



VOICE OF THE INDUSTRY

Indoor Comfort News (ICN) covers the residential, commercial, and industrial HVAC markets and is unrivaled in market influence and editorial coverage. Published monthly, it features timely reports from top industry analysts and news coverage on the Western and national HVAC/R/SM and Performance Contracting scene.

INDOOR COMFORT NEWS (ICN): THE GOLD STANDARD FOR HVAC/R/SM

- Indoor Comfort News is distributed to 26,000 HVAC/R/SM professionals throughout the country, with an emphasis on the Western region. It is and has been a powerful brand since 1955, trusted as the "Gold Standard" by contractors for over a half century, and a strong industry advocate through its association with IHACI.



CIRCULATION IN CALIFORNIA



CIRCULATION IN USA

AD SPACE DEADLINE, MATERIALS DEADLINE

ICN ISSUE	SPACE	MATERIALS
January 2026	Mon, Dec. 2, 2025	Mon, Dec. 8, 2025
February	Fri, Jan. 2	Thurs, Jan. 8
March	Mon, Feb. 2	Mon, Feb. 9
April	Mon, March 2	Mon, March 9
May	Wed, April 1	Wed, April 8
June	Fri, May 1	Fri, May 8
July	Mon, June 1	Fri, June 8
August	Thurs, July 2	Thurs, July 9
September	Mon, Aug. 3	Mon, Aug. 10
October	Tues, Sept. 1	Tues, Sept. 8
November	Tues, Sept. 15	Wed, Sept. 23
December	Mon, Nov. 2	Mon, Nov. 9

EDITORIAL FOCUS

JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
HVAC BUSINESS / CONTRACTOR TECHNOLOGIES, GREEN TECHNOLOGIES AND HEATING PRODUCTS	REFRIGERANTS AND GREEN TECHNOLOGIES, HEATING PRODUCTS AND RESIDENTIAL DUCTLESS	TOOLS AND TEST INSTRUMENTS	INDOOR AIR QUALITY, ZONING AND AIR DISTRIBUTION PRODUCTS	MOTORS AND DRIVES, COMPRESSORS AND CONTROLS	RESIDENTIAL COOLING
JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
COMMERCIAL COOLING	INDOOR AIR QUALITY, ZONING AND AIR DISTRIBUTION PRODUCTS	PERFORMANCE CONTRACTING AND GEOTHERMAL PRODUCTS, INTRO TO HEATING PRODUCTS	HEATING PRODUCTS	IHACI'S 44TH ANNUAL HVAC/R/SM AND PERFORMANCE CONTRACTING PRODUCT AND EQUIPMENT SHOW	HEATING PRODUCTS, TOOLS, TEST INSTRUMENTS AND TRUCK/VAN REVIEW

CIRCULATION

RATE BASE

26,000

TOTAL AUDIENCE

130,000*

*Based on pass-along of 5 readers per copy.
(IHACI Reader Study)

ESTIMATED PASS-ALONG 5 READERS PER COPY

Distribution

Indoor Comfort News is mailed directly to industry leaders nationwide.

• Distributed at the annual IHACI HVAC/R/SM and Performance Contracting Product & Equipment Trade Show, the largest convention of its kind in the West, with an estimated annual attendance of 4,000.

• Estimated pass-along (readers per copy): 5

• Digital version of the magazine online at www.indoorcomfortnews.com

• Placed at many HVAC/R/SM and Performance Contracting wholesaler stores in the Western region.

VIEW THE DIGITAL VERSION ONLINE
www.indoorcomfortnews.com





GUIDELINES AND TERMS

BLACK-AND-WHITE ADVERTISING RATES

SIZE	12x	6x	3x	1x
FULL	\$3,270	\$3,635	\$3,904	\$4,267
JR	\$2,099	\$2,335	\$2,508	\$2,736
1/2	\$1,727	\$1,920	\$2,059	\$2,261
1/3	\$1,273	\$1,437	\$1,602	\$1,759
1/4	\$960	\$1,071	\$1,139	\$1,242
1/8	\$512	\$572	\$603	\$672

Color Process Fees

Add the following to the black and white rates:

- Standard process color (C, M, Y, K)** - \$300 per color, per ad
- Four-color process (full color)** - \$1,185 per ad

PRODUCTION AND DESIGN GUIDELINES

Modifications:

Any production or design work performed by Indoor Comfort News staff or associates to client supplied artwork (e.g. edits, redesign, resizing) may be subject to additional charges depending on the complexity of the job.

Special Positioning:

Any special positioning of advertisements will be subject to a 15% charge over and above the original space charge.

