Overview

Journal of the American Academy of Dermatology (JAAD), the official clinical journal of the American Academy of Dermatology (AAD), leads the field in readership scores. JAAD is published monthly and maintains a favorable advertising ratio of 31% ad space to 69% editorial content. The AAD is the world's largest and most influential society in the specialty, giving JAAD the best reach of any journal in dermatology. The journal is circulated to more than 16,000 dermatologists, including all residents enrolled in the US and Canadian dermatology training programs. AAD members report that receiving the journal is one of the top benefits of membership. JAAD features original, peer-reviewed articles that are available in print and online. The journal consistently reports the latest advances in the prevention, diagnosis, and treatment of dermatologic disorders. It also offers monthly opportunities for readers to obtain continuing medical education credits. JAAD's highly regarded editorial content ensures cover-to-cover exposure for your advertisement.

The Journal is ranked 1st out of 70 in the Dermatology category in the 2022 Journal Citation Reports®, published by Clarivate Analytics, and has an Impact Factor of 13.8.

Display Advertising

<table>
<thead>
<tr>
<th>Name</th>
<th>Country</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joan Coffey</td>
<td>United States</td>
<td>551-480-4018</td>
<td><a href="mailto:j.coffey@elsevier.com">j.coffey@elsevier.com</a></td>
</tr>
<tr>
<td>Joe Skey</td>
<td>United States</td>
<td>856-325-7977</td>
<td><a href="mailto:j.skey@elsevier.com">j.skey@elsevier.com</a></td>
</tr>
<tr>
<td>Kate Lach</td>
<td>Europe</td>
<td>48 500 259 970</td>
<td><a href="mailto:k.lach.1@elsevier.com">k.lach.1@elsevier.com</a></td>
</tr>
<tr>
<td>Virginia Van Homrigh</td>
<td>APAC</td>
<td>61 448 008159</td>
<td><a href="mailto:v.vanhomrigh@elsevier.com">v.vanhomrigh@elsevier.com</a></td>
</tr>
<tr>
<td>Derek Zakaib</td>
<td>Canada</td>
<td>514-730-8837</td>
<td><a href="mailto:derekjohnzakaib@gmail.com">derekjohnzakaib@gmail.com</a></td>
</tr>
</tbody>
</table>

Recruitment Advertising

<table>
<thead>
<tr>
<th>Name</th>
<th>Country</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ariel Medina</td>
<td>Global</td>
<td>212-633-3689</td>
<td><a href="mailto:a.medina@elsevier.com">a.medina@elsevier.com</a></td>
</tr>
</tbody>
</table>

Global Print Circulation 16,987
Avg. Global Monthly Visits 103,208
Avg. Global Monthly Unique Visitors 85,735
Avg. Global Monthly Page Views 166,756
Avg. Global eTOC Distribution 52,772

Affiliation
The Official Publication of the American Academy of Dermatology

Audience
Entire dermatologic community
### Print Closings

<table>
<thead>
<tr>
<th>VOLUME/ISSUE</th>
<th>PUBLICATION DATE</th>
<th>SPACE CLOSING</th>
<th>RUN OF BOOK ARTWORK DUE</th>
<th>PREPRINTED SUPPLIED PIECES DUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>88/1</td>
<td>January 2023</td>
<td>11/18/2022</td>
<td>11/23/2022</td>
<td>12/02/2022</td>
</tr>
<tr>
<td>88/2</td>
<td>February 2023</td>
<td>12/09/2022</td>
<td>12/16/2022</td>
<td>01/03/2023</td>
</tr>
<tr>
<td>88/3</td>
<td>March 2023</td>
<td>01/23/2023</td>
<td>01/26/2023</td>
<td>02/02/2023</td>
</tr>
<tr>
<td>88/4</td>
<td>April 2023</td>
<td>02/21/2023</td>
<td>02/24/2023</td>
<td>03/03/2023</td>
</tr>
<tr>
<td>88/5</td>
<td>May 2023</td>
<td>03/23/2023</td>
<td>03/28/2023</td>
<td>04/04/2023</td>
</tr>
<tr>
<td>88/6</td>
<td>June 2023</td>
<td>04/21/2023</td>
<td>04/26/2023</td>
<td>05/03/2023</td>
</tr>
<tr>
<td>89/1</td>
<td>July 2023</td>
<td>05/23/2023</td>
<td>05/26/2023</td>
<td>06/05/2023</td>
</tr>
<tr>
<td>89/2</td>
<td>August 2023</td>
<td>06/20/2023</td>
<td>06/23/2023</td>
<td>06/30/2023</td>
</tr>
<tr>
<td>89/3</td>
<td>September 2023</td>
<td>07/21/2023</td>
<td>07/26/2023</td>
<td>08/02/2023</td>
</tr>
<tr>
<td>89/4</td>
<td>October 2023</td>
<td>08/22/2023</td>
<td>08/25/2023</td>
<td>09/04/2023</td>
</tr>
<tr>
<td>89/5</td>
<td>November 2023</td>
<td>09/22/2023</td>
<td>09/27/2023</td>
<td>10/04/2023</td>
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<tr>
<td>89/6</td>
<td>December 2023</td>
<td>10/23/2023</td>
<td>10/26/2023</td>
<td>11/02/2023</td>
</tr>
<tr>
<td>90/1</td>
<td>January 2024</td>
<td>11/20/2023</td>
<td>11/27/2023</td>
<td>12/04/2023</td>
</tr>
</tbody>
</table>

