

ANNOUNCEMENT!

Any advertisements placed by agencies in Times Media titles from 1 May 2016 will attract new early settlement discounts, the Times Media Group has announced.

"Apart from creating a model that supports the viability of our business, and that of our clients, we have been reviewing our structures. As such revised rates have been introduced for both accredited and non-accredited media agencies across all of Times Media's media platforms," said Trevor Ormerod, general manager of sales and marketing for the Group.

Accredited media agencies will see their **early settlement discount increase** to 17% (up from 16.5%), provided settlement is on 45 days. An additional 0.25% increase will be effective for every 15 days of advance settlement. Settlement between 46 -60 days will see early settlement discount unchanged at 15%. There is no settlement discount after 61 days.

Unaccredited media agencies will also see the **early settlement discount** being increased to 15.5% (up from 15%), provided settlement occurs on 30 days. Similarly a 0.25% increase will be effective for every 15 days of advance settlement. There is no settlement discount after 31 days.

In both instances above, these new rates would apply only where there are no individually negotiated arrangements to the contrary, which is the case with a number of our clients.

"Since we are all operating in difficult times, we believe any adjustments that reward agencies for timeous payment are essential. We look forward to driving further mutual benefit between ourselves and media agencies, and assuring them of our on-going support of their businesses," Ormerod said in a statement.

01 May 2016

SALES CONTACTS

GM: Group Sales and Marketing	Trevor Ormerod (PA Marlene Smalberger)	011 280 3186	marlenes@timesmedia.co.za
Deputy GM: Advertising Print and Digital Sales	Reardon Sanderson	011 340 9336	sandersonr@timesmedia.co.za
Deputy GM: National Agencies and Direct	Marc Middlecote	011 280 3609	middlecotem@timesmedia.co.za
National Sales Manager: Public & Private Sector	Yusuf Patel	011 280 3895	pately@timesmedia.co.za
National Sales Manager: Direct and New Business	Roweena Pillay	011 280 3206	pillayro@timesmedia.co.za
National Sales Manager: Banking, Finance & Telecoms	Ian Tasman	011 280 3077	tasmani@timesmedia.co.za
National Sales Manager: Legals and Classifieds	Jyoti Govind	011 280 3231	govindj@timesmedia.co.za
National Administration	Melanie Kotze	011 280 3213	kotzem@timesmedia.co.za
	Jansher Khan	011 280 3204	khanj@timesmedia.co.za
Cape Town Regional Manager	Janine Bywater	021 488 1722	bywaterj@timesmedia.co.za
Business Manager: Public & Private Sector/International Sales/ Tenders	Anna-Marie Mahri	011 280 3028	mahria@timesmedia.co.za
Business Manager: Travel, Fashion, Home & Food	Maryna Parsons	011 280 5981	parsonsm@timesmedia.co.za
Business Manager: FMCG	Martina Mondelli	011 280 3072	mondellim@timesmedia.co.za
Recruitment/Agencies	Iona O'Reilly	031 250 8640	oreillyi@timesmedia.co.za
Direct	Estelle van Niekerk	031 250 8515	vanniekerke@timesmedia.co.za
Public Sector - KZN	Silindile Khawula	031 250 8573	khawulas@timesmedia.co.za
Retail/Direct/Agencies	Robyn Davey	031 250 8614	DaveyR@timesmedia.co.za

COLUMN CONFIGURATION

COLUMN	WIDTH
1 Col	30 mm
2 Col	63 mm
3 Col	96 mm
4 Col	126 mm
5 Col	162 mm
6 Col	195 mm
7 Col	228 mm
8 Col	261 mm

Tabloid DPS is 39x16 (390mm in height x 540mm in width) which includes 18mm gutter.

