

Newcastle Newspapers National Rate Card

EFFECTIVE FROM 1 JULY 10



**NEWCASTLE
NEWSPAPERS**
PTY LTD

THE **star** ★

PORT STEPHENS
Examiner

Lakes Mail

Coasting

*Rate per single module

Code	Casual		level \$4,000		level \$7,200		level \$20,000		level \$32,500		level \$50,000		level \$95,000		level \$130,000		level \$180,000		level \$240,000	
	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat
RPSM*	296.40	363.85	268.85	329.65	229.90	286.90	219.45	269.80	209.48	260.30	202.83	256.98	200.45	250.33	194.28	247.00	188.58	240.83	183.35	233.23
T88	18,969.60	23,286.40	17,206.40	21,097.60	14,713.60	18,361.60	14,044.80	17,267.20	13,406.40	16,659.20	12,980.80	16,446.40	12,828.80	16,020.80	12,433.60	15,808.00	12,068.80	15,412.80	11,734.40	14,926.40
T84	9,484.80	11,643.20	8,603.20	10,548.80	7,356.80	9,180.80	7,022.40	8,633.60	6,703.20	8,329.60	6,490.40	8,223.20	6,414.40	8,010.40	6,216.80	7,904.00	6,034.40	7,706.40	5,867.20	7,463.20
T44	4,742.40	5,821.60	4,301.60	5,274.40	3,678.40	4,590.40	3,511.20	4,316.80	3,351.60	4,164.80	3,245.20	4,111.60	3,207.20	4,005.20	3,108.40	3,952.00	3,017.20	3,853.20	2,933.60	3,731.60
T24	2,371.20	2,910.80	2,150.80	2,637.20	1,839.20	2,295.20	1,755.60	2,158.40	1,675.80	2,082.40	1,622.60	2,055.80	1,603.60	2,002.60	1,554.20	1,976.00	1,508.60	1,926.60	1,466.80	1,865.80
T22	1,185.60	1,455.40	1,075.40	1,318.60	919.60	1,147.60	877.80	1,079.20	837.90	1,041.20	811.30	1,027.90	801.80	1,001.30	777.10	988.00	754.30	963.30	733.40	932.90
T11	296.40	363.85	268.85	329.65	229.90	286.90	219.45	269.80	209.48	260.30	202.83	256.98	200.45	250.33	194.28	247.00	188.58	240.83	183.35	233.23
T12	592.80	727.70	537.70	659.30	459.80	573.80	438.90	539.60	418.95	520.60	405.65	513.95	400.90	500.65	388.55	494.00	377.15	481.65	366.70	466.45
T14	1,185.60	1,455.40	1,075.40	1,318.60	919.60	1,147.60	877.80	1,079.20	837.90	1,041.20	811.30	1,027.90	801.80	1,001.30	777.10	988.00	754.30	963.30	733.40	932.90
T82	4,742.40	5,821.60	4,301.60	5,274.40	3,678.40	4,590.40	3,511.20	4,316.80	3,351.60	4,164.80	3,245.20	4,111.60	3,207.20	4,005.20	3,108.40	3,952.00	3,017.20	3,853.20	2,933.60	3,731.60
T81	2,371.20	2,910.80	2,150.80	2,637.20	1,839.20	2,295.20	1,755.60	2,158.40	1,675.80	2,082.40	1,622.60	2,055.80	1,603.60	2,002.60	1,554.20	1,976.00	1,508.60	1,926.60	1,466.80	1,865.80
T42	2,371.20	2,910.80	2,150.80	2,637.20	1,839.20	2,295.20	1,755.60	2,158.40	1,675.80	2,082.40	1,622.60	2,055.80	1,603.60	2,002.60	1,554.20	1,976.00	1,508.60	1,926.60	1,466.80	1,865.80
T41	1,185.60	1,455.40	1,075.40	1,318.60	919.60	1,147.60	877.80	1,079.20	837.90	1,041.20	811.30	1,027.90	801.80	1,001.30	777.10	988.00	754.30	963.30	733.40	932.90
T21	592.80	727.70	537.70	659.30	459.80	573.80	438.90	539.60	418.95	520.60	405.65	513.95	400.90	500.65	388.55	494.00	377.15	481.65	366.70	466.45
T34	3,556.80	4,366.20	3,226.20	3,955.80	2,758.80	3,442.80	2,633.40	3,237.60	2,513.70	3,123.60	2,433.90	3,083.70	2,405.40	3,003.90	2,331.30	2,964.00	2,262.90	2,889.90	2,200.20	2,798.70
T1H4	1,778.40	2,183.10	1,613.10	1,977.90	1,379.40	1,721.40	1,316.70	1,618.80	1,256.85	1,561.80	1,216.95	1,541.85	1,202.70	1,501.95	1,165.65	1,482.00	1,131.45	1,444.95	1,100.10	1,399.35
T31	889.20	1,091.55	806.55	988.95	689.70	860.70	658.35	809.40	628.43	780.90	608.48	770.93	601.35	750.98	582.83	741.00	565.73	722.48	550.05	699.68
T51	1,482.00	1,819.25	1,344.25	1,648.25	1,149.50	1,434.50	1,097.25	1,349.00	1,047.38	1,301.50	1,014.13	1,284.88	1,002.25	1,251.63	971.38	1,235.00	942.88	1,204.13	916.75	1,166.13
T64	7,113.60	8,732.40	6,452.40	7,911.60	5,517.60	6,885.60	5,266.80	6,475.20	5,027.40	6,247.20	4,867.80	6,167.40	4,810.80	6,007.80	4,662.60	5,928.00	4,525.80	5,779.80	4,400.40	5,597.40
T63	5,335.20	6,549.30	4,839.30	5,933.70	4,138.20	5,164.20	3,950.10	4,856.40	3,770.55	4,685.40	3,650.85	4,625.55	3,608.10	4,505.85	3,496.95	4,446.00	3,394.35	4,334.85	3,300.30	4,198.05
T62	3,556.80	4,366.20	3,226.20	3,955.80	2,758.80	3,442.80	2,633.40	3,237.60	2,513.70	3,123.60	2,433.90	3,083.70	2,405.40	3,003.90	2,331.30	2,964.00	2,262.90	2,889.90	2,200.20	2,798.70
T61	1,778.40	2,183.10	1,613.10	1,977.90	1,379.40	1,721.40	1,316.70	1,618.80	1,256.85	1,561.80	1,216.95	1,541.85	1,202.70	1,501.95	1,165.65	1,482.00	1,131.45	1,444.95	1,100.10	1,399.35
T83	7,113.60	8,732.40	6,452.40	7,911.60	5,517.60	6,885.60	5,266.80	6,475.20	5,027.40	6,247.20	4,867.80	6,167.40	4,810.80	6,007.80	4,662.60	5,928.00	4,525.80	5,779.80	4,400.40	5,597.40
T43	3,556.80	4,366.20	3,226.20	3,955.80	2,758.80	3,442.80	2,633.40	3,237.60	2,513.70	3,123.60	2,433.90	3,083.70	2,405.40	3,003.90	2,331.30	2,964.00	2,262.90	2,889.90	2,200.20	2,798.70
T23	1,778.40	2,183.10	1,613.10	1,977.90	1,379.40	1,721.40	1,316.70	1,618.80	1,256.85	1,561.80	1,216.95	1,541.85	1,202.70	1,501.95	1,165.65	1,482.00	1,131.45	1,444.95	1,100.10	1,399.35
T32	1,778.40	2,183.10	1,613.10	1,977.90	1,379.40	1,721.40	1,316.70	1,618.80	1,256.85	1,561.80	1,216.95	1,541.85	1,202.70	1,501.95	1,165.65	1,482.00	1,131.45	1,444.95	1,100.10	1,399.35