### Cancellations:

No cancellations will be accepted after closing date. Covers and preferred positions are non-cancellable. Dates subject to change.
## Rates

<table>
<thead>
<tr>
<th>FREQUENCY</th>
<th>FULL PAGE (BLACK &amp; WHITE)</th>
<th>1/2 PAGE (BLACK &amp; WHITE)</th>
<th>1/4 PAGE (BLACK &amp; WHITE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1x</td>
<td>$ 5,050</td>
<td>$ 3,700</td>
<td>$ 2,710</td>
</tr>
<tr>
<td>6x</td>
<td>$ 5,020</td>
<td>$ 3,670</td>
<td>$ 2,680</td>
</tr>
<tr>
<td>12x</td>
<td>$ 4,830</td>
<td>$ 3,655</td>
<td>$ 2,625</td>
</tr>
<tr>
<td>24x</td>
<td>$ 4,740</td>
<td>$ 3,620</td>
<td>$ 2,595</td>
</tr>
<tr>
<td>36x</td>
<td>$ 4,720</td>
<td>$ 3,590</td>
<td>$ 2,565</td>
</tr>
<tr>
<td>48x</td>
<td>$ 4,665</td>
<td>$ 3,430</td>
<td>$ 2,560</td>
</tr>
<tr>
<td>60x</td>
<td>$ 4,565</td>
<td>$ 3,370</td>
<td>$ 2,505</td>
</tr>
<tr>
<td>72x</td>
<td>$ 4,550</td>
<td>$ 3,355</td>
<td>$ 2,480</td>
</tr>
<tr>
<td>96x</td>
<td>$ 4,455</td>
<td>$ 3,285</td>
<td>$ 2,470</td>
</tr>
<tr>
<td>120x</td>
<td>$ 4,410</td>
<td>$ 3,270</td>
<td>$ 2,420</td>
</tr>
<tr>
<td>144x</td>
<td>$ 4,370</td>
<td>$ 3,265</td>
<td>$ 2,420</td>
</tr>
</tbody>
</table>

### Standard Color

<table>
<thead>
<tr>
<th>MATCHED COLOR</th>
<th>METALLIC COLOR</th>
<th>4 COLOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 860</td>
<td>$ 1,000</td>
<td>$ 1,290</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$ 2,085</td>
</tr>
</tbody>
</table>

### Cover Tips

Cover Tips: $ 30k

### Outserts

Outserts: $35,640

## Premium Positions

- **Cover 4:** 50% B/W Page rate
- **Cover 2:** 35% B/W Page rate
- **Cover 3:** 25% B/W Page rate
- **Opposite TOC:** 25% B/W Page rate
- **First Right Hand Page:** 25% B/W Page rate
- **Other Preferred Positions:** 10% B/W Page rate

## Earned Rates

Rates are based on the total units earned during a twelve-month period. Space purchased by a parent company and its subsidiaries is combined to determine earned rate.

For information about our Agency discount (including those for in-house agencies), please contact your Sales Representative.
Inserts

Furnished inserts are billed at the black and white rate times the number of insert pages.

