



EMPLOYMENT ADVERTISING RATES

EFFECTIVE 1 JULY 2012

RATES AND LOADINGS

EFFECTIVE 1 JULY 2012

RATES

Apply to Display Advertising in News (EGN) and MyCareer.

ANNUAL SPEND DISCOUNT		DISPLAY			
Level		Sun – Fri		Sat	
excl GST	%	excl GST	incl GST	excl GST	incl GST
Casual		\$74.76	\$82.24	\$91.26	\$100.39
A \$31,300	8.00%	\$68.78	\$75.66	\$83.96	\$92.36
B \$52,100	13.50%	\$64.67	\$71.14	\$78.94	\$86.83
C \$104,200	16.25%	\$62.61	\$68.87	\$76.43	\$84.07
D \$156,300	18.25%	\$61.12	\$67.23	\$74.61	\$82.07
E \$208,400	19.75%	\$59.99	\$65.99	\$73.24	\$80.56

LOGOS

\$38.50 incl GST.

Discounts based on Saturday Classified Display rates. All display rates are per column centimetre.

MULTI PUBLICATION DISCOUNTS

Advertise in multiple mastheads and qualify for the following discounts.

PUBLICATIONS	SMH DISCOUNT	AGE DISCOUNT	FIN REVIEW DISCOUNT
SMH/AGE	25%	25%	N/A
SMH/AFR	15%	N/A	5%
SMH/AGE/AFR (3 paper buy)	20%	20%	10%

HOSPITALITY OFFER

Buy consecutive Saturday + Tuesday (Good Food Epicure) or Tues + Sat or 2 consecutive Tuesdays and your ad will be uplifted to www.mycareer.com.au for 14 days.

10 lines or under for \$225.50 (incl GST). Normal colour loadings apply.

Over 10 lines \$225.50 + \$13.25 per line extra (incl GST). Normal colour loadings apply.

* Contract levels based on GST exclusive expenditure.

MATERIAL REQUIREMENTS

Width of advertising columns for display broadsheet column centimetres. All tabloid advertising in The Age uses modular sizing.

COLUMNS	BROADSHEET
1	34mm
2	68mm
3	103mm
4	138mm
5	172mm
6	207mm
7	242mm
8	276mm
9	311mm
11	380mm

MINIMUM AD SIZES

Broadsheet display: 5cm x 2col
Tabloid modular: T11

- **5cm x 2 column minimum size.**
- Single column ads not accepted unless pre-approved.
- 10 column broadsheet advertisements are not acceptable.
- Maximum broadsheet size is 40cm x 11 columns unless full page.

TERM ADVERTISING CONTRACT

Regular users of significant space attract a discount in return for a commitment to use a predetermined volume over a twelve month period. Surcharges will be assessed at the end of the order period.

EARLY GENERAL NEWS (EGN)

Premium position loadings.

SAT	excl GST	incl GST
Pages 2-15	\$30.22	\$33.24
Pages 16-28	\$18.86	\$20.75

All loading rates per column centimetre.

Saturday News recruitment loadings only.

For other days and categories refer to The Age Display rate card.

COLOUR LOADINGS (DISPLAY)

EGN	30%
MyCareer	15%

Colour loading is applied to total advertisement value (including position loading).

MYCAREER CLASSIFICATIONS

- Accounting & Finance Services
- Administration & Office Support
- Architecture, Building & Construction
- Beauty & Fitness
- Business Appointments
- Community & Welfare (Aged Care)
- Early Childhood
- Education
- (Higher Education, School and Technical & Further Education Appointments)
- Engineering & Mining
- Fashion
- Government (Local, State and Federal)
- Graduate
- Health (Nursing & Allied Health)
- Hospitality, Travel & Tourism
- HR & Recruitment
- Information Management & Research
- IT & Telecommunications
- Legal
- Management
- Manufacturing & Operations
- Marketing, PR, Media & Arts
- Part Time & Casual
- Property & Real Estate
- Retail
- Sales
- Science & Environment
- Self Employment Opportunities
- Trades & Services
- Training & Career Development
- Transport, Logistics & Aviation
- Resumes & Work Wanted