*Rate per single module

Code	Casual		level \$4,000		level \$7,200		level \$20,000		level \$32,500		level \$50,000		level \$95,000		level \$130,000		level \$180,000		level \$240,000	
	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat	Mon-Fri	Sat
RPSM*	288.33	353.88	248.90	305.43	221.83	275.50	210.43	259.35	202.35	249.85	196.18	246.53	193.80	242.25	187.63	237.50	183.35	231.33	177.65	223.73
T88	18,452.80	22,648.00	15,929.60	19,547.20	14,196.80	17,632.00	13,467.20	16,598.40	12,950.40	15,990.40	12,555.20	15,777.60	12,403.20	15,504.00	12,008.00	15,200.00	11,734.40	14,804.80	11,369.60	14,318.40
T84	9,226.40	11,324.00	7,964.80	9,773.60	7,098.40	8,816.00	6,733.60	8,299.20	6,475.20	7,995.20	6,277.60	7,888.80	6,201.60	7,752.00	6,004.00	7,600.00	5,867.20	7,402.40	5,684.80	7,159.20
T44	4,613.20	5,662.00	3,982.40	4,886.80	3,549.20	4,408.00	3,366.80	4,149.60	3,237.60	3,997.60	3,138.80	3,944.40	3,100.80	3,876.00	3,002.00	3,800.00	2,933.60	3,701.20	2,842.40	3,579.60
T24	2,306.60	2,831.00	1,991.20	2,443.40	1,774.60	2,204.00	1,683.40	2,074.80	1,618.80	1,998.80	1,569.40	1,972.20	1,550.40	1,938.00	1,501.00	1,900.00	1,466.80	1,850.60	1,421.20	1,789.80
T22	1,153.30	1,415.50	995.60	1,221.70	887.30	1,102.00	841.70	1,037.40	809.40	999.40	784.70	986.10	775.20	969.00	750.50	950.00	733.40	925.30	710.60	894.90
T11	288.33	353.88	248.90	305.43	221.83	275.50	210.43	259.35	202.35	249.85	196.18	246.53	193.80	242.25	187.63	237.50	183.35	231.33	177.65	223.73
T12	576.65	707.75	497.80	610.85	443.65	551.00	420.85	518.70	404.70	499.70	392.35	493.05	387.60	484.50	375.25	475.00	366.70	462.65	355.30	447.45
T14	1,153.30	1,415.50	995.60	1,221.70	887.30	1,102.00	841.70	1,037.40	809.40	999.40	784.70	986.10	775.20	969.00	750.50	950.00	733.40	925.30	710.60	894.90
T82	4,613.20	5,662.00	3,982.40	4,886.80	3,549.20	4,408.00	3,366.80	4,149.60	3,237.60	3,997.60	3,138.80	3,944.40	3,100.80	3,876.00	3,002.00	3,800.00	2,933.60	3,701.20	2,842.40	3,579.60
T81	2,306.60	2,831.00	1,991.20	2,443.40	1,774.60	2,204.00	1,683.40	2,074.80	1,618.80	1,998.80	1,569.40	1,972.20	1,550.40	1,938.00	1,501.00	1,900.00	1,466.80	1,850.60	1,421.20	1,789.80
T42	2,306.60	2,831.00	1,991.20	2,443.40	1,774.60	2,204.00	1,683.40	2,074.80	1,618.80	1,998.80	1,569.40	1,972.20	1,550.40	1,938.00	1,501.00	1,900.00	1,466.80	1,850.60	1,421.20	1,789.80
T41	1,153.30	1,415.50	995.60	1,221.70	887.30	1,102.00	841.70	1,037.40	809.40	999.40	784.70	986.10	775.20	969.00	750.50	950.00	733.40	925.30	710.60	894.90
T21	576.65	707.75	497.80	610.85	443.65	551.00	420.85	518.70	404.70	499.70	392.35	493.05	387.60	484.50	375.25	475.00	366.70	462.65	355.30	447.45
T34	3,459.90	4,246.50	2,986.80	3,665.10	2,661.90	3,306.00	2,525.10	3,112.20	2,428.20	2,998.20	2,354.10	2,958.30	2,325.60	2,907.00	2,251.50	2,850.00	2,200.20	2,775.90	2,131.80	2,684.70
T1H4	1,729.95	2,123.25	1,493.40	1,832.55	1,330.95	1,653.00	1,262.55	1,556.10	1,214.10	1,499.10	1,177.05	1,479.15	1,162.80	1,453.50	1,125.75	1,425.00	1,100.10	1,387.95	1,065.90	1,342.35
T31	864.98	1,061.63	746.70	916.28	665.48	826.50	631.28	778.05	607.05	749.55	588.53	739.58	581.40	726.75	562.88	712.50	550.05	693.98	532.95	671.18
T51	1,441.63	1,769.38	1,244.50	1,527.13	1,109.13	1,377.50	1,052.13	1,296.75	1,011.75	1,249.25	980.88	1,232.63	969.00	1,211.25	938.13	1,187.50	916.75	1,156.63	888.25	1,118.63
T64	6,919.80	8,493.00	5,973.60	7,330.20	5,323.80	6,612.00	5,050.20	6,224.40	4,856.40	5,996.40	4,708.20	5,916.60	4,651.20	5,814.00	4,503.00	5,700.00	4,400.40	5,551.80	4,263.60	5,369.40
T63	5,189.85	6,369.75	4,480.20	5,497.65	3,992.85	4,959.00	3,787.65	4,668.30	3,642.30	4,497.30	3,531.15	4,437.45	3,488.40	4,360.50	3,377.25	4,275.00	3,300.30	4,163.85	3,197.70	4,027.05
T62	3,459.90	4,246.50	2,986.80	3,665.10	2,661.90	3,306.00	2,525.10	3,112.20	2,428.20	2,998.20	2,354.10	2,958.30	2,325.60	2,907.00	2,251.50	2,850.00	2,200.20	2,775.90	2,131.80	2,684.70
T61	1,729.95	2,123.25	1,493.40	1,832.55	1,330.95	1,653.00	1,262.55	1,556.10	1,214.10	1,499.10	1,177.05	1,479.15	1,162.80	1,453.50	1,125.75	1,425.00	1,100.10	1,387.95	1,065.90	1,342.35
T83	6,919.80	8,493.00	5,973.60	7,330.20	5,323.80	6,612.00	5,050.20	6,224.40	4,856.40	5,996.40	4,708.20	5,916.60	4,651.20	5,814.00	4,503.00	5,700.00	4,400.40	5,551.80	4,263.60	5,369.40
T43	3,459.90	4,246.50	2,986.80	3,665.10	2,661.90	3,306.00	2,525.10	3,112.20	2,428.20	2,998.20	2,354.10	2,958.30	2,325.60	2,907.00	2,251.50	2,850.00	2,200.20	2,775.90	2,131.80	2,684.70
T23	1,729.95	2,123.25	1,493.40	1,832.55	1,330.95	1,653.00	1,262.55	1,556.10	1,214.10	1,499.10	1,177.05	1,479.15	1,162.80	1,453.50	1,125.75	1,425.00	1,100.10	1,387.95	1,065.90	1,342.35
T32	1,729.95	2,123.25	1,493.40	1,832.55	1,330.95	1,653.00	1,262.55	1,556.10	1,214.10	1,499.10	1,177.05	1,479.15	1,162.80	1,453.50	1,125.75	1,425.00	1,100.10	1,387.95	1,065.90	1,342.35