Two-page insert (one leaf): Two-times earned frequency rate.
Four-page or larger insert: Black & White earned frequency rate.

Composition

All production charges are net and non-commissionable

<table>
<thead>
<tr>
<th>PRINTING</th>
<th>FULL PAGE</th>
<th>HALF PAGE</th>
<th>QUARTER PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black &amp; White only</td>
<td>$150</td>
<td>$125</td>
<td>$95</td>
</tr>
</tbody>
</table>

Acceptance of Advertising

The Publisher, Editor, and Association reserve the right to reject any advertising for any reason. Advertiser shall indemnify and hold harmless the Publisher, Editor, and the owner of the journal from and against any loss, expense, claim, or liability resulting from their advertisement. Advertiser warrants that its advertisements comply with all applicable laws, rules, and regulations. New copy must be submitted by ad space closing date.

*State and local taxes may apply.

Classified / back of book print closings

<table>
<thead>
<tr>
<th>VOLUME/ISSUE</th>
<th>PUBLICATION DATE</th>
<th>CLASSIFIED SPACE CLOSING &amp; RUN OF BOOK ARTWORK DUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>88/1</td>
<td>January 2023</td>
<td>11/14/2022</td>
</tr>
<tr>
<td>88/2</td>
<td>February 2023</td>
<td>12/13/2022</td>
</tr>
<tr>
<td>88/3</td>
<td>March 2023</td>
<td>01/17/2023</td>
</tr>
<tr>
<td>88/4</td>
<td>April 2023</td>
<td>02/14/2023</td>
</tr>
<tr>
<td>88/5</td>
<td>May 2023</td>
<td>03/17/2023</td>
</tr>
<tr>
<td>88/6</td>
<td>June 2023</td>
<td>04/15/2023</td>
</tr>
<tr>
<td>89/1</td>
<td>July 2023</td>
<td>05/17/2023</td>
</tr>
<tr>
<td>89/2</td>
<td>August 2023</td>
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<td>September 2023</td>
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<td>October 2023</td>
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<td>November 2023</td>
<td>09/18/2023</td>
</tr>
<tr>
<td>89/6</td>
<td>December 2023</td>
<td>10/17/2023</td>
</tr>
<tr>
<td>90/1</td>
<td>January 2024</td>
<td>11/14/2023</td>
</tr>
</tbody>
</table>

Cancellations:

No cancellations will be accepted after closing date. Covers and preferred positions are non-cancellable. Dates subject to change.
Rate Card
Effective January 2023

Classified / back of book print advertising

Rates

<table>
<thead>
<tr>
<th>FREQUENCY</th>
<th>FULL PAGE (BLACK &amp; WHITE)</th>
<th>1/2 PAGE (BLACK &amp; WHITE)</th>
<th>1/4 PAGE (BLACK &amp; WHITE)</th>
<th>1/6 PAGE (BLACK &amp; WHITE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1x</td>
<td>$ 4,195</td>
<td>$ 3,300</td>
<td>$ 2,610</td>
<td>$ 1,765</td>
</tr>
<tr>
<td>3x</td>
<td>$ 4,180</td>
<td>$ 3,260</td>
<td>$ 2,575</td>
<td>$ 1,705</td>
</tr>
<tr>
<td>6x</td>
<td>$ 4,020</td>
<td>$ 3,120</td>
<td>$ 2,460</td>
<td>$ 1,675</td>
</tr>
<tr>
<td>12x</td>
<td>$ 3,820</td>
<td>$ 3,040</td>
<td>$ 2,375</td>
<td>$ 1,615</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STANDARD COLOR</th>
<th>MATCHED COLOR</th>
<th>CLASSIFIEDS (BACK-OF-BOOK); COLOR</th>
<th>METALLIC COLOR</th>
<th>4 COLOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 825</td>
<td>$ 955</td>
<td>$ 690</td>
<td>$ 1,225</td>
<td>$ 1,990</td>
</tr>
</tbody>
</table>

Confidential Email Inbox
Cost: $40.

Agency Discount
For information about our Agency discount (including those for in-house agencies), please contact your Sales Representative.

Cancellations:
Must be received in writing on or before the announced closing date.