DEADLINES

EFFECTIVE 1 JULY 2012

MYCAREER DEADLINES (SATURDAY ONLY)

LINE ADVERTISEMENTS		DISPLAY ADVERTISEMENTS
LINE ADVERTISEMENTS - Material/Booking/Cancellation deadlines		
Phone Copy/AdOnline	6pm Thurs	5pm Thurs
DISPLAY ADVERTISEMENT DEADLINES (electronic delivery only)		
Bookings		5pm Thurs
Supplied		5pm Thurs

Proof deadline for Saturday paperset advertisements is noon Wednesday.

EARLY GENERAL NEWS (EGN) DEADLINES (DISPLAY ONLY)

BOOKINGS	COMPLETE
SATURDAY	
EGN*	10am Thurs / Noon Fri

MYCAREER DEADLINES (ALL DAYS OTHER THAN SATURDAY)

	SUN, MON	TUE, THURS, FRI	WED	HOSPITALITY (EPICURE) TUE
LINE ADVERTISEMENTS - Material/Booking/Cancellation deadlines				
Phone Copy/AdOnline	5pm Fri	5pm day prior	5pm Tue	5pm Thurs
DISPLAY ADVERTISEMENTS - Material/Booking/Cancellation deadlines				
Phone Copy	5pm Fri	5pm day prior	3pm Tue	2pm Thurs
DISPLAY ADVERTISEMENT DEADLINES (electronic delivery only)				
Booking	4pm Fri	4pm day prior	10am Tue	Noon Thurs
Supplied	5pm Fri	5pm day prior	3pm Tue	2pm Thurs

Proof deadline for Wednesday paperset advertisements is noon Monday.

Booking/cancellation and copy deadlines are subject to change at any time without notice. This also applies to public holidays and special editions.

Material deadline for advertising features is Noon Thursday prior to publication.

* Page loading applies. For all other days refer to the Display Ratecard. Booking/cancellation and copy deadlines are subject to change at any time without notice. Setting charges apply. For technical specifications please refer to www.adcentre.com.au

BOOKING & MATERIAL

TERMS & CONDITIONS

All advertising services are governed by Fairfax Media Terms and Conditions of Advertising. Fairfax reserves the right to modify this ratecard or its Terms and Conditions at any time without prior notice.

100% space charge will apply when material fails to arrive in time for publication. No responsibility will be accepted for material arriving outside designated deadlines.

DESIGN & ARTWORK

The Age has an ad setting service that can set your artwork. Prices vary according to size.

ADVERTISING MATERIAL & SPECIFICATIONS

Please note that The Age Company will only accept material via electronic transmission.

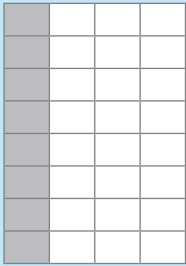
For further information please refer to our website www.adcentre.com.au or contact the Advertising Production Unit: 1300 666 326.

See the The Age Ad Setting Flyer on the Specs & Deadlines page.

VISIT US AT WWW.ADCENTRE.COM.AU

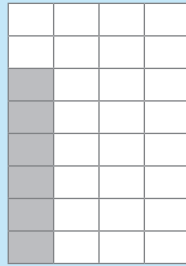
TABLOID MODULAR DISPLAY RATES

1 MODULE WIDE



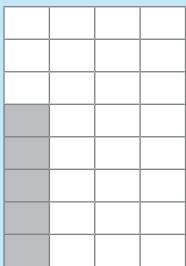
8 mods high

Code: T81
 Sat: \$6,611.28 excl. GST
 \$7,272.41 incl. GST
 Sun-Fri: \$5,409.20 excl. GST
 \$5,950.12 incl. GST
 Size: 374x63 mm



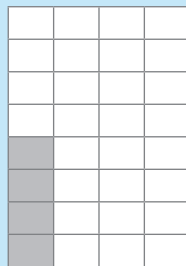
6 mods high

Code: T61
 Sat: \$4,958.46 excl. GST
 \$5,454.31 incl. GST
 Sun-Fri: \$4,056.90 excl. GST
 \$4,462.59 incl. GST
 Size: 280x63mm



