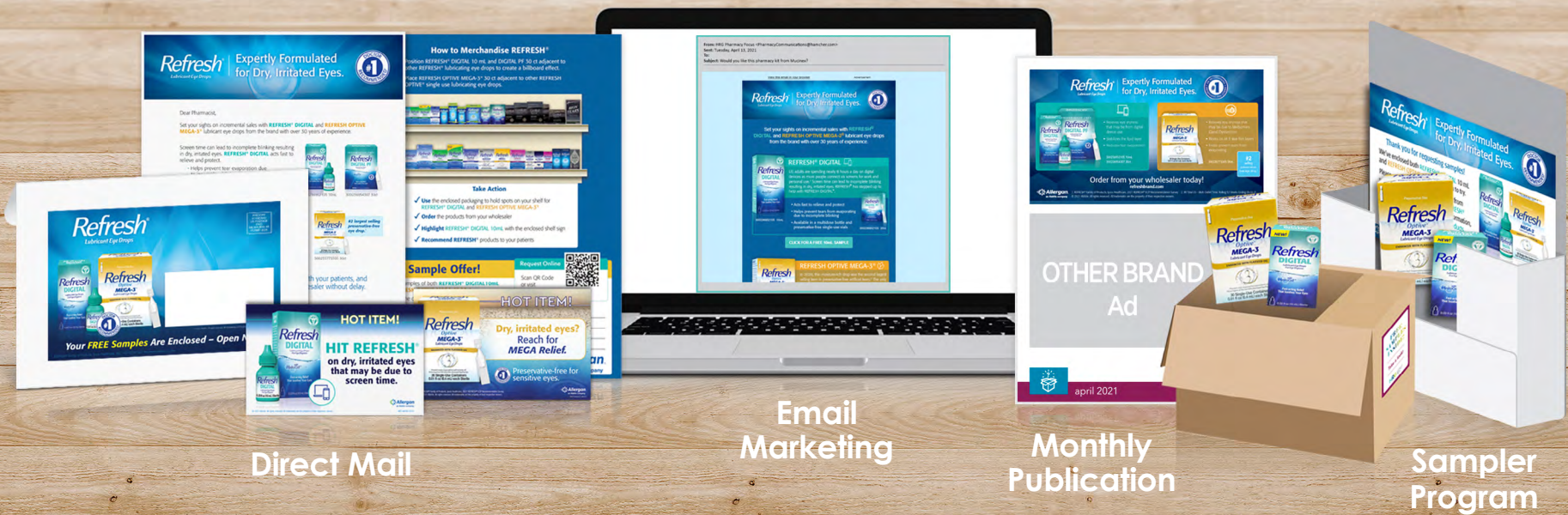


RETAIL COMMUNICATIONS 2023 Media Kit

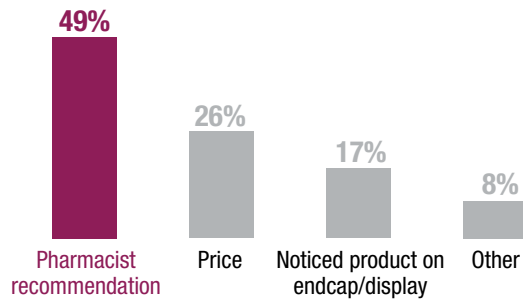




A COST-EFFECTIVE WAY TO REACH INDEPENDENT PHARMACIES

Promote your brand to over 10,000 independent pharmacists.

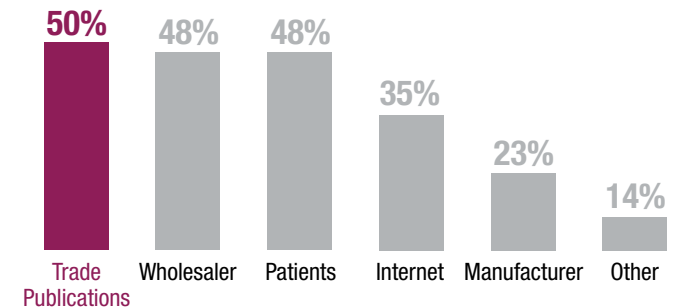
With no “corporate office,” independent pharmacists make buying decisions for their front ends every day. To cost-effectively market to this unique channel, take advantage of HRG’s retail communication offerings – proven vehicles that CPG manufacturers large and small have relied on for 10+ years.