Run of Book Print Ads

Sizing
Trim: 8-1/8" x 10-7/8"
1/4" from all trim edges.
Binding: Perfect; Jogs to head
Printing Process: Litho Web

Halftone Screen: Cover: 150 line screen Text: 150 line screen

<table>
<thead>
<tr>
<th>AD SIZE</th>
<th>NON-BLEED</th>
<th>BLEED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trim</td>
<td>8-1/8&quot; x 10-7/8&quot;</td>
<td>8-3/8&quot; x 11-1/8&quot;</td>
</tr>
<tr>
<td>Full Page</td>
<td>7-5/8&quot; x 10-3/8&quot;</td>
<td>8-3/8&quot; x 11-1/8&quot;</td>
</tr>
<tr>
<td>Spread</td>
<td>35&quot; x 10&quot;</td>
<td>16-1/2&quot; x 11-1/8&quot;</td>
</tr>
<tr>
<td>1/2 Horizontal</td>
<td>7&quot; x 5&quot;</td>
<td>8-3/8&quot; x 9-11/16&quot;</td>
</tr>
<tr>
<td>1/2 Vertical</td>
<td>3-1/2&quot; x 10&quot;</td>
<td>4-5/16&quot; x 11-1/8&quot;</td>
</tr>
<tr>
<td>1/4 Page</td>
<td>3-1/2&quot; x 5&quot;</td>
<td></td>
</tr>
</tbody>
</table>
Specifications

File Format

**PDF or PDF/X-1a compliant files, saved as PDF version 1.3.**

Transparencies within the supplied PDF(s) will be warned. The transparent elements contained in your file(s) must be converted within the native layout application or flattened in Acrobat using the High Resolution Flattener Presets to avoid overprint issues.

Saving your PDF to Acrobat 4 (PDF 1.3) compatibility will ensure transparent elements are flattened. If the ad contains spot colors that are not converted to process colors (CMYK) before flattening, overprint and/or trap issues may occur.

The following layout applications yield the optimum results for creating a print-compliant PDF and are expected to follow all requirements listed in this document:

- InDesign version 2 or higher (CS preferred)
- QuarkXPress version 6.5 or higher

Additional costs may apply if problems are encountered.

*NOTE: When using Adobe Illustrator it is preferred to have all fonts converted to outline/paths, and files submitted as EPS files.*

Images

All high-resolution images and fonts must be included. TIFF & EPS files must conform to the following minimum resolution specifications:

- Grayscale and Color images: 300 dpi
- Combination Grayscale and Color images: 500-900 dpi
- Line art (Bitmap) images: 900-1200 dpi

Higher image resolutions are acceptable as they exceed the minimum requirements, but in some cases unnecessary resolution will be discarded to achieve smaller file sizes.

Fonts

Use of PostScript Type 1 fonts is encouraged. Include fonts for any embedded graphics. DO NOT use Type 3 or Multiple Master fonts. Avoid using Macintosh menu-stylized fonts, Macintosh “city” fonts (Chicago, Geneva, etc.) and Microsoft Outlook fonts (Tahoma, Impact, etc.).
Page Layout

Regardless of the file format supplied, all ads must conform to the following specifications:

- Final size must meet journal trim size and include 1/8" bleed image on all four sides.
- Files will include trim marks with a minimum 3/16" offset.
- No content is to be within 1/4" of all trim edges.
- Supply as single page files only.
- Right Reading, Portrait Mode, 100% size, No Rotation.
- All fonts and graphics must be either embedded or included with the files and conform to the format type listed above. Images must also conform to the specifications above for minimum image resolution.
- All color ads should be supplied as composite files.
- Reverse type should be no less than 6pt. Fine lettering (thin lines, serifs) should be restricted to one color.
- Embedded images should not be scaled, cropped/masked or rotated within the page layout application but instead should be manipulated in a proper image editing program (ex. Photoshop) and then imported into the page layout program at proper size and position.
- DO NOT nest EPS files within EPS files.
- All lines and line art images should be of a minimum 1/3 pt thickness (1/2 pt for reverses) at final size to reproduce effectively on press.
- Crop marks and SWOP color bars must be included and positioned 1/2" outside trim.

Color Space

All color images and files are to be supplied as CMYK with a Total Area Coverage (TAC) not to exceed 300% for the darkest area of an image. Files supplied as RGB will be automatically converted to CMYK.