SPEND	Casual	\$4,000	\$7,200	\$20,000	\$32,500	\$50,000	\$95,000	\$130,000	\$180,000	\$240,000
CATEGORY A - Including For Sale, Garage Sales, Lost and Found										
Mon-Fri	31.40	27.85	24.55	23.40	22.50	21.85	21.40	20.75	20.30	19.65
Sat	38.60	34.30	30.60	28.85	27.70	27.45	26.90	26.40	25.65	14.85
CATEGORY B - Including Motors, Real Estate										
Mon-Fri	30.35	26.20	23.35	22.15	21.30	20.65	20.40	19.75	19.30	18.70
Sat	37.25	32.15	29.00	27.30	26.30	25.95	25.50	25.00	24.35	23.55
CATEGORY C - Including Auctions, Directories										
Mon-Fri	32.00	28.40	25.00	23.75	22.95	22.05	21.80	21.25	20.60	19.85
Sat	40.75	36.30	32.35	30.50	29.35	28.95	28.35	28.00	27.05	26.20
CATEGORY D - Including Positions Vacant, Legal Notices, Personals										
Mon-Fri	34.90	31.55	27.55	26.20	25.25	24.40	23.85	23.30	22.80	21.95
Sat	44.60	40.35	35.75	33.75	32.55	32.20	31.40	30.85	30.00	29.00
CATEGORY E - Including Births, Marriages, Deaths										
Mon-Fri	26.00	23.10	20.35	19.30	18.65	18.00	17.70	17.30	16.70	16.25
Sat	32.50	28.90	25.75	24.35	23.45	23.15	22.70	22.25	21.65	21.00
CATEGORY F - Including To Let, Real Estate										
Mon-Fri	26.35	22.85	20.20	19.20	18.55	17.85	17.60	17.10	16.65	16.15
Sat	32.35	27.95	25.25	23.65	22.85	22.45	22.00	21.80	21.00	20.40

Classifieds Call Centre Contact Details

Phone 131 696
 Fax 02 4979 5088
 Email classifieds@newcastle.fairfax.com.au

Classified Call Centre hours of business:

Sunday	2.30pm to 6.00pm
Monday	8.00am to 6.00pm
Tuesday	8.00am to 6.00pm
Wednesday	8.00am to 6.00pm
Thursday	8.00am to 7.00pm
Friday	8.00am to 6.00pm
Saturday	Closed

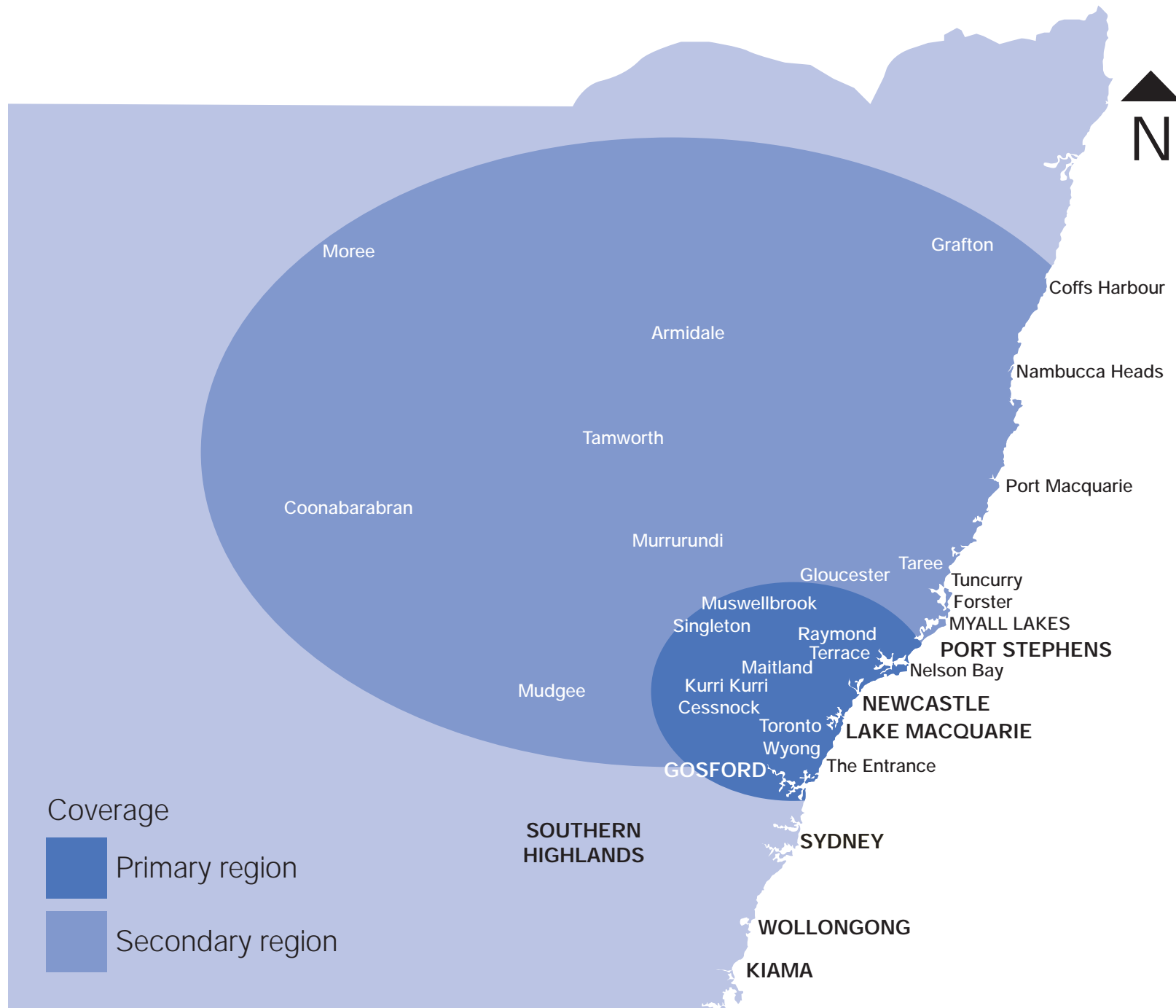
SPEND	Casual	1,501	3,001	4,501	9,001	17,001	35,001
CATEGORY A - For Sales							
Mon-Fri	2.50	2.10	2.05	2.00	1.85	1.80	1.75
Sat	5.00	4.35	3.95	3.90	3.75	3.60	3.55
CATEGORY B - Motoring and Marine							
Mon-Fri	2.50	2.15	2.05	2.05	1.85	1.80	1.75
Sat	5.00	4.60	4.20	4.00	3.95	3.75	3.70
CATEGORY C - Travel, Directories and Miscellaneous							
Mon-Fri	6.00	5.15	4.95	4.90	4.55	4.25	4.20
Sat	6.80	6.35	5.80	5.70	5.55	5.15	5.10
CATEGORY D - Employment and Notices							
Mon-Fri	6.10	5.35	5.15	5.10	4.55	4.35	4.25
Sat	7.70	6.95	6.55	6.25	6.05	5.80	5.75
CATEGORY E - Domestic Announcements							
Mon-Fri	4.80	4.10	3.90	3.85	3.50	3.40	3.35
Sat	5.70	5.20	4.80	4.70	4.55	4.30	4.25
CATEGORY F - Real Estate Linage							
Mon-Fri	5.15	4.50	4.25	4.20	3.85	3.75	3.70
Sat	6.05	5.45	5.05	4.85	4.75	4.50	4.40