The majority of independent pharmacy shoppers surveyed said the **biggest factor** in their **purchase decisions** for non-prescription products **is the pharmacist's recommendations.**



of independent pharmacy shoppers surveyed indicated that their typical **source of product information is pharmacy staff.**



Independent pharmacists surveyed said the **most common way they learn** about new OTC products **is from trade publications.**

Don't miss out on this \$67 billion marketplace!*

Fact: It takes 6-8 touch points before a prospect will make a buying decision.*
Ensure your product is influencing the influencers!

“ HRG is our go-to partner when we want to reach independent pharmacies. We have advertised in IN.depth for several years because we believe it is an effective publication. We’ve also worked with HRG on direct mail and eBlasts to get our message in front of independent pharmacies several times, several ways. We have confidence in the HRG team and enjoy working with them. ”

Lynn McGeough
Customer Sales Manager
GSK Consumer Healthcare

Advertisements



PAGE 3

eBlasts



PAGE 10

Direct Mail



PAGE 14

*blog.hubspot.com/sales/the-ultimate-guide-to-prospecting-how-many-touchpoints-when-and-what-type

MONTHLY PUBLICATIONS

IN.depth

Advertise and promote your brand to 10,000 independent pharmacists.

Category Spotlight



Timed to reach independents as they plan their category assortments.

Product Sampler



Puts your product samples into decision-makers' hands.



“ I continue advertising in *IN.depth* because it's a well-respected publication and we've seen good results from the investment. I very much enjoy working with HRG and look forward to future collaboration. ”

Blake Hawley
Marketing Director, Retail
Molnlycke

15% off
if you book by
11/4/22

HRG's *IN.depth* publications have been in circulation for over 10 years, and are a proven, cost-effective way to market to the independent pharmacy channel.

Category Spotlight advertisement rates

Half-page Ad 8" x 4.5" \$3,900	Full-page Ad 8" x 9.75" \$6,500	Two-page spread Ad 16.5" x 9.75" \$11,000	Advertorial 8" x 9.75" \$11,000	Full-page Ad 8" x 9.75" \$11,000
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MULTI-WAVE & CAMPAIGN-BASED DISCOUNTS AVAILABLE!

Request an *IN.depth* Technical Requirements packet for ad templates and layouts.

“ I have worked with HRG for 6 years while working in the sales organization at The Mentholatum Co.. I have found the HRG team to be very responsive to Mentholatum Co.'s client needs while improving the depth of our product distribution and driving incremental sales for our brands. They are knowledgeable, helpful and assist with the planning of my business in the independent pharmacy channel. I find their programs to add value, and they are efficient at reaching our brand's target consumer. If you are not currently working with HRG, I highly suggest your company consider doing so. ”

Curt T. Yeffich
Team Leader
Tier I Customers
Mentholatum Co.



Specifications

SIZE 8.0" x 9.75"

NO BLEED

LIVE COPY AREA - 7.5" x 9.25"

NO COPY IN FOLD AREA

Mandatory Content:

- Attention-grabbing headline
- Advertorial text (*430 words or less*)
 - Content that educates the reader about the product itself, related health condition, or product category in a manner that reads as editorial in nature.
- Citations if applicable
- Brand and/or product logo
- Company contact information
- Brand and/or product website

Optional Content/Elements:

(no more than 4)

- Product image
- One non-product image
- Pull quote
- Testimonial(s)
- Statistics
- Icons and/or infographics

Pricing:

A one-page advertisement must be purchased in tandem with an advertorial.

Advertorial 8" x 9.75"	Full-page Ad 8" x 9.75"
\$11,000	

Note: See your BDM for publication calendar



How does *Product Sampler* work?



Advertise your brand in *Product Sampler*.



Pharmacies express their interest.



Send us your samples. We assemble & ship sample-filled boxes.

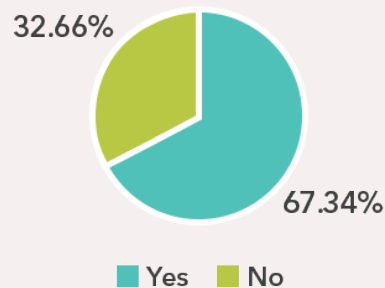


Follow up with pharmacists (participant list provided).

See page 2 for other outreach options

What are pharmacists saying about the *Product Sampler* program?