For all material specifications, delivery information and all terms and conditions, please refer to the specifications, terms and conditions document available at www.tmadroom.co.za

MAIN BODY RATES (INCLUDING SUNDAY WORLD LIFESTYLE)

	Basic Rates (psccm)		
Full colour			R 218.00
Black & white + 1 spot			R 187.00
Black & white			R 160.00
SPECIAL POSITIONS			
Front page solus (10 cm x 8 columns)	FC Rate +		100%
Page 2 & 3 facing pages	Rate +		50%
Page 3 solus (max size 20 cm x 8 columns)	FC Rate +		50%
SPORT			
Back page solus (10 cm x 8 columns)	FC Rate +		50%
MATERIAL DEADLINE:			
WORLD OF JOBS/JOB MARKET COMBO	B/W	Spot	Full
Sowetan & Sunday World	R 366.00	R 439.00	R 457.00
Sunday World wrap			Rate on request

BOOKING DEADLINE: Tuesday 16.00 prior to publication

MATERIAL DEADLINE: Thursday 16.00 prior to publication

CANCELLATION DEADLINE: Any cancellations after the Tuesday prior to publication will be charged 100% cancellation fee

All prices exclude VAT

CLASSIFIED RATES

	Basic Rates (psccm)		
CLASSIFIED LINAGE TRADE & PRIVATE B/W	R 131.00		
1 - 3 insertions	R 121.00		
4 or more insertions	R 131.00		
Tenders	R 131.00		
Sales in execution	R 131.00		
Creditors & debtors	R 131.00		
Liquidation & distribution	R 131.00		
Insolvencies	R 131.00		
Town planning	R 131.00		
Vacancies	R 131.00		
	B/W	Spot	Full
AUCTIONS/TENDERS/CLASSIFIED/LEGAL DISPLAYS	R 151.00	R 174.00	R 209.00
SPECIAL POSITIONS: Island, Checkerboard, Earspace		Rate +	50%
BOOKING DEADLINE: 12.00, Thursday prior to publication			
MATERIAL DEADLINE: 12.00, Thursday prior to publication			
PAYMENT DEADLINE: 12.00, Thursday prior to publication			

All prices exclude VAT

OPI (OUTSIDE PRINTED INSERTS) - PER THOUSAND

Product	Size	PAGING				
		4 to 8	8 to 16	16 to 24	24 to 32	32 - 40
Inserts	Tabloid	475,00	522,00	564,00	597,00	633,00
	A4	477,00	505,00	534,00	565,00	599,00
	A5	537,00	568,00	601,00		

All prices exclude VAT

- A) For spend exceeding R 300,000 per annum, rates will be linked to RoP contractual spend discount.
- B) For spend less than R 300,000 per annum, rates will be negotiated separately based on client OPI spend.

Inserts Terms and Conditions can be viewed in the Specifications, Terms and Conditions document available at www.TMAdroom.co.za

CONTACTS

Gauteng	TEL	FAX	EMAIL
4 Biermann Avenue, Rosebank, Johannesburg, 2196			
Main Switchboard	011 280 3000		
National Sales	011 280 3162	086 693 9757	
National Direct Sales	011 280 3206	086 674 7440	mokaiwak@timesmedia.co.za
National Recruitment	011 280 3187		badimol@timesmedia.co.za
National Government	011 280 5708	086 206 1412	candicem@timesmedia.co.za
National Retail	011 280 3555		
National Legal and Classified	011 280 3022	011 328 2931	
Cape Town			
12th floor, Number 2 Long street, Cape Town, South Africa			
National Sales	021 488 1700	021 488 1702	
National Recruitment	021 488 1700	011 328 2183	
National Government	021 488 1700		
National Retail	021 488 1710		
KZN			
Uniprint Building, 6 Ceadarfield Close, Springfield Park, Durban			
National Sales	031 250 8500	031 250 8536	
National Recruitment	031 250 8640	031 250 8536	
National Government	031 250 8573	031 250 8536	
National Retail	031 250 8614	031 250 8536	daveyr@timesmedia.co.za
National Legal and Classified	031 250 8569	031 250 8634	
National Direct Sales	031 250 8501	031 250 8536	vanniekerke@timesmedia.co.za