CLASSIFIED MARKETPLACE RATES

King County Journal Newspapers offers a selection of rate programs to help you meet your unique marketing needs. Dependent upon your commitment and ad schedule, you may earn frequency discounts that can help you stretch your advertising budget and extend the reach of your advertising messages. Our Classified Marketplace account executives are available to assist you in determining which of our programs will best suit your specific advertising needs.

General Guidelines: • Three line minimum ad size, 10 lines per inch. • 200 column inches per classified page.

• All line ads appear on the Internet. Additional charges vary dependent upon the ad classification.

King County Journal

Daily Newspaper Open Non-Contract Rates

| General Rates | S | | Employmen | | |
|-------------------------|---------------------------|--------------------------------|-------------------------|---------------------------|--------------------------------|
| Consecutive Rundates | Line Ads Rate Per Line | Display Ads Per Column Inch | Consecutive Rundates | Line Ads Rate Per Line | Display Ads Per Column Inch |
| 1x | \$6.20 | \$62.00 | 1x | \$7.44 . | \$74.40 |
| 2-6x | \$5.20 | \$52.00 | 2-6x | \$6.24 . | \$62.40 |
| 7-13x | \$4.65 | \$46.50 | 7-13x | \$5.58 . | \$55.80 |
| 14-26x | \$4.00 | \$40.00 | 14-26x | \$4.80 . | \$48.00 |
| 27x | \$3.05 | \$30.50 | 27x | \$3.66 . | \$36.60 |
| | | | | | |

Please note:

- Multiple insertions must be consecutive days for discounts.
- No copy changes to earn repeat discounts.
- Advertiser will be charged the earned rate for the number of days run upon ad expiration or cancellation.

Daily Newspaper Annual Revenue Contracts

| General Rat | es | | Employmen | t Rates | |
|----------------------|---------------------------|--------------------------------|----------------------|----------|--------------------------------|
| Annual Commitment | Line Ads Rate Per Line | Display Ads Per Column Inch | Annual Commitment | | Display Ads Per Column Inch |
| \$5,000 | \$3.88 . | \$38.80 | \$5,000 | \$4.28 . | \$42.80 |
| \$15,000 | \$3.63 . | \$36.30 | \$15,000 | \$4.00 . | \$40.00 |
| \$30,000 | \$3.53 . | \$35.30 | \$30,000 | \$3.88 . | \$38.80 |
| \$60,000 | \$3.43 . | \$34.30 | \$60,000 | \$3.77 . | \$37.70 |
| | \$3.28 . | | \$80,000 | \$3.62 . | \$36.20 |
| \$100,000 . | \$3.19 . | \$31.90 | \$100,000 | \$3.51 . | \$35.10 |
| | \$3.07 . | | | \$3.39 . | |
| , | \$2.98 . | | , | \$3.27 . | |
| \$200,000 . | \$2.81 . | \$28.10 | \$200,000 | \$3.10 . | \$31.00 |

Please note:

- Revenue Contract display ads that are repeated within six days of original insertion are eligible for a 25% discount on the second insertion, and a 50% discount on the third through sixth insertion.
- All color and linage expenditures apply toward contract fulfillment.

Daily Newspaper Business Builder Frequency Contracts

| General Rates | | Employment Rates | | | | | | | |
|---------------------------------|--|-------------------------|----------------------------|--------------------------------|--|--|--|--|--|
| Frequency Li Commitment Rate | ne Ads Display Ads Per Line Per Column Inch | Frequency Commitment | Line Ads Rate Per Line | Display Ads Per Column Inch | | | | | |
| 26 weeks \$ | \$2.68 \$26.80 \$2.55 \$25.50 \$2.40 \$24.00 | 26 weeks | \$2.95 \$2.80 \$2.64 | \$28.00 | | | | | |

Please note:

- A minimum three line ad must appear continuously during contract period to maintain rate.
- · Rateholder ad must be renewed monthly.

Mercer Island Reporter & Snoqualmie Valley Record

Weekly Newspaper Only Rates

| General Ra | ites | | | | Employme | nt Rates | | | |
|-------------------------|---------------|-----------------|---------------|-----------------|-----------|--------------|------------------------------------|---------------|-----------------|
| Frequency Commitment | MIR Line Ads | MIR Display Ads | SVR Line Ads | SVR Display Ads | Frequency | MIR Line Ads | MIR Display Ads Per Column Inch | SVR Line Ads | SVR Display Ads |
| Commitment | Rate Per Line | Per Column Inch | Rate Per Line | | | | | Rate Per Line | Per Column Inch |
| 1-2 weeks | .\$1.42 | \$14.20 | \$0.80 . | \$8.00 | 1-2 weeks | .\$1.80 . | \$18.00 | \$0.90 . | \$9.00 |
| 3 weeks | \$1.39 | \$13.90 | \$0.80 . | \$8.00 | 3 weeks | \$1.78 . | \$17.80 | \$0.90 . | \$9.00 |
| 4 weeks . | \$1.00 | \$10.00 | \$0.56 | \$5.60 | 4 weeks | \$1.29 . | \$12.90 | \$0.63 . | \$6.30 |