CLASSIFIEDS PACKAGES	
POWERPACK	COST per line
Herald (Saturday)	\$6.40
Herald (Wednesday)	\$3.20
Herald (Friday)	\$1.60
Port Stephens Examiner (Thursday)	\$1.80
Lakes Mail (Wednesday)	\$2.10
Newcastle Star (Wednesday)	\$2.50
Lower Hunter Star (Thursday)	\$0.70
TOTAL	\$18.30

CLASSIFIEDS EXTRAS	COST
Starline	\$12.00
Highlight	\$12.00
House Logos	\$6.80
Domestic Logos	\$11.80
Picture Logos	\$9.09
Borders	\$4.20
Herald Box	\$21.00
Crests	\$4.20
Mini Highlight	equal to two lines
Examiner Logos	\$7.00
Lakes Mail Starlines	\$6.81
Lakes Mail Highlights	\$6.81

DOMESTIC DISPLAY	COST per col/cm
Monday - Friday	\$12.20
Saturday	\$14.30

CATEGORY LISTS
<p>Category A</p> <p>Antiques and Collectables; Auction Sales (Display); Pets & Pet Care; Pet Announcements; Shop & Office Equipment; Building Materials; Plants & Garden Supplies; Legal Services (Display); Health, Beauty & Fitness (Display); Lost & Found; Arts & Crafts; Freebies; For Sale; Disabled Persons Equipment; For Hire; Wanted To Buy; Exchange or Swap; Carriers & Removals (Display); Birds, Poultry, Fish; Sports; Computers & Software; Horses & Livestock; Machinery; Greyhounds; Garage Sales; Worlds Biggest Carboot Sale; Baby Needs.</p>
<p>Category B</p> <p>Boats & Marine Supplies; Caravans & Trailers; Motor Homes; Trucks & Commercial Vehicles; Motor Vehicles; Utes & Vans; 4WD Motors; Last Minute Motors; Classic/Vintage Cars; Motor Cycles & Accessories; Motor Accessories & Spares.</p>
<p>Category C</p> <p>Auction Sales (Linage); Entertainment; Bus Tours & Travel (Linage); Health, Beauty & Fitness (Linage); Finance & Shares; Self Storage; Holiday & Leisure (Linage); Holiday & Travel (Linage); Explore Travel Directory (Linage); Galleries and Exhibitions Directory.</p>
<p>Category D</p> <p>Public Announcements; Legal Services; Psychics & Clairvoyants; Hospitality, Travel, Tourism; Health Positions; Recruitment Services; General Positions; Positions Filled; Employment Services/Training; Business Opportunities; Tutorial Services; Musical Tuition; Domestic Services; Positions Wanted; Trades & Services; Trades Positions; Carriers & Removals (Linage); Tenders; Company Notices; Election Notices; Government Notices; Personal; Legal Notices; Adult Services; Adult Phone Talk; SMS Chat; Adult Shops.</p>
<p>Category E</p> <p>Entertainment; Psychics & Clairvoyants; Church Notices; Greetings; Valentines Day; Mothers Day Greetings; Fathers Day Greetings; Christmas Greetings; New Year Greetings; Easter Greetings; Religious; Funerals; Funeral Services; Deaths; Anzac Tributes; Memorial Tributes; Condolences; Return Thanks; Roll Of Honour; In Memoriam; Thanks; Births; Birthday Greetings; Engagements; Wedding Anniversaries; Celebrations; Congratulations; Marriages; Celebrants; Graduation; Retirement; Sport Directory.</p>
<p>Category F</p> <p>Real Estate Auctions; Farms & Acreages; Rural Properties; To Let & Wanted; Real Estate Exchange; Board & Share Accommm; Houses & Land For Sale; Houses & Land Wanted; Business For Sale & Wanted; Units, Villas & Townhouses; Commercial/Industrial Properties; Investment Properties; Partnership & Agencies; Manufactured Homes/Villages; Last Minute Real Estate; Land For Sale; Homes to \$200,000; Homes \$200,000-\$400,000; Homes \$400,000-\$600,000; Homes \$600,000-\$800,000; Homes \$800,000-\$1Million; Homes over \$1Million; Real Estate Services; Real Estate Other Areas; Real Estate North Coast; Real Estate Central Coast; Real Estate Port Stephens; Real Estate Hunter Valley; Real Estate North Coast; Retirement Villa & Units.</p>



Contacts

Rosalie Taggart

Phone 02 4979 5200

Email rtaggart@newcastle.fairfax.com.au

Kerry West

Phone 02 4979 5216

Fax 02 4979 5388

Email kwest@newcastle.fairfax.com.au

National Offices

Ad Sales Connect

(Sydney)

Jim Stride

Phone 02 9420 1777

Fax 02 9420 1788

Cameron Media Sales

(Melbourne)

Matt Healey

Phone 03 9822 5188

Fax 03 9822 6933

Fairfax Brisbane

Janice Batzloff

Phone 07 3308 1122

Fax 07 3308 1129

The Media Workshop

(Brisbane Star Representation)