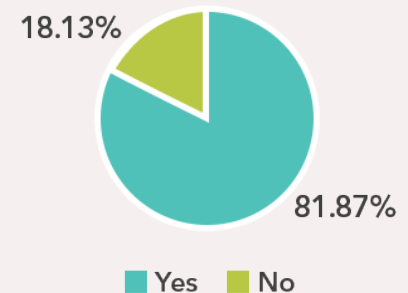
Did you or will you order products that you tried through this sample program?



“ Love the opportunity to stay current with industry introductions for OTC! Thank you! ”

“ These samples help us discover new products!! ”

Will you recommend *Sampler* program products to customers?



Data represents 176 survey respondents; survey conducted June 2021.

Product Sampler fees include the advertisement rate, fulfillment, shipping, and handling, which are based on the weight of samples and materials provided, and ad size. The fee structure is broken into four weight groups and will be assessed based on the per-box weight range of your sample(s) and materials.

Product Sampler advertisement rates

Half-page	Full-page	Two-page spread
Standard \$3,900	Standard \$6,500	Standard \$11,000
15% off if you book by 11/4/22		

Request an *IN.depth* Technical Requirements packet for ad templates and layouts.
See ad dimensions on page 4.

Fulfillment estimates*

April & October 2023

Weight Range	Rate Per Box	1,720-1,790 Recipients*
LOW 0.01 oz - 3.50 oz	\$1.91	\$3,292 - \$3,426
MEDIUM 3.51 oz - 7.25 oz	\$2.66	\$4,579 - \$4,765
HIGH 7.26 oz - 22.0 oz	\$3.84	\$6,603 - \$6,872
VERY HIGH 22.01+ oz	Request a Quote	

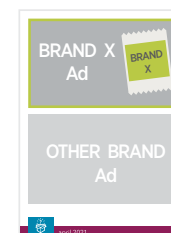
*5% +/- VARIANCE. Fulfillment of sample box includes distribution management, postage, and handling.

FOR EXAMPLE

Brand X buys a 1/2 page ad space in the *Product Sampler* publication = **\$3,900**

Brand X sends low-weight samples in the *Product Sampler* box = **\$3,292**

Brand X's estimated total cost = **\$7,192**



2023 Publication Calendar Q1 & Q2

JANUARY | Category Spotlight: New Items & Innovations

Suggested Categories

- Emerging Brands
- Innovative Products
- New and/or HRG-starred Items
- Newly Launched Products
- Niche Products
- Planogrammed Items

sign-up deadline	11/4/2022
drop date	1/10/2023

FEBRUARY | Category Spotlight: Sun, Skin, First Aid

Suggested Categories

- Allergy
- Anti-itch Treatments
- Bandages, Wound Care, & First Aid
- Foot Care
- Health Supports
- Skin Care
- Sun Care & After-sun Care
- Lip Care

sign-up deadline	12/9/2022
drop date	2/10/2023

MARCH | Category Spotlight: Seasonal Solutions

Suggested Categories

- Anti-itch Treatments
- Cold & Allergy
- Eye & Ear Care
- Foot Care
- Sleep Aids
- Vitamins & Supplements
- Weight Management

sign-up deadline	1/6/2023
drop date	3/10/2023

APRIL | Product Sampler

Suggested Categories

- Any Product(s)
- Any Category(s)
- Line Extension(s)
- New Item(s)

sign-up deadline	2/3/2023
drop date	4/10/2023

MAY | Category Spotlight: Personal & Self Care

Suggested Categories

- Deodorant
- Eye & Ear Care
- Family Planning & Sexual Wellness
- Feminine Care
- Hair Care & Lice Treatments
- Oral Care
- Shaving & Grooming
- Skin Care
- Sleep Aids
- Sun Care & After-sun Care

sign-up deadline	3/10/2023
drop date	5/10/2023

JUNE | Category Spotlight: Medicine Chest

Suggested Categories

- Bandages & First Aid
- Digestive Health
- Lice Treatments
- Oral Rehydration Products
- Pain Relief
- Thermometers
- Skin Care
- Vitamins & Supplements

sign-up deadline	4/7/2023
drop date	6/9/2023

All product categories are welcome in any issue!