Spot Colors

Spot colors are to be identified using the standard Pantone naming convention and not a custom color such as "Dark Blue." PMS colors will be converted to process unless otherwise specified. When using both art and layout programs be sure spot color naming is consistent in all applications (ex. Do not define both PMS 201CV and PMS 201CVC). Any non-intended spot colors will be converted to CMYK.

Trapping and Screening

Overprints and knockouts should be defined. Files are NOT to be trapped or prescreened. Our Prepress service provider will use industry recognized trapping software to auto-trap your files for optimum performance and reproduction on press and will apply the appropriate screening. Note that these trap settings may force small text and fine graphics to overprint to hold registration on press.

Proofs

If submitting a proof for color match on press, please send a SWOP-certified contract color proof (with SWOP proofing bar or GATF proof comparator), produced from the final submitted file and imaged at 100% scale. Revised proofs must be supplied whenever a text or design change is made. For a list of current SWOP-approved proofs visit https://idealliance.org/systems-certification/certified-hard-copy-proofing-systems/. Desktop inkjet printer proofs do not meet SWOP specifications. Elsevier cannot guarantee color match unless acceptable proof is provided. If a contract proof is not supplied Elsevier will run to standard ink densities and dot gains.

Delivery

Submit PDF ad files to Elsevier ad portal at www.ads4els.com

Conformance to Specs

Variance from the above specifications may not yield results that conform to Elsevier quality control standards.
Supplied Print Ad Pieces

Size - 2 page: 8-3/8" x 11-1/8"
Size - 4 page: 16-3/4" x 11-1/8"
Trimming: For 2 page 80# text preferred; 4 to 8 pages – 60# text minimum; 80# text maximum. Inserts that do not meet these minimum/maximum weights must be sent to the publisher two weeks prior to advertising close date for evaluation and print compatibility.
Closing Date for Booking Inserts: Same as ad space closing
Insert delivery date: See Insert due dates
All inserts must be submitted to Publisher for approval of stock, design and other mechanical specifications.
Copy of insert must accompany insertion orderNote: Failure to meet insert specifications & packaging guidelines may result in additional charges and/or delays with insertion.

Insert Quantity
Contact Ad Sales Services. For conference copy distribution, contact Ad Sales Services.

Insert Packing & Shipping Instructions
Inserts packed one up, folded if four pages, flat if two pages. All inserts must be delivered to the printer in cartons, with journal title, quantity, product & issue date (month/year) clearly marked. If shipping inserts for more than one issue date, inserts must be packed separately and clearly marked indicating journal title, issue date (month/year) and quantity.

Insert Shipments Address

Journal of the American Academy of Dermatology
LSC Communications
13487 South Preston Highway
LEBANON JCTN, KY 40150
United States
Attn: Elsevier Team

Disposition of Reproduction Materials
All digital ad files will be held for twelve months only unless otherwise notified. Left over inserts will be held until the issue mails. After issue mailing is completed any unused inserts for that issue will be destroyed unless otherwise indicated on the insertion order. Excess inserts held in storage beyond completion of insertion date will be subject to storage charges.

For Contracts, Insertion Orders & Production Materials

Send new print ad files and submit pickup ads to www.ads4els.com.
Digital Specs

Website

<table>
<thead>
<tr>
<th>POSITIONS</th>
<th>AD</th>
<th>SIZE (PIXELS)</th>
<th>EXPANDABLE (PIXELS)</th>
<th>EXPANDABLE DIRECTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top</td>
<td>Leaderboard</td>
<td>728 x 90</td>
<td>728 x 315</td>
<td>Down</td>
</tr>
<tr>
<td>Top</td>
<td>Mobile Leaderboard</td>
<td>300 x 50 or 320 x 50</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>Side</td>
<td>MPU</td>
<td>300 x 250</td>
<td>600 x 250</td>
<td>Left</td>
</tr>
<tr>
<td>Side</td>
<td>Skyscraper</td>
<td>160 x 600 or 120 x 600</td>
<td>320 x 600</td>
<td>Left</td>
</tr>
<tr>
<td>On page load</td>
<td>Prestitial*</td>
<td>300 x 250 or 480 x 640</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

**FORMATS**
- jpeg, png, gif, HTML5†, 3rd party tags

**TRACKING PIXELS**
- Yes

**MAX FILE SIZE**
- 200 KB

**MAX ANIMATION (TIME/LOOPS)**
- 15 seconds/ 3 loops

**PRESTITIAL FREQUENCY**
- 1 impression/6hrs/user

*Supply iFRAME tags for scrolling elements in ad; HTML5 must be provided as a 3rd party tag for prestitial banners.