Jaye Bradley

Phone 07 3391 6633

Fax 07 3891 5602

Fairfax Adelaide

Brad Barber

Phone 08 8210 1122

Fax 08 8212 1210

Fairfax Perth

Liz Molyneux

Phone 08 9327 4802

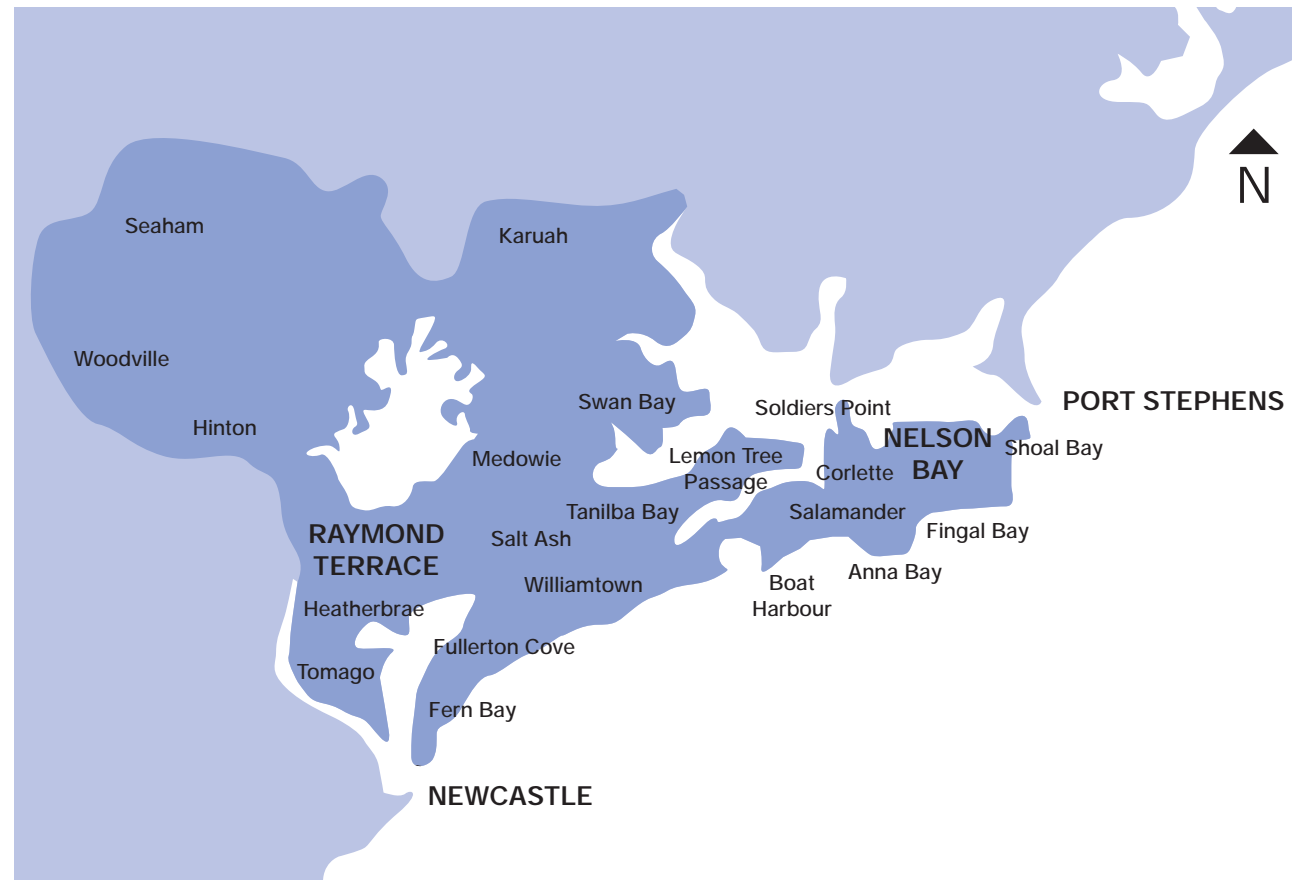
Fax 08 9481 4228

*Rate per single module

DISPLAY MODULAR RATES						
Code	Casual	\$5,000	\$20,000	\$35,000	\$50,000	Lift Rate
RPSM*	\$108.40	\$94.81	\$89.30	\$82.56	\$70.30	\$65.08
T88	6,937.28	6,067.84	5,715.20	5,283.52	4,499.20	4,164.80
T84	3,468.64	3,033.92	2,857.60	2,641.76	2,249.60	2,082.40
T44	1,734.32	1,516.96	1,428.80	1,320.88	1,124.80	1,041.20
T24	867.16	758.48	714.40	660.44	562.40	520.60
T22	433.58	379.24	357.20	330.22	281.20	260.30
T11	108.40	94.81	89.30	82.56	70.30	65.08
T12	216.79	189.62	178.60	165.11	140.60	130.15
T14	433.58	379.24	357.20	330.22	281.20	260.30
T82	1,734.32	1,516.96	1,428.80	1,320.88	1,124.80	1,041.20
T81	867.16	758.48	714.40	660.44	562.40	520.60
T42	867.16	758.48	714.40	660.44	562.40	520.60
T41	433.58	379.24	357.20	330.22	281.20	260.30
T21	216.79	189.62	178.60	165.11	140.60	130.15
T34	1,300.74	1,137.72	1,071.60	990.66	843.60	780.90
T1H4	650.37	568.86	535.80	495.33	421.80	390.45
T31	325.19	284.43	267.90	247.67	210.90	195.23
T51	541.98	474.05	446.50	412.78	351.50	325.38
T64	2,601.48	2,275.44	2,143.20	1,981.32	1,687.20	1,561.80
T63	1,951.11	1,706.58	1,607.40	1,485.99	1,265.40	1,171.35
T62	1,300.74	1,137.72	1,071.60	990.66	843.60	780.90
T61	650.37	568.86	535.80	495.33	421.80	390.45
T83	2,601.48	2,275.44	2,143.20	1,981.32	1,687.20	1,561.80
T43	1,300.74	1,137.72	1,071.60	990.66	843.60	780.90
T23	650.37	568.86	535.80	495.33	421.80	390.45
T32	650.37	568.86	535.80	495.33	421.80	390.45

CLASSIFIEDS RATES	
	Casual
Lineage	4.90
Class/Semi Display	13.00
Examiner logo	7.00

CLASSIFIED LIFT RATE	
	Casual
Lineage	1.96
Class/Semi Display	5.20



Lakes Mail

Lakes Mail rates

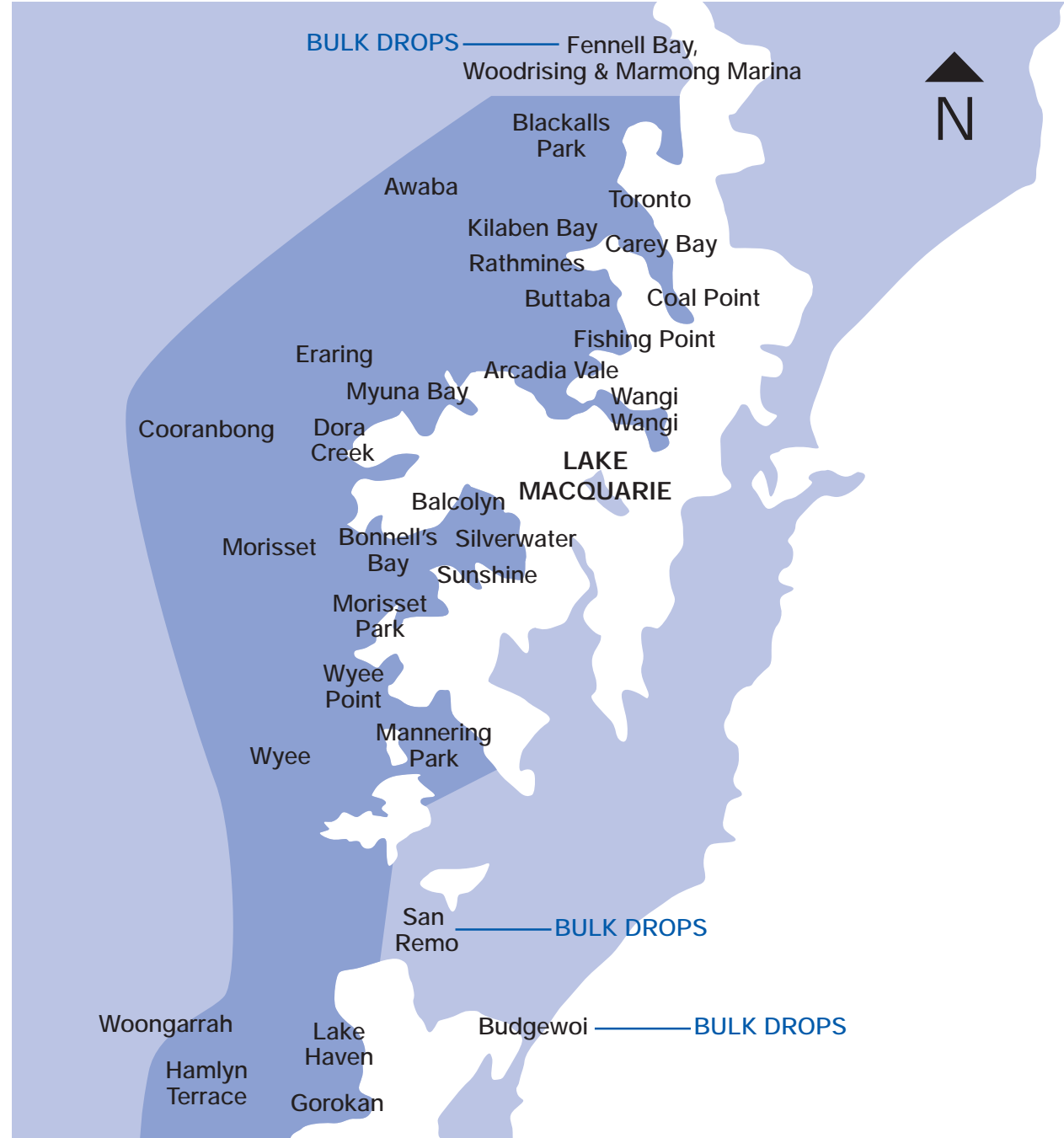
All rates are mono and GST exclusive | Effective 1st July 2010