2023 Publication Calendar

Q3 & Q4

JULY
Category Spotlight:
Trends & Self Care

Suggested Categories

- Cold, Flu & Allergy
- Digestive Health
- Gloves, Masks, & Wipes
- Nasal Sprays
- Skin Care
- Thermometers & Personal Diagnostics
- Vitamins & Supplements

sign-up deadline	5/5/2023
drop date	7/10/2023

AUGUST
Category Spotlight:
Cold, Flu & Pain Relief

Suggested Categories

- Cold & Flu
- Eye & Ear Care
- Humidifiers & Vaporizers
- Oral Rehydration Products
- Pain Relief
- Thermometers
- Vitamins & Supplements

sign-up deadline	6/9/2023
drop date	8/10/2023

SEPTEMBER
Category Spotlight:
Chronic Conditions

Suggested Categories

- Diabetes Supplies
- Diabetes Meters & Test Strips
- Diabetic Footwear
- Foot Care
- Nutritionals
- Pain Relief
- Skin Care
- Vitamins & Supplements

sign-up deadline	7/7/2023
drop date	9/11/2023

OCTOBER
Product Sampler

Suggested Categories

- Any Product(s)
- Any Category(s)
- Line Extension(s)
- New Item(s)

sign-up deadline	8/4/2023
drop date	10/10/2023

NOVEMBER
Category Spotlight:
Wellness & Self Care

Suggested Categories

- Deodorant
- Eye & Ear Care
- Foot Care
- Incontinence
- Oral Care
- Hair Care & Lice Treatments
- Skin Care
- Sleep Aids
- Sun Care & After-sun Care

sign-up deadline	9/8/2023
drop date	11/10/2023

DECEMBER
Category Spotlight:
Essentials for Health

Suggested Categories

- Cold & Allergy
- Digestive Health
- Feminine Care
- Pain Relief
- Nutritionals
- Shaving & Grooming
- Vitamins & Supplements
- Weight Management

sign-up deadline	10/6/2023
drop date	12/11/2023

All product categories are welcome in any issue!

EMAIL MARKETING

eBlasts

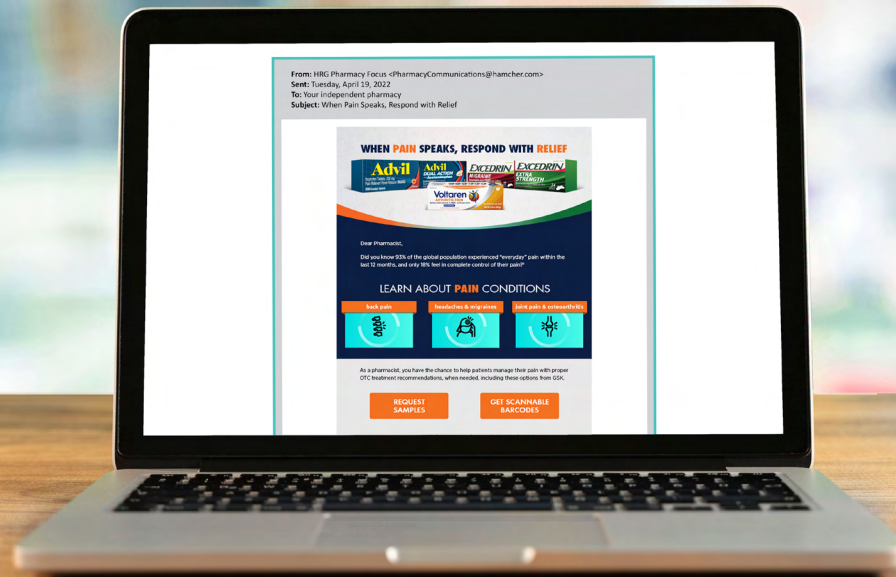
Measurable and interactive approach to influencing 10,000+ independent pharmacies.

HRG's eBlast program features fully-customized designs, multiple sends, and tangible ROI.
Our open, engagement, and total click-through rates* routinely exceed our customers' expectations.

TOTAL
OPEN RATE
28%

ENGAGEMENT
RATE
24%

TOTAL CLICK-
THROUGH RATE
18%



*Average rates for eBlast and reBlast combos, time period latest 52 weeks ending 6/30/22.

Retail Communications Media Kit
hamacher.com

Data analytics provided

TOTAL OPEN RATE

How many times the eBlast was opened.

Calculation = The total number of times the campaign was opened divided by the number of successful deliveries.