Agency Discounts:

A 15% discount will be given to recognized advertising agencies on ad space only. There will be no discounts on color, and no commission on insert handling or production charges.

BLEEDS AND GUTTER SPACE

TRIM SIZE:

Page - 10 3/4" x 14 1/2" Page - 10 1/4" x 14"
Spread - 21 1/2" x 14 1/2" Spread - 21" x 14"

LIVE PRINT:

Page - 10 3/4" x 14 1/2" Page - 10 1/4" x 14"
Spread - 21 1/2" x 14 1/2" Spread - 21" x 14"

PRODUCTION AND DESIGN GUIDELINES

Payment Terms & Cancellations:

- Invoices are payable upon receipt. Net 30 days, 1.5% thereafter. Advertisements from any account that are delinquent by 60 days or more will be removed from the publication.
- All rates may change upon notification to the advertiser 30 days prior to the insertion deadline.
- All cancellations must be in writing and received by Indoor Comfort

Specifications:

- File formats: Press-ready PDF digital file. For other formats, please contact ICN.
- File instructions: Build pages to trim size; 0.125" minimum bleed if applicable. All images must be in CMYK/grayscale mode; 300 DPI resolution. Four-color solids should not exceed SWOP density of 280%.
- Note: Please e-mail ad materials to advertising@indoorcomfortnews.com

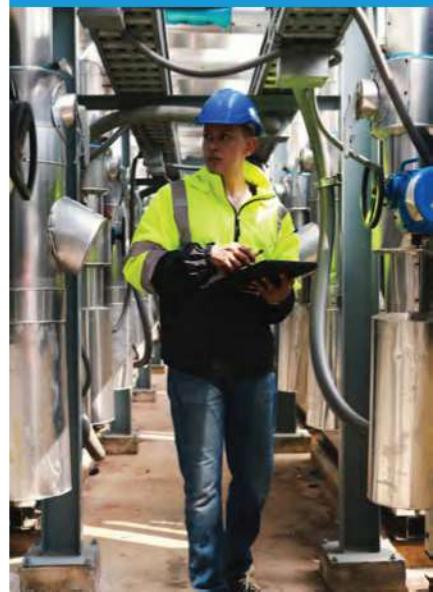
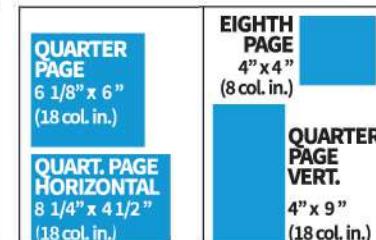
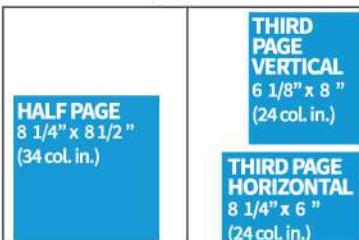
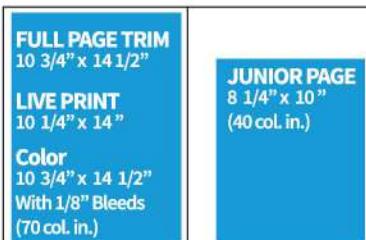
Monthly Classified Advertising Rates and Deadlines

Line Classified Advertisements ... \$70
50 words of less

Display Advertisements...\$150
Two column width size 3.56" wide

Deadlines

The deadline for all classified advertisements is on the first Friday of the preceding publication.





DIGITAL PRICING AND TERMS

IHACI/ICN HOME PAGE RESPONSIVE DESIGN WEBSITE

Responsive design allows for optimal viewing on any of your devices!



BANNER SIZE
1140 X 128

PRODUCT HIGHLIGHTS



Product Name



Product Name



Product Name

SIZE

	12x	6x	3x	1x
Hero Banner	\$743	\$990	\$1,238	\$1,486
Banner A	\$295	\$472	\$710	\$886
Banner B	\$284	\$455	\$681	\$852
Product Highlights	\$689	\$919	\$1,148	\$1,377
eblast Campaign	\$260	\$364	\$1,139	\$1,242
eblast Banner	\$512	\$572	\$520	\$676
Sponsored Social Media Post	\$150	\$250	\$350	\$500

Banner Format: PDF or jpeg with link.

Hero Banner display on IHACI home page and ICN landing pages only

Banner A + B are on ICN landing page only

Eblasts can be submitted in PDF or .jpg formats, and you can include a URL link.

Please do not submit HTML or CSS code for Eblasts.

Space and material deadline dates are the same as print deadline dates.