*Rate per single module

DISPLAY MODULAR RATES		
Code	Casual	Lift Rate
RPSM*	\$63.08	\$37.81
T88	4,037.12	2,419.84
T84	2,018.56	1,209.92
T44	1,009.28	604.96
T24	504.64	302.48
T22	252.32	151.24
T11	63.08	37.81
T12	126.16	75.62
T14	252.32	151.24
T82	1,009.28	604.96
T81	504.64	302.48
T42	504.64	302.48
T41	252.32	151.24
T21	126.16	75.62
T34	756.96	453.72
T1H4	378.48	226.86
T31	189.24	113.43
T51	315.40	189.05
T64	1,513.92	907.44
T63	1,135.44	680.58
T62	756.96	453.72
T61	378.48	226.86
T83	1,513.92	907.44
T43	756.96	453.72
T23	378.48	226.86
T32	378.48	226.86

CLASSIFIEDS RATES	
	Casual
Lineage	2.27
Classifieds Display	6.64

CLASSIFIED LIFT RATE	
Lineage	0.91
Classifieds Display	2.66



*Rate per single module

DISPLAY MODULAR RATES		
Code	Casual	Contract
RPSM*	\$213.94	\$162.55
T88	13,692.16	10,402.88
T84	6,846.08	5,201.44
T44	3,423.04	2,600.72
T24	1,711.52	1,300.36
T22	855.76	650.18
T12	427.88	325.09
T11	213.94	162.55
T14	855.76	650.18
T82	3,423.04	2,600.72
T81	1,711.52	1,300.36
T42	1,711.52	1,300.36
T41	855.76	650.18
T21	427.88	325.09
T34	2,567.28	1,950.54
T1H4	1,283.64	975.27
T31	641.82	487.64
T51	1,069.70	812.73
T64	5,134.56	3,901.08
T63	3,850.92	2,925.81
T62	2,567.28	1,950.54
T61	1,283.64	975.27
T83	5,134.56	3,901.08
T43	2,567.28	1,950.54
T23	1,283.64	975.27
T32	1,283.64	975.27

CLASSIFIED RATES	
	Casual
Classifieds Display	16.47
Lineage	4.54

LIFT RATES per modular	
Display/Mod	Casual
EGN	82.00
Real Estate	41.05
Motors	61.25
Class/Col cm	Casual
Classifieds Display	11.53



ADVERTISING DEADLINES

HERALD DEADLINES

General

Bookings:..... 1pm two working days prior to issue date
 Copy:..... 4pm two working days prior to issue date
 Camera ready and electronic ads:..... 4pm two working days prior to issue date

Saturday Drive

Bookings:..... 1pm Tuesday
 Copy:..... 4pm Tuesday
 Camera ready and electronic ads:..... 1pm Thursday

Saturday Domain

Bookings:..... 1pm Tuesday
 Copy:..... 4pm Tuesday
 Camera ready and electronic ads:..... 1pm Wednesday

Saturday My Career

Bookings:..... 1pm Thursday
 Copy and camera ready ads:..... 4pm Thursday

H2

Bookings:..... 1pm Tuesday
 Copy:..... 4pm Tuesday
 Camera ready and electronic ads:..... 1pm Thursday

TV Guide

Bookings:..... 1pm Friday week prior to issue date
 Copy:..... 4pm Friday week prior to issue date
 Camera ready and electronic ads:..... 1pm Monday week prior to issue date

Weekender

Bookings:..... 1pm Friday week prior to issue date
 Copy:..... 4pm Friday week prior to issue date
 Camera ready and electronic ads:..... 1pm Monday prior to issue date

Any Cancellations: 1pm two days prior to issue date, cancellations after published deadline will attract surcharges

HERALD CLASSIFIED DEADLINES (Linage)

General 6.00pm for next day's edition

Saturday Domain 10.00am Thursday

Saturday Drive 7.00pm Thursday

Times are published daily in The Herald or phone 131 696.

THE PORT STEPHENS EXAMINER DEADLINES

General News

Bookings:..... 1pm Friday week prior to issue date
 Copy:..... 1pm Monday
 Camera ready and electronic ads:..... 1pm Tuesday

Domain

Bookings:..... 1pm Wednesday week prior to issue date
 Copy:..... 1pm Thursday week prior to issue date
 Camera ready and electronic ads:..... 1pm Friday week prior to issue date

Classifieds

Bookings:..... 12noon Tuesday

THE LAKES MAIL DEADLINES

General News

Bookings:..... 1pm Thursday week prior to issue date
 Copy:..... 1pm Friday week prior to issue date
 Camera ready and electronic ads:..... 1pm Monday week prior to issue date

Classifieds

Bookings:..... 12noon Tuesday

THE STAR DEADLINES

General News

Bookings:..... 5pm Wednesday week prior to issue date
 Copy:..... 5pm Thursday week prior to issue date
 Camera ready and electronic ads:..... 1pm Monday week prior to issue date
 General Classifieds Linage: 5pm Monday week prior to issue date

LOADINGS

All loadings are applied to the rate before GST is added.

Prestige positions (ie. pages 2-21) and all section leader pages – 30% loading of total advertising space plus GST.

All requested paging/positioning 15% of total advertising space.
 Saturday Weekender 10% of total advertising space.

Colour: All loadings are applied to the rate before GST is added.

Full process colour: 30% of total advertising space (min charge \$660).

