244-1505 ext. 712
+1-646-619-2782 office direct
cindy.tennenbaum@plasa.org

Editor-in-Chief
David W. Barbour
+1-212-244-1505 ext. 713
+1-646-619-2784 office direct
+1-917-922-6254 mobile
david.barbour@plasa.org
Skype: dwbarbour

Technical Editor
Richard Cadena
+1-512-280-0384 office direct
+1-512-750-0578 mobile
richard.cadena@plasa.org

Assistant Editor
Elaine Miraglia
+1-212-244-1505 ext. 714
+1-646-619-2781 office direct
elaine.miraglia@plasa.org
Skype: elaine.miraglia

Associate Editor
Beverly Inglesby
+1 503 291 5143
beverly.inglesby@plasa.org

Art Director
John Scott
john.scott@plasa.org
Skype: jjscott1967

Publishing Coordinator
Ramzi Kanazi
+1-212-244-1505 ext. 711
+1-646-619-2783 office direct



the worldwide voice of entertainment technologies

The Professional Lighting and Sound Association (PLASA) is an international trade association representing companies who manufacture, supply, rent, install or use lighting, sound, audio-visual, and related technologies within the entertainment, presentation, architectural and communication industries. The association's aim is to develop and promote all aspects of the industry on a global basis (www.plasa.org). PLASA publishes the respected monthly publication Light & Sound International (www.lsonline.co.uk) and owns the leading international trade event, The PLASA Show (www.plasashow.com), which takes place in London, plus PLASA Focus regional events, <http://www.plasa.org/plasaevents/>.



Light & Sound International

L&SI editorial inquiries: Claire Beeson, Editor, claire.beeson@plasa.org

L&SI advertising inquiries: Greg Morley, greg.morley@plasa.org; Kelly Williams, kelly.williams@plasa.org
www.lsonline.co.uk

PLASA UK Offices:

Tel: 44-1323 524120 | Fax: 44-1323 524121 | info@plasa.org | www.plasa.org

www.lightingandsoundamerica.com