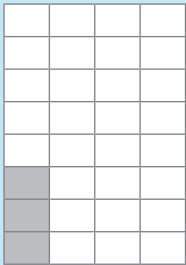
5 mods high

Code: T51
 Sat: \$4,132.05 excl. GST
 \$4,545.26 incl. GST
 Sun-Fri: \$3,380.75 excl. GST
 \$3,718.83 incl. GST
 Size: 233x63mm



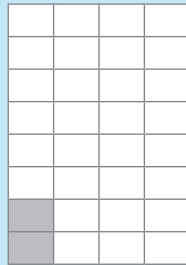
4 mods high

Code: T41
 Sat: \$3,305.64 excl. GST
 \$3,636.20 incl. GST
 Sun-Fri: \$2,704.60 excl. GST
 \$2,975.06 incl. GST
 Size: 186x63mm



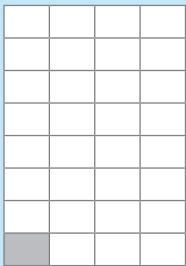
3 mods high

Code: T31
 Sat: \$2,479.23 excl. GST
 \$2,727.15 incl. GST
 Sun-Fri: \$2,028.45 excl. GST
 \$2,231.30 incl. GST
 Size: 139x63mm



2 mods high

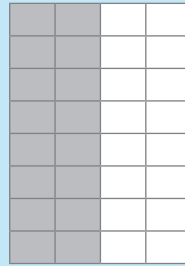
Code: T21
 Sat: \$1,652.82 excl. GST
 \$1,818.10 incl. GST
 Sun-Fri: \$1,352.30 excl. GST
 \$1,487.53 incl. GST
 Size: 92x63mm



1 mod high

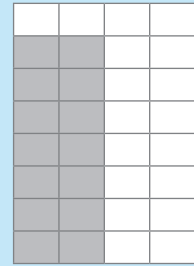
Code: T11
 Sat: \$826.41 excl. GST
 \$909.05 incl. GST
 Sun-Fri: \$676.15 excl. GST
 \$743.77 incl. GST
 Size: 45x63mm

2 MODULES WIDE



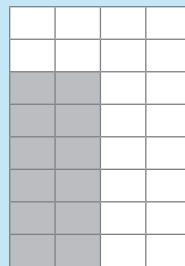
8 mods high

Code: T82
 Sat: \$13,222.56 excl. GST
 \$14,544.82 incl. GST
 Sun-Fri: \$10,818.40 excl. GST
 \$11,900.24 incl. GST
 Size: 374x129mm



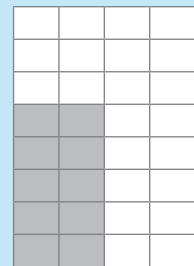
7 mods high

Code: T72
 Sat: \$11,569.74 excl. GST
 \$12,726.71 incl. GST
 Sun-Fri: \$9,466.10 excl. GST
 \$10,412.71 incl. GST
 Size: 327x129mm



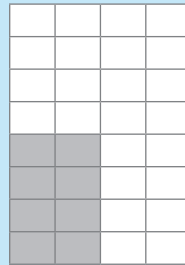
6 mods high

Code: T62
 Sat: \$9,916.92 excl. GST
 \$10,908.61 incl. GST
 Sun-Fri: \$8,113.80 excl. GST
 \$8,925.18 incl. GST
 Size: 280x129mm



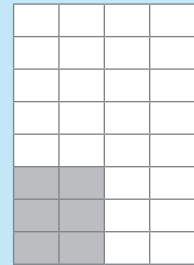
5 mods high

Code: T52
 Sat: \$8,264.10 excl. GST
 \$9,090.51 incl. GST
 Sun-Fri: \$6,761.50 excl. GST
 \$7,437.65 incl. GST
 Size: 233x129mm