Spot colour (cyan, magenta, yellow): 15% of total advertising space (minimum charge \$450).

Production loadings will apply.

Tearsheets: \$2.00 each.

Production loading will apply for all non camera ready advertisements.

MECHANICAL SPECS

Please phone for more details

- Electronic Ad delivery is our preferred method of ad delivery, via Quickcut (pagestore) or Websend.
- We accept complete PDF advertisements on disk or by email to ads@newcastle.fairfax.com.au.
- For ink and colour separations, dot specs etc. please phone us direct or check for details at www.fairfax.com.au/specs

MODULAR ADVERTISING MEASURES

Name	Code	Depth	Width
Pages			
Tabloid Full Page	T84	374 mm	259.6 mm
Tabloid Double Page Spread	T88	374 mm	549 mm
Tabloid Junior Page	T63	280 mm	194.2 mm
Horizontals			
Tabloid 1/2 Horizontal	T44	186 mm	259.6 mm
Tabloid 1/4 Horizontal	T24	92 mm	259.6 mm
Strips			
Tabloid 35% Strip	T34	140 mm	259.6 mm
Tabloid 18% Strip	T1H4	70mm	259.6 mm
Tabloid 1/2 Strip	T12	45 mm	128.8 mm
Tabloid 1/8 Strip	T14	45mm	259.6mm
Verticals			
Tabloid 1/2 Vertical	T82	374 mm	128.8 mm
Tabloid 1/4 Vertical	T81	374 mm	63.4 mm
Towers			
Tabloid 3/4 Tower	T61	280 mm	63.4 mm
Tabloid 5/8 Tower	T51	233 mm	63.4 mm
Tabloid 1/2 Tower	T41	186 mm	63.4 mm
Tabloid 3/8 Tower	T31	139 mm	63.4 mm
Tabloid Double Tower	T62	280 mm	128.8 mm
Tabloid 3/8 Double Tower	T32	139 mm	128.8 mm
Other Sizes			
Tabloid Block	T43	186 mm	194.2 mm
Tabloid 1/2 Block	T23	92 mm	194.2 mm
Tabloid Quarter Page	T42	186 mm	128.8 mm
Tabloid 1/8 Page	T22	92 mm	128.8 mm
Tabloid 1/16 Page	T21	92 mm	63.4 mm
Tabloid 1/32 Page	T11	45 mm	63.4 mm

These terms apply to all advertising provided to any person (a 'Customer')
by Fairfax Media Limited ABN 15 008 663 161 or any of its subsidiaries (all of which are referred to as 'Fairfax').

1. Publication of Advertising

- 1.1 Subject to these Terms, Fairfax will use its reasonable endeavours to publish advertising submitted by Customers ('Advertising') in the format submitted by the Customer and in accordance with the placement instructions of the Customer. 'Advertising' includes images submitted for publication.
- 1.2 Customer grants Fairfax a worldwide, royalty-free, non-exclusive, irrevocable licence to publish, and to sub-licence the publication of, the Advertising in any form and in any medium. Fairfax may publish print Advertising online or vice versa. Customer warrants that it has the right and authority to grant Fairfax the licence referred to in this clause 1.2

2. Right to Refuse Advertising

- 2.1 Neither these Terms nor any written or verbal quotation by Fairfax represent an offer to publish Advertising. A binding contract in relation to a request for Advertising will only be formed between Fairfax and a Customer when Fairfax accepts the Advertising in writing or generates a tax invoice for that Advertising.
- 2.2 Even if a contract has been formed in accordance with the above clause, Fairfax reserves the right to refuse or withdraw from publication any Advertising at any time without giving reasons (even if the Advertising has previously been published by Fairfax).

3. Right to Vary Format and Placement

- 3.1 Fairfax reserves the right;
 - (a) to vary the placement of Advertising within a particular print title or Internet site; and
 - (b) to change the format of print Advertising (including but not limited to changing a format from colour to black and white).
- 3.2 Fairfax will endeavour to notify the Customer of any such changes. However, except in accordance with clause 12, Fairfax will not be liable for any costs, expenses, losses or damages suffered or

incurred by a Customer arising from Fairfax's failure to publish Advertising in accordance with a Customer's request.

- 3.3 If Fairfax changes the press or the press configuration for the printing of a publication, Fairfax reserves the right to shrink or enlarge the size of the Advertising by up to 10% without notifying the Customer and without change to the rates for that Advertising.

4. Submission of Advertising

- 4.1 Customer warrants to Fairfax that the Advertising and the publication by Fairfax of the Advertising does not breach or infringe:
 - (a) the Trade Practices Act (Cth), Fair Trading Acts (State) or equivalent legislation;
 - (b) any copyright, trade mark, obligation of confidentiality or other personal or proprietary right;
 - (c) any law of defamation, obscenity or contempt of any court, tribunal or royal commission;
 - (d) State or Commonwealth anti-discrimination legislation;
 - (e) the Privacy Act (Cth);
 - (f) any financial services law as defined in the Corporations Act 2001 (Cth); or
 - (g) any other law or applicable code (including any common law, statute, delegated legislation, rule or ordinance of the Commonwealth, or a State or Territory).
- 4.2 Customer warrants that in respect of Advertising that contains the name or photographic or pictorial representation of any living person and/or any copy by which any living person can be identified, the Customer has obtained the authority of that person to make use of his/her name or representation or the copy.
- 4.3 Customer must not submit Advertising for publication that contains contact details for the Customer unless those contact details include the full name and street address of the Customer.

Post office box and email addresses alone are insufficient.

- 4.4 If a Customer submits Advertising that looks, in Fairfax's opinion, like editorial material, Fairfax may publish the Advertising under the heading 'Advertising' and with a border distinguishing it from editorial.
- 4.5 Fairfax will endeavour to take reasonable care of Advertising material in its custody and control, but will not be responsible for any loss or damage to Advertising material (even if caused by Fairfax's negligence).
- 4.6 If the Customer submits Advertising material electronically, the material must comply with Fairfax's specifications. Fairfax may reject the Advertising material if it is not submitted in accordance with such specifications.
- 4.7 Advertising material delivered digitally to Fairfax will only be accepted if the file includes the correct Fairfax booking identification number.

5. Classified Advertising

- 5.1 Fairfax will publish classified Advertising under the classification heading that it determines is most appropriate. Classified Advertising headings are for the convenience of readers and are determined at the discretion of Fairfax.
- 5.2 Fairfax will publish classified display Advertising sorted by alphabetical caption and, where space permits, with related line Advertising.

6. Online Advertising

- 6.1 For online banner and display Advertising, the Customer must:
 - (a) cancel online Advertising in writing at least 30 days before the publication date; and
 - (b) submit creative materials and a click-through URL to Fairfax at least 3 working days (5 working days for non-gif material) before the scheduled publication date.

Fairfax reserves the right to charge the Customer for online Advertising cancelled on less than

30 days notice or if creative materials are not submitted in accordance with clause 6.1(b).

- 6.2 All online Advertising (including rich media) must comply with Fairfax's advertising specifications, which are available on request.
- 6.3 Fairfax will measure online display and banner Advertising (including impressions delivered and clicks achieved) through its own ad-serving systems. Results from Customer or third party ad-servers will not be accepted for the purposes of Fairfax's billing and assessment of Advertising.
- 6.4 Subject to **clause 12**, Fairfax is not liable for any loss, damages or liabilities arising from a failure of the internet or any telecommunications structure.
- 6.5 Customer acknowledges that Fairfax may at its discretion include additional features or inclusions such as third party advertisements within online classified Advertising.