UNIQUE OPEN RATE

The number of individual recipients who opened the eBlast.

Calculation = The number of recipients who opened divided by the number of successful deliveries.

TOTAL CLICK RATE

How many times any links were clicked. Can vary based on if the call-to-action involves links or if the links are more for support.

Calculation = The total number of times any links were clicked divided by the number of successful deliveries.

UNIQUE CLICK RATE

The number of individuals who clicked on at least one link. Can vary based on if the call-to-action involves links or if the links are more for support.

Calculation = The number of recipients who clicked on any link divided by the number of successful deliveries.

ENGAGEMENT RATE

A higher engagement rate means more of the individual recipients have clicked multiple links or more than once.

Calculation = The number of total clicks divided by the number of unique opens.

TOTAL CLICK-THROUGH RATE

A higher TCTR means that more of the recipients have both opened *and* clicked through your messages more than once.

Calculation = The number of total clicks divided by the number of total opens.

CLICK TO OPEN RATE

Can indicate how effectively the email message, design, and/or content drove recipients to take action.

Calculation = The number of unique clicks divided by the number of unique opens.

CLICK THROUGH-RATE PER URL

Helps gauge interest in individual URLs.

Calculation = The percentage of total clicks on a specific URL to recipients exposed to the URL (unique opens).



Analytics reporting provided both 24 hours and 7 days post deploy of eBlast, plus combined totals provided post reBlast.

Successful campaign examples

High Engagement Rate

High Total Opens

High Total Clicks



eBlast rates

Doors Influenced		
10,000+ \$5,100	15,000+ \$6,200	Customized Demographic upon request
15% off if you book by 11/4/22		



Features & Add-ons

Included in pricing

- Two sends, second deploys to non-openers only
- 24-hr & 7-day post initial deploy analytics report, plus final analytics post reBlast
- Fully customizable design
- HRG designed or client designed
- Unlimited links
- Mobile optimized layout

Upon request *(NEW in 2023)*

- Video integrated header
- Animated buttons and/or CTAs
- Custom contact form

À la carte options

Additional analysis	\$550
Creation of regional or national wholesaler codes or scannable UPC barcodes (as pdf)	\$550
Sell sheets or other designed attachments	\$1,500
POG Vignette	\$500 - \$1,000
Survey creation utilizing SurveyMonkey	TBD
Sample fulfillment (special quote)	TBD

*Second send deploys to non-openers only.

FAQs

Q: What types of links can I include in an eBlast? What do other manufacturers typically do?

A: Any links can be included, though we would help you strategize which links would be best depending on your goals. Examples are home pages, product-specific landing pages, sell sheets, forms, and/or sign up forms for samples or other promotional items.

Q: I want my team to create the eBlast, what are the specs?

A: Your HRG business development manager can provide our Technical Specs Guide.

Q: How can I tell how many products were sold as a result of the eBlast to measure success of message and/or offer?

A: Standard analytics include open, click, and engagement rates (see page 11); however, if additional movement data is desired, a separate quote is required.

Q: How soon is the reBlast scheduled after the eBlast is deployed?

A: With a few exceptions, this is our typical eBlast/reBlast scheduling:

- All eBlasts will be scheduled to deploy Tuesday, Wednesday or Thursday
- All Tuesday eBlasts will have their reBlast assigned the Friday of the following week
- All Wednesday eBlasts will have their reBlast assigned the Saturday morning of the following week
- All Thursday eBlasts will have their reBlast assigned the Saturday afternoon of the following week

Q: What is the timeline for eBlast submissions, and what are the content creation guidelines?

A: If you choose to create the eBlast, it's about 7 weeks to send from when we receive your first draft. If we create the eBlast, it's about 10 weeks from the kickoff to deployment.

Q: What percentage of the independent pharmacists that receive these eBlasts have access to McKesson, Cardinal, and AB ordering systems?

A: Approximately 75-80% of the receiving pharmacies order from one of those three wholesalers.

Q: Can additional content be added like scannable bar codes, sell sheets, planogram examples, etc.?

A: Yes, and we can help create these items if you don't already have them. Please see our à la carte options on page 12, or reach out to your business development manager.



DIRECT MAILERS & CAMPAIGNS

Micro-target retailer locations based on geography, demographics, regional preferences, proximity to healthcare professionals, and more... or send to our entire vetted list (up to 20,000+)!