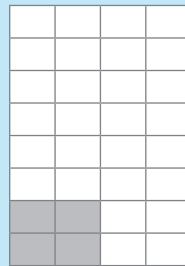
4 mods high

Code: T42
 Sat: \$6,611.28 excl. GST
 \$7,272.41 incl. GST
 Sun-Fri: \$5,409.20 excl. GST
 \$5,950.12 incl. GST
 Size: 186x129mm



3 mods high

Code: T32
 Sat: \$4,958.46 excl. GST
 \$5,454.31 incl. GST
 Sun-Fri: \$4,056.90 excl. GST
 \$4,462.59 incl. GST
 Size: 139x129mm

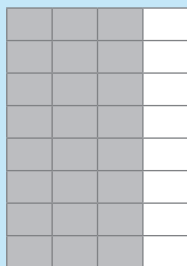


2 mods high

Code: T22
 Sat: \$3,305.64 excl. GST
 \$3,636.20 incl. GST
 Sun-Fri: \$2,704.60 excl. GST
 \$2,975.06 incl. GST
 Size: 92x129mm

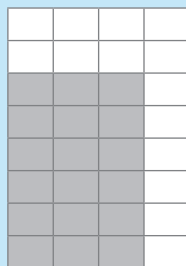
TABLOID MODULAR DISPLAY RATES

3 MODULES WIDE



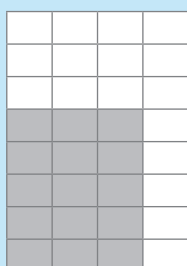
8 mods high

Code: T83
 Sat: \$19,833.84 excl. GST
 \$21,817.22 incl. GST
 Sun-Fri: \$16,227.60 excl. GST
 \$17,850.36 incl. GST
 Size: 374x194mm



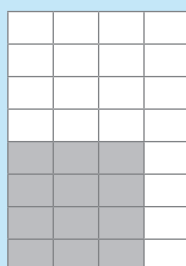
6 mods high

Code: T63
 Sat: \$14,875.38 excl. GST
 \$16,362.92 incl. GST
 Sun-Fri: \$12,170.70 excl. GST
 \$13,387.77 incl. GST
 Size: 280x194mm



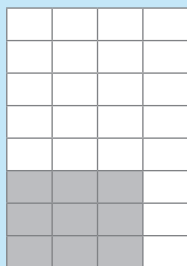
5 mods high

Code: T53
 Sat: \$12,396.15 excl. GST
 \$13,635.77 incl. GST
 Sun-Fri: \$10,142.25 excl. GST
 \$11,156.48 incl. GST
 Size: 233x194mm



4 mods high

Code: T43
 Sat: \$9,916.92 excl. GST
 \$10,908.61 incl. GST
 Sun-Fri: \$8,113.80 excl. GST
 \$8,925.18 incl. GST
 Size: 186x194mm



3 mods high

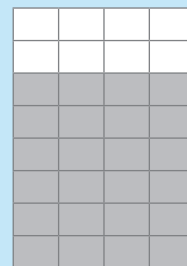
Code: T33
 Sat: \$7,437.69 excl. GST
 \$8,181.46 incl. GST
 Sun-Fri: \$6,085.35 excl. GST
 \$6,693.89 incl. GST
 Size: 139x194mm

4 MODULES WIDE



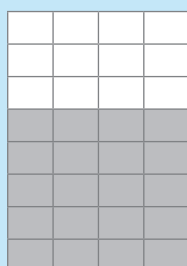
8 mods high

Code: T84
 Sat: \$26,445.12 excl. GST
 \$29,089.63 incl. GST
 Sun-Fri: \$21,636.80 excl. GST
 \$23,800.48 incl. GST
 Size: 374x260mm



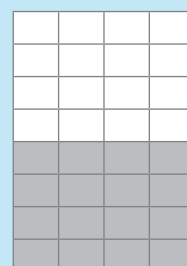
6 mods high

Code: T64
 Sat: \$19,833.84 excl. GST
 \$21,817.22 incl. GST
 Sun-Fri: \$16,227.60 excl. GST
 \$17,850.36 incl. GST
 Size: 280x260mm