†Excluding personally identifiable information (PII).

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**eTOC Email**

<table>
<thead>
<tr>
<th>POSITION</th>
<th>AD</th>
<th>SIZE (PIXELS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top</td>
<td>Leaderboard</td>
<td>728 x 90</td>
</tr>
<tr>
<td>Middle</td>
<td>MPU</td>
<td>300 x 250</td>
</tr>
</tbody>
</table>

**FORMATS**
- jpeg, png, gif (static image only)

**TRACKING PIXELS**
- No

**MAX FILE SIZE**
- 200 KB

MPU banners, positions 1, 2, 3, are stacked vertically
Animation and expandable banners unavailable

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**AIP Email**

<table>
<thead>
<tr>
<th>POSITION</th>
<th>AD</th>
<th>SIZE (PIXELS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top</td>
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<td>300 x 250</td>
</tr>
</tbody>
</table>

**FORMATS**
- jpeg, png, gif (static image only)

**TRACKING PIXELS**
- No

**MAX FILE SIZE**
- 200 KB

Animation and expandable banners unavailable

Contact your sales representative for all digital advertising rates and opportunities.
13. Cancellations & Returns

Costs will be incurred or committed/contracted from the date of receipt of written notice of cancellation by Elsevier. Orders for advertisements must be cancelled in writing prior to the relevant ad.

12. Compliance with laws

The Client further agrees that he/she will not accept any payment or other benefit in money or in kind from any person who is attempting to influence the Client's judgment or decision in any matter related to Elsevier, or who is attempting to influence the Client's conduct in the performance of this TC. The Client also agrees that he/she shall not receive any payment or other benefit in money or in kind from any person who is attempting to influence the Client's judgment or decision in any matter related to Elsevier.

11. Audit

The Client agrees to provide Elsevier with all information and access necessary for Elsevier to conduct an audit of the Client's compliance with the terms and conditions of this TC. The Client shall not contest the results of any audit conducted by Elsevier.

7. Intellectual property

The Client acknowledges that Elsevier is the owner of all copyright and other intellectual property rights to all Elsevier proposals, publications and other Products. The rights granted by Elsevier are restricted to use solely by the Client and may not be assigned, transferred or sublicensed to any third party.

1. Applicability

The Client acknowledges that the terms and conditions of this TC apply to all orders placed by the Client with Elsevier. The Client agrees to be bound by the terms and conditions of this TC, and any variations or modifications to these terms and conditions will only be binding on Elsevier if agreed in writing by an authorized signatory of Elsevier.

2. Offer and acceptance/Description

The Client acknowledges that all orders placed by the Client with Elsevier must be accompanied by a purchase order or similar document. Elsevier reserves the right to cancel any order that is not accompanied by a purchase order or similar document.

6. Distribution

The Client shall not resell the Products or Services before ownership has passed to it, unless such sale is in the ordinary course of the Client's business and is not to the Client's knowledge for resale purposes.

3. Generation and modification of the order

The Client acknowledges that all orders placed by the Client with Elsevier must be accompanied by a purchase order or similar document. Elsevier reserves the right to cancel any order that is not accompanied by a purchase order or similar document.

8. Liability and claims

The Client acknowledges that Elsevier is not responsible for any loss caused by any breach of the Client's obligations under this TC. In no event shall Elsevier be liable for any indirect, special, punitive, exemplary or consequential damages, including but not limited to lost profits or lost savings, arising out of or relating to the Products or Services or the breach of any representation or warranty made by Elsevier.

9. Force majeure

If by reason of labor dispute, strikes, inability to obtain labor or materials, fire or other action of the elements, order of any government agency or any other cause beyond the control of a party, such party is unable to perform in whole or in part its obligations set forth in this TC, then such party shall be relieved of those obligations to the extent it is unable to perform.

5. Payment

The Client agrees to pay all amounts due to Elsevier in accordance with the terms and conditions of this TC. Any modifications to the agreed price or schedule shall be in writing and signed by an authorized signatory of Elsevier.

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13. Cancellations & Returns

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