7. Errors

- 7.1 The Customer must promptly:
 - (a) check proofs of Advertising, if these are provided to the Customer by Fairfax; and
 - (b) notify Fairfax of any errors in the proofs or any published Advertising.
- 7.2 Fairfax does not accept responsibility for any errors in Advertising placed over the telephone.
- 7.3 If a Customer wishes to make a claim on Fairfax for credit, re-publication or any other remedy in respect of Advertising, the Customer must send the claim in writing to Fairfax no later than 14 days after the date of publication of the Advertising.
- 7.4 Fairfax will only investigate complaints during normal office hours (9am to 5pm, Monday to Friday excluding public holidays).

8. Advertising Rates and GST

- 8.1 The Customer must pay for Advertising at the rates in Fairfax's Ratecard, unless otherwise agreed, at the casual rate. Ratecard rates may be varied at any time by Fairfax without notice.

- 8.2** If the Ratecard rates do not include GST, Customer must pay GST at the same time as it pays for the Advertising. Fairfax will provide Customer with a tax invoice or adjustment note (as applicable) in a GST compliant form.
- 8.3** The Customer's eligibility for discounts and rebates will be based on the Customer's GST-exclusive advertising spend.

9. Credit

- 9.1** Fairfax may grant, deny or withdraw credit to a Customer at any time in its discretion.
- 9.2** The Customer must ensure that its Customer account number is available only to those of its employees authorised to use it. The Customer acknowledges that it will be liable for all Advertising requested with the quotation of the Customer's account number.

10. Payment

- 10.1** The Customer must pay for Advertising:
- (a) by pre-payment, if so required by Fairfax;
 - (b) if Advertising on account, within 7 days after the date of the invoice; and
 - (c) within 30 days after the date of the invoice if a commercial account has been established with Fairfax.
- 10.1** The Customer must pay:
- (a) for print Advertising in accordance with the size of the Advertising material lodged by the Customer, or the Advertising space ordered by the Customer, whichever is greater; If Customer fails to provide the copy or material for space that is booked, Customer will still be charged unless a cancellation is approved by Fairfax.
 - (b) the full price for Advertising even if Fairfax has exercised its right to vary the format or placement of the Advertising and even if there is an error or omission in the Advertising (unless the error or omission was the fault of Fairfax).
 - (c) Any electronic transmission costs.

11. Failure to Pay and other Breach

- 11.1** If a Customer fails to pay for Advertising in accordance with **clause 10** or if a Customer

suffers an Insolvency Event as defined in **clause 11.2**, Fairfax may (in its discretion and without limitation):

- (a) cancel any provision of credit to the Customer;
- (b) require cash pre-payment for further Advertising;
- (c) charge interest on all overdue amounts at the rate 2% above the National Australia Bank Overdraft Base Rate;
- (d) take proceedings against the Customer for any outstanding amounts;
- (e) recover from the Customer all costs relating to any action taken by Fairfax to recover amounts owing for Advertising, including without limitation any mercantile agency costs and legal costs on a full indemnity basis;
- (f) cease publication of any further Advertising on behalf of the Customer and terminate any agreement in relation to Advertising not yet published; and
- (g) exercise any other rights at law.

11.2 A Customer suffers an 'Insolvency Event' if:

- (a) the Customer is a natural person and the Customer commits an act of bankruptcy;
- (b) the Customer is a body corporate and the Customer:
 - (i) cannot pay its debts as and when they fall due;
 - (ii) enters an arrangement with creditors other than in the ordinary course of business;
 - (iii) passes a resolution for administration, wind up or liquidation (other than for the purposes of re-organisation or reconstruction);
 - (iv) has a receiver, manager, liquidator or administrator is appointed to any of its property or assets; or
 - (v) has had a petition presented for the winding up of the Customer.

11.3 Fairfax reserves the right to withhold any discounts or rebates if the Customer fails to comply with its payment obligations.

11.4 A written statement of debt duly signed by an authorised employee of Fairfax shall be prima facie evidence and proof of the amount owed by the Customer to Fairfax.

12. Liability

- 12.1** The Customer acknowledges that it has not relied on any advice given or representation made by or on behalf of Fairfax in connection with the Advertising.
- 12.2** Fairfax excludes all implied conditions and warranties from these Terms, except any condition or warranty (such as conditions and warranties implied by the Trade Practices Act and equivalent State acts) which cannot by law be excluded ('**Non-excludable Condition**').
- 12.3** Fairfax limits its liability:
- (a) for breach of any Non-Excludable Condition (to the extent that liability for such breach can by law be limited); and
 - (b) for any other error or omission in published Advertising caused by Fairfax,
- at Fairfax's option, to re-supply of the Advertising affected by the breach, or payment of the cost of re-supply.

12.4 Subject to **clauses 12.2** and **12.3**, Fairfax excludes all other liability to the Customer for any costs, expenses, losses and damages suffered or incurred by the Customer in connection with these Terms and any Advertising published by Fairfax, whether that liability arises in contract, tort (including by Fairfax's negligence) or under statute. Without limitation, Fairfax will in no circumstances be liable for any indirect or consequential losses, including loss of profits, loss of revenue and loss of business opportunity.

12.4 The Customer indemnifies Fairfax and its officers, employees, contractors and agents (the 'Indemnified') against any costs, expenses, losses, damages and liability suffered or incurred by the Indemnified arising from the Customer's breach of these Terms and any negligent or unlawful act or omission of the Customer in connection with the Advertising.

13. Privacy

- 13.1** Fairfax collects a Customer's personal information to provide the Advertising to the Customer and for invoicing purposes. Fairfax may disclose this personal information to its related companies, to credit reporting agencies and other third parties as part of provision of the Advertising. Where a Customer has an overdue account, Fairfax may disclose personal information to debt collection agencies to recover the amount due.
- 13.2** Customers may gain access to their personal information by writing to the Fairfax Privacy Officer at GPO Box 506, Sydney, 2001. More information about privacy and accessing personal information is in Fairfax's privacy policy which is accessible at www.fxj.com.au.

14. General

- 14.1** These Terms, together with any other written agreement between the Customer and Fairfax relating to these Terms, represent the entire agreement of the Customer and Fairfax in relation to Advertising. They cannot be varied except in writing by an authorised officer of Fairfax. No purchase order or other document issued by the Customer will vary these Terms.
- 14.2** Fairfax will not be liable for any delay or failure to publish Advertising caused by a factor outside Fairfax's reasonable control (including but not limited to any Act of God, war, breakdown of plant, industrial dispute, electricity failure, governmental or legal restraint).
- 14.3** Fairfax may serve any notice on a Customer by sending it by pre-paid post or facsimile to the last known address of the Customer.
- 14.4** These Terms are governed by the laws of the state of:
- (a) Victoria, in relation to Advertising published in The Age, The Sunday Age; and other Victorian publications; and
 - (b) New South Wales, in all other cases.
- Each party submits to the non-exclusive jurisdiction of the courts of the relevant State.