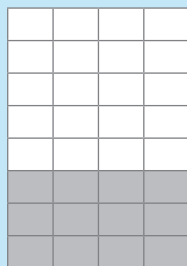
5 mods high

Code: T54
 Sat: \$16,528.20 excl. GST
 \$18,181.02 incl. GST
 Sun-Fri: \$13,523.00 excl. GST
 \$14,875.30 incl. GST
 Size: 233x260mm



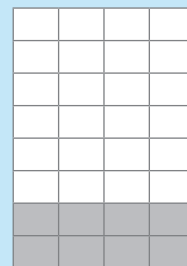
4 mods high

Code: T44
 Sat: \$13,222.56 excl. GST
 \$14,544.82 incl. GST
 Sun-Fri: \$10,818.40 excl. GST
 \$11,900.24 incl. GST
 Size: 186x260mm



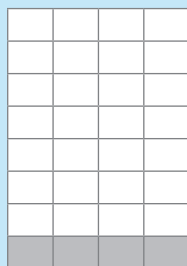
3 mods high

Code: T34
 Sat: \$9,916.92 excl. GST
 \$10,908.61 incl. GST
 Sun-Fri: \$8,113.80 excl. GST
 \$8,925.18 incl. GST
 Size: 139x260mm



2 mods high

Code: T24
 Sat: \$6,611.28 excl. GST
 \$7,272.41 incl. GST
 Sun-Fri: \$5,409.20 excl. GST
 \$5,950.12 incl. GST
 Size: 92x260mm



1 mod high

Code: T14
 Sat: \$3,305.64 excl. GST
 \$3,636.20 incl. GST
 Sun-Fri: \$2,704.60 excl. GST
 \$2,975.06 incl. GST
 Size: 45x260mm

MODULAR PRICING AS EASY AS 1, 2, 3...

- 1 SELECT YOUR SIZE AND THE DAY OF THE WEEK YOU WOULD LIKE TO ADVERTISE
- 2 APPLY YOUR ANNUAL SPEND DISCOUNT
- 3 APPLY YOUR COLOUR LOAD

TABLOID MODULAR DISPLAY RATES

ANNUAL NEWSPAPER SPEND COMMITMENT LEVELS

ANNUAL SPEND (incl GST)	\$34,386	\$57,310	\$114,620	\$171,930	\$229,240
% DISCOUNT	8.0%	13.50%	16.25%	18.25%	19.75%
LEVELS	a	b	c	d	e

MYCAREER LINEAGE RATES

SUN – FRI (Casual) excl GST	\$10.03	\$9.23	\$8.68	\$8.40	\$8.20	\$8.05
SUN – FRI (Casual) incl GST	\$11.033	\$10.153	\$9.548	\$9.240	\$9.020	\$8.855
SAT (Casual) excl GST	\$12.05	\$11.08	\$10.42	\$10.09	\$9.85	\$9.67
SAT (Casual) incl GST	\$13.255	\$12.188	\$11.462	\$11.099	\$10.835	\$10.637

COLOUR LOADING

	ALL DAYS
Colour Logos	15%
Colour Headings	15%
Borders	20%
Tint	20%

Colour loading is added to base rate (including positional loads)

Colour material must be delivered in CMYK format.

COLOUR LOADING LINEAGE

For loading amounts and more detail refer to www.adcentre.com.au

OTHER SIZES

MyCareer has single column centimetre sizes between 6x1 and 9x1 available.

Contract rates apply.

These sizes will run with lineage advertisements.