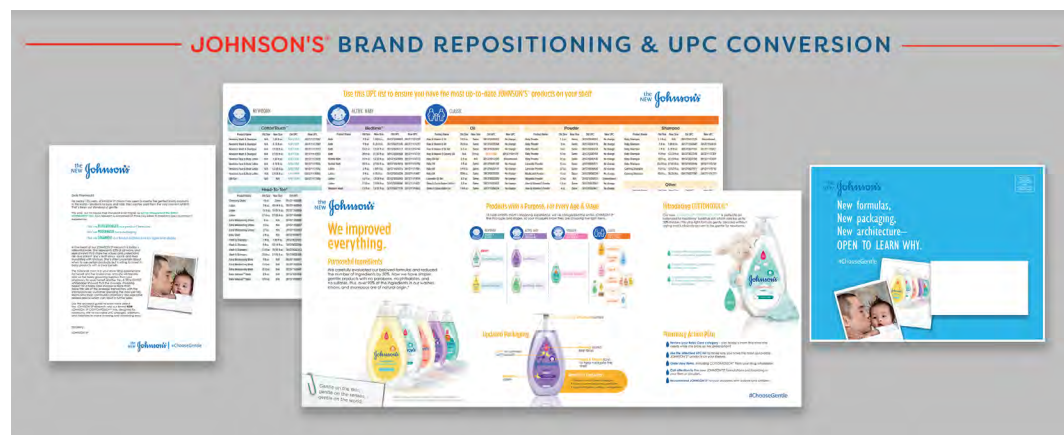
Direct mailers dedicated to your brand(s) can provide the right amount of “real estate” you need to convince stores to stock and recommend your items. Here are some key reasons to add direct mailers to your independent pharmacy initiatives

Options

Style	Great for	Style	Great for
Self-mailers: postcard, bifold, trifold, rollfold, etc.	Communicating about 1-3 brands	Envelope mailers	Sharing multiple communication pieces and in-store tools
Digest-style self-mailers	Communicating about multiple brand families	Parcels	Distributing samples or other dimensional items

Communicate complex messages

- ✓ UPC conversions
- ✓ Line extensions
- ✓ Product relaunch
- ✓ Rx-to-OTC switch
- ✓ Branding or packaging updates
- ✓ Competitive advantages



DIRECT MAILERS & CAMPAIGNS

Examples

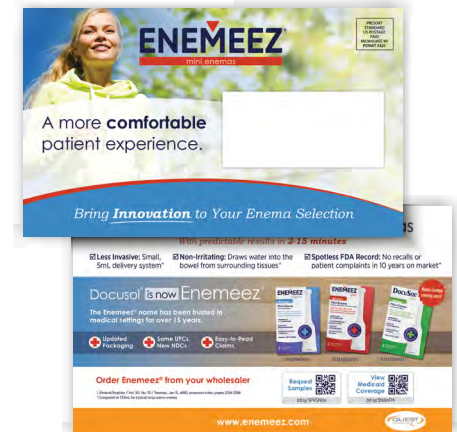
Prestige Cold & Flu Trifold Mailer



GSK Chronic Pain Educational Mailer



Quest Postcard



KBS Research Product Launch Mailer



Salvatori-Scott HSA/FSA Toolkit



Note: above images are not perfectly scaled to size.

INTEGRATED PACKAGES

Reach your business goals supported by our wide-ranging retail expertise:

DATA-DRIVEN



Performance data and category insights with several touch points to educate the market.

IN.tell
Data & Analysis
IN.fluence
Retail Communications

VISUAL MERCHANDISER



Persuasive tools to gain shelf placement, performance data, and educational materials.

IN.front
Shopper Experience
IN.tell
Data & Analysis
IN.demand
Brand Development
IN.fluence
Retail Communications
IN.control
Fixture Coordination & Management

BRAND DEVELOPMENT



Strategic review of brand and assortment placement tools for retailers.

IN.demand
Brand Development
IN.front
Shopper Experience
IN.fluence
Retail Communications

HIGH ENGAGEMENT



Numerous touch points with multiple opportunities for the audience to engage.

IN.fluence
Retail Communications

CUSTOM



A customized package can be structured to fit your needs and budget.

Discounted for any 3 or more engagements!

HRG is in the details of retail, so you don't have to be.



Contact our team today!



414.355.1330

domoretoday@hamacher.com