Weekly Newspaper Pick Up Rates

Rerun your King County Journal ad in one of our weekly publications.

| | | Contract Pick Up | Rate | | | | Open Pick Up R | ?ate | |
|-------------------------|--------------|------------------------------------|---------------|------------------------------------|-----------|--------------|------------------------------------|---------------|------------------------------------|
| Frequency Commitment | MIR Line Ads | MIR Display Ads Per Column Inch | SVR Line Ads | SVR Display Ads Per Column Inch | Frequency | MIR Line Ads | MIR Display Ads Per Column Inch | SVR Line Ads | SVR Display Ads Per Column Inch |
| | | | Rate Per Line | | | | | Rate Per Line | Per Column Inch |
| 1-3 week | \$0.48 . | \$4.80 | \$0.48 . | \$4.80 | 1-3 week | \$1.13 . | \$11.30 | \$0.70 | \$7.00 |
| 4 weeks | \$0.48 . | \$4.80 | \$0.48 . | \$4.80 | 4 weeks | \$0.85 . | \$8.50 | \$0.53 . | \$5.30 |

Auburn, Bothell/Kenmore, Kent, Redmond and Renton Reporters

Community Newspaper Only Rates

| First Reporter – same ad within 1 week | |
|---|------------|
| Line Ad | Display Ad |
| General Rates | |
| Employment Rates \$2.23 | \$22.30 |
| Second Reporter – same ad within 1 week | |
| General Rates | \$15.60 |
| Employment Rates \$1.79 | \$17.90 |
| Third Reporter - same ad within 1 week | |
| General Rates | \$13.70 |
| Employment Rates | |

Community Newspaper Pick Up Rates

Rerun your King County Journal ad in one of our twice monthly community newspapers.

| Contract I | Pick Up Rate | Open Pi | ck Up Rate |
|------------|--------------|----------|------------|
| Line Ad | Display Ad | Line Ad | Display Ad |
| \$0.90 . | \$9.00 | \$1.56 . | \$15.60 |

Please note:

 Circulation of the Kent Reporter is increased to 71,500 for the first issue of every month. Rate for the increased circulation issue of the Kent Reporter is an additional \$3 per column inch on display ads for non-contract advertisers.

Snoqualmie Valley Living - monthly publication

| Line ad | per column inch |
|---------|-----------------|
|---------|-----------------|

Classified Color Rates

- Color is available in every publication, with no size minimum, pricing for up to one full page.
- 48 hours advance notice is required to reserve color.
- Multi-color advertising receives first consideration for available color positions.
- · Charges are per rundate.

| Publications | 1 & 2 colors | 3+ colors | | | | | |
|---|--------------|-----------|--|--|--|--|--|
| King County Jo | ournal | | | | | | |
| KCJ | \$200 | \$400 | | | | | |
| KCJ up to 50" | \$125 | \$400 | | | | | |
| Mercer Island Reporter or Snoqualmie Valley Record | | | | | | | |
| Pick up Color | \$100 | \$150 | | | | | |
| up to 50 Inches | 5\$ 50 | \$150 | | | | | |
| Reporter News | | | | | | | |
| Pick up Color | \$125 | \$250 | | | | | |

up to 50 Inches \$ 75 \$250



Color in an ad strongly influences the readers' attention. In fact, a study done by the Newspaper Association of America found that:

- Full-color ads are noted 20% more frequently than black and white ads the same size.*
- Full-color ads are read 60% more often than black and white ads.*

*Source: "The Elements of Newspaper Advertising", Roper Starch 1999

Production Services

- Lines per inch: 10
- In-column: 7-point agate standard type size

Logos and Illustrations: Minimum logo size is three lines. Five business days notice is required to set up new or revise logos, \$25 fee.

Tearsheets: A 50¢ charge for each tearsheet will be processed for advertisers and applied at billing. Large tearsheet quantities must be ordered in advance of publication.

Box Numbers: A service charge of \$30 per ad will be applied for pickup classified box responses. Replies can be mailed for \$45 while ad is running. Box number charges will be applied monthly if an ad runs more than thirty days.

Production Charges

| Special | W | 0 | rl | k | | | | | | | | |
|---------|------------------------|------------------------------|------------------------|------------------------|--------------|------------------------|------------------------|------------------------|--------|--------|--------|---------------------|
| r less | | | | | | | | | | | | \$10.00 |
| 105" | | | | | | | | | | | | \$15.00 |
| 158" | | | | | | | | | | | | \$20.00 |
| 210" | | | | | | | | | | | | \$30.00 |
| | r less 105" 158" | r less . 105" . 158" . | r less 105" 158" | r less 105" 158" | 105" 158" | r less 105" 158" | r less 105" 158" | r less 105" 158" | r less | r less | r less | Special Work r less |