CONTACT INFORMATION

AUSTRALIA

NSW

Fairfax Media Publications Pty Limited
1 Darling Island Road
Pyrmont, New South Wales 2009
Phone: (02) 9282 1313
Email: classdisplay@fairfaxmedia.com.au

VICTORIA

Fairfax Media Publications Pty Limited
Media House, 655 Collins St
Melbourne, Victoria 3000
Phone: (03) 8667 2000
Fax: (03) 8667 2458
Email: classdisplay@fairfaxmedia.com.au

QUEENSLAND

Fairfax Media Publications Pty Limited
Level 6, 340 Adelaide Street
Brisbane, Queensland 4000
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Fax: (07) 3835 7529
Email: thehub@fairfaxmedia.com.au

SOUTH AUSTRALIA

Fairfax Media Publications Pty Limited
124 Franklin Street
Adelaide, South Australia 5000
Phone: (08) 8212 1212
Fax: (08) 8212 1210
Email: cgilchrist@fairfaxmedia.com.au

WESTERN AUSTRALIA

Fairfax Media Publications Pty Limited
A15 Level 2
435 Roberts Road
Subiaco, Western Australia 6008
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Fax: (08) 9423 8922
Email: adekauwe@fairfaxmedia.com.au

INTERNATIONAL

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Fax: + 852 2528 3260
Email: cha@publicitas.com

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Fax: + 91 22 2273 1145
Email: santosh.pandey@timesgroup.com

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Fax: + 81 3 3505 5628
Email: yibe@bunkoh.com

KOREA

Media Network
IMS Building, 8-3 Nonhyun-dong
Kangnam-gu,
Seoul 135-010
Phone: + 82 2 3443 6200
Fax: + 82 2 3443 6230
Email: imsc@unitel.co.kr

MALAYSIA

Publicitas International (Malaysia)
Lot S105, 2nd Floor, Centrepoint, Lebu
bandar Utama,
Bandar Utama
47800 Petaling Jaya, Selangor
Phone: + 603 7729 6923
Fax: + 603 7729 7115
Email: janet.lau@publicitas.com

NEW ZEALAND

McKay & Bowman International Media
Representatives Ltd
PO Box 36-490, Northcote, Auckland N.Z.
Cnr College Road & Kilham Avenue,
Northcote, Auckland 1310 N.Z.
Phone: + 64 9419 0561
Fax: + 64 9419 2243
Email: neil@mckaybowman.co.nz

SINGAPORE

Publicitas Singapore Pte Ltd
72, Bendemeer Road
#02-20, The Luzerne
Singapore 339941
Phone: + 65 6836 2272
Fax: + 65 6297 7302
Email: alam@publicitas.com

THAILAND

Publicitas Thailand
5th Floor, Lumpini 1 Building
239/2 Soi Sarasin, Rajdamri Road
Lumpini, Pathumwan,
Bangkok 10330, Thailand
Phone: + 662 651 9273
Fax: + 662 651 9278
Email: janya.limmanee@publicitas.com

NEW YORK

World Media Inc.
19 West 36th Street
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New York NY 10018 U.S.A.
Phone: + 212 244 5610

DUBAI

Intermedia
Jumeirah Centre, Jumeirah Beach Road,
Dubai UAE
PO Box 22857, Dubai
Phone: +9714 342 2112
Fax: +9714 342 1896
Email: administration@intermediagulf.com

CHINA

Publicitas China
Room 701, Wise Logic International Center
No. 66 Shan Xi Rd North Jing'an District
Shanghai
200041, P.R China
Phone: 8621 5116 8877 31
Fax: 8621 5116 0678
Email: jingsj@publicitas.com.cn

TAIWAN

Lewis International Media Services Company
Ltd
Floor 11-14, No. 46, Sec 2
Tun Hua South Road
Taipei
Phone: 0011 886 22 707 5519
Fax: 0015 886 22 709 8348
Email: ky168@ms14.hinet.net

TERMS AND CONDITIONS

FAIRFAX MEDIA ABN 15 008 663 161

These terms apply to all advertising provided to any person ('Customer') by Fairfax Media Limited ABN 15 008 663 161 or a subsidiary ('Fairfax'). Customer includes an advertiser on whose behalf Advertising is placed and any media company or agency that arranges the Advertising for its clients.

1. Publication of Advertising

- 1.1 Subject to these Terms, Fairfax will use its reasonable endeavours to publish advertising ('Advertising') in the format and in the position agreed with the Customer. 'Advertising' includes images submitted for publication and content or information relating to published Advertisements.
- 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 or medium, including print, online or other. Customer warrants that it is authorised to grant Fairfax the licence in this clause 1.

2. Right to Refuse Advertising

- 2.1 Neither these Terms nor any written or verbal quotation by Fairfax represents an agreement to publish Advertising. An agreement will only be formed between Fairfax and Customer when Fairfax accepts the Advertising in writing or generates a tax invoice for that Advertising.
- 2.2 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, Placement or Distribution

- 3.1 Fairfax will use reasonable efforts to publish Advertising in the format and in the position requested by the Customer. However, Fairfax reserves the right to vary the placement of Advertising within a title or website or to change the format of Advertising (including changing colour to black and white).
- 3.2 Fairfax may distribute interstate or regional editions of a title without all inserts or classified sections.
- 3.3 Except in accordance with clause 12, Fairfax will not be liable for any loss or damage incurred by a Customer arising from Fairfax's failure to publish Advertising in accordance with a Customer's request.
- 3.4 If Fairfax changes the press configuration for a publication, Fairfax reserves the right to shrink or enlarge the Advertising by up to 10% without notice to Customer or any change to rates.

4. Submission of Advertising

- 4.1 Customer warrants to Fairfax that the publication of the Advertising does not breach or infringe:
 - (a) the Competition and Consumer Act (Cth) or equivalent State 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 privacy legislation or anti-discrimination legislation;
 - (e) any financial services law as defined in the Corporations Act 2001 (Cth); or
 - (f) 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 if Advertising 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 Advertising containing contact details for the Customer must contain 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' with a border distinguishing it from editorial.
- 4.5 Fairfax will not be responsible for any loss or damage to any Advertising material left in its control.
- 4.6 Advertising submitted electronically 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 must include the Fairfax booking or material identification number.
- 4.8 If Customer is a corporation and the Advertising contains the price for consumer goods or services, Customer warrants that the Advertising complies with the component pricing provisions of the Competition and Consumer Act (Cth) and contains, as a single price, the minimum total price to the extent quantifiable at time of the Advertising.
- 4.9 Customer must not resell Advertising space to any third party without Fairfax's consent.
- 4.10 If Advertising promotes a competition or trade promotion, Customer warrants it has obtained all relevant permits and indemnifies Fairfax against any loss in connection with the Advertising.

5. Classified Advertising

- 5.1 Fairfax will publish classified Advertising under the classification heading it determines is most appropriate. These headings are for the convenience of readers. 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, Customer must submit creative materials and a click-through URL to Fairfax at least 3 working days (5 working days for non-gif material) or within such other deadline advised by Fairfax at its discretion before publication date. Fairfax may charge Customer for online Advertising cancelled on less than 30 days notice or if creative materials are not submitted in accordance with this clause 6.1.
 - 6.2 All online Advertising (including rich media) must comply with Fairfax's advertising specifications.
 - 6.3 Fairfax will measure online display and banner Advertising (including impressions delivered and clicks achieved) through its 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 Fairfax is not liable for loss or damage from an internet or telecommunications failure.
 - 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 Customer must promptly check proofs of Advertising (if provided to the Customer by Fairfax) and notify Fairfax of any errors in the proofs or in published Advertising.
 - 7.2 Fairfax does not accept responsibility for any errors submitted by the Customer or its agent, including errors in Advertising placed over the telephone.
 - 7.3 Customer must send any claim for credit or republication in writing to Fairfax no later than 7 days after the date of publication of the Advertising.

8. Advertising Rates and GST

- 8.1 The Customer must pay for Advertising, unless otherwise agreed, at the casual ratecard rate. Ratecard rates may be varied at any time by Fairfax without notice. Customer must pay GST at the time it pays for Advertising. Fairfax will provide a tax invoice or adjustment note (as applicable).
- 8.2 Eligibility for discounts or rebates will be based on the Customer's GST-exclusive advertising spend.

9. Credit and Customer Accounts

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

10. Payment

- 10.1 The Customer must pre-pay for Advertising if required by Fairfax. If Advertising is on account, payment must be within 7 days of date of the invoice or, for certain Rural Press publications, within 21 days of the end of the month in which the invoice is issued. If a commercial account has been established with Fairfax, payment must be within 30 days of invoice date.
- 10.2 If Customer fails to provide the copy for a booking by publication deadline, Customer will be charged unless a cancellation is approved by Fairfax. If Fairfax accepts Advertising after the deadline, it will be deemed out of specification. Customer has no claim against Fairfax for credit, republication or other remedy for out of specification Advertising.
- 10.3 Customer must pay the full price for Advertising even if Fairfax varied the format or placement of the Advertising or if there is an error in the Advertising, unless the error was Fairfax's fault. Customer must pay its electronic transmission costs.

11. Failure to Pay and Other Breach

- (a) cancel any provision of credit to Customer;
 - (b) require cash pre-payment for further Advertising;
 - (c) charge interest on all overdue amounts at the rate 2% above the NAB Overdraft Base Rate;
 - (d) take proceedings against the Customer for any outstanding amounts;
 - (e) recover Fairfax's costs including mercantile agency and legal costs on a full indemnity basis;
 - (f) cease publication of further Advertising or terminate an agreement for Advertising not published;
 - (g) exercise any other rights at law.
- 11.2 A Customer suffers an 'Insolvency Event' if:
 - (a) Customer is a natural person and commits an act of bankruptcy; or
 - (b) Customer is a body corporate and cannot pay its debts as and when they fall due or enters an arrangement with its creditors other than in the ordinary course of business or passes a resolution for administration, winding up or liquidation (other than for the purposes of re-organisation or reconstruction); or has a receiver,

manager, liquidator or administrator appointed to any of its property or assets or has a petition presented for its winding up.

- 11.3 Fairfax may withhold any discounts or rebates if Customer fails to comply with its payment obligations.
- 11.4 A written statement of debt signed by an authorised employee of Fairfax is evidence 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 Competition and Consumer Act and equivalent State acts) which cannot by law be excluded ('Non-excludable Condition').
- 12.3 Fairfax limits its liability for breach of any Non-Excludable Condition (to the extent such liability can be limited) and for any other error in published Advertising caused by Fairfax to the re-supply of the Advertising or payment of the cost of re-supply (at Fairfax's option).
- 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 incurred in relation to 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, loss of profits, loss of revenue or loss of business opportunity.
- 12.5 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 bodies corporate, to credit reporting agencies and other third parties as part of provision of the Advertising and for overdue accounts, to debt collection agencies to recover amounts owing.
- 13.2 Fairfax provides some published Advertising to third party service providers. Where such Advertising contains personal information, Customer consents to the disclosure of their personal information in the advertising to third parties and to the personal information being republished by a third party.
- 13.3 Customers may gain access to their personal information by writing to the Privacy Officer, GPO Box 506, Sydney NSW 2001. Fairfax's privacy policy is at www.fxj.com.au.

14. Confidentiality

- 14.1 Each party will treat as confidential, and will procure that its advertising agents, other agents, and contractors ('Agents') treat as confidential and will not disclose, unless disclosure is required by law:
 - (a) the terms of this Agreement (including terms relating to volumes and pricing);
 - (b) information generated for the performance of this Agreement, including all data relating to advertising schedules, budgets, forecasts, booked advertising, prices or volumes;
 - (c) any other information that ought in good faith to be treated as confidential given the circumstances of disclosure or the nature of the information;
 - (d) any information derived wholly or partly for any information referred to in (a) to (c) above; Each party agrees to take all reasonable precautions to prevent any unauthorised use, disclosure, publication or dissemination of the confidential information by or on behalf of itself or any third party.

15. General

- 15.1 These Terms, with any other written agreement, represent the entire agreement of the Customer and Fairfax for Advertising. They can only be varied in writing by an authorised officer of Fairfax. No purchase order or other document issued by the Customer will vary these Terms.
- 15.2 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).
- 15.3 Fairfax may serve notice on Customer by post or fax to the last known address of the Customer.
- 15.4 These Terms are governed by the laws of the State in which the billing company for the Advertising is located and each party submits to the non-exclusive jurisdiction of that State.