

stuff.co.nz

The Timaru Herald





# **Welcome**From the editor

Welcome to the advertising media kit for the Timaru Herald. We trust you'll find everything you'll need to know about our products and services inside.

In 2014 we celebrated our 150th birthday, so to say we're a part of our community is an understatement. The Timaru Herald is considered by its readers to be a part of their day - just as much as their morning coffee or Sunday lie-in. That's why we have one of the highest readership penetration rates in the country, with most of them being loyal subscribers.

Our advertisers recognise this as well, and while we provide a great vehicle for them in print, we're now also helping them with digital options.

We're looking forward to serving both readers and advertisers for another 150 years.

Peter O'Neill
Editor
The Timaru Herald



## Why Us?

The Timaru Herald has been the voice of South Canterbury for 150 years. When you talk to us, you talk to South Canterbury whether it's in print through the The Timaru Herald, online at timaruherald.co.nz or in one of our local community papers like the South Canterbury Herald, the Waitaki Herald and Central South Island Farmer.

If you're after something a little different, whether the solution is a special advertising feature, geo-targeted advertising on **stuff.co.nz**, or placement in one of our popular magazines, our experienced media consultants are here to help.

Still not convinced?

Contact one of our media consultants for an informal chat on **03 687 1341** 

Each day Fairfax Media connects with Kiwis up and down the country, so when you talk to Fairfax Media, you talk to New Zealand.

80%

Fairfax Media connects with 80% of New Zealanders each day across our multi-media platforms. **That's 2.9 million people.** 

300,000

People subscribe to our **print products** 

**118,000** 

Subscribers to Fairfax e-newsletters

2.1 million

New Zealanders read a **Fairfax newspaper** 

1.5 million

Kiwis visit **stuff.co.nz** each month

Source: Nielsen CMI Q3 2013 - Q2 2014; Nielsen Online Ratings, Aug 2014.

## Reaching your customers

Our audience are your customers. Whether they're online, reading the daily paper or catching up on the issues in their community paper, Fairfax Media can help you connect with customers in the South Canterbury region.

Delivering credible, and authoritative news and information as well as the lighter things in life, consumers turn to The Timaru Herald to connect with South Canterbury through a trusted voice. Advertisers benefit from this trust and credibility, reaching and engaged and open audience.

As a result of reading their daily newspaper...



48%
of people have talked to someone about an advertisement

53% of people have visited a website to find out more information

Online is becoming an increasingly popular medium for consumers...

**47**%

Or 22,000 people in Timaru have made a purchase online in the last 12 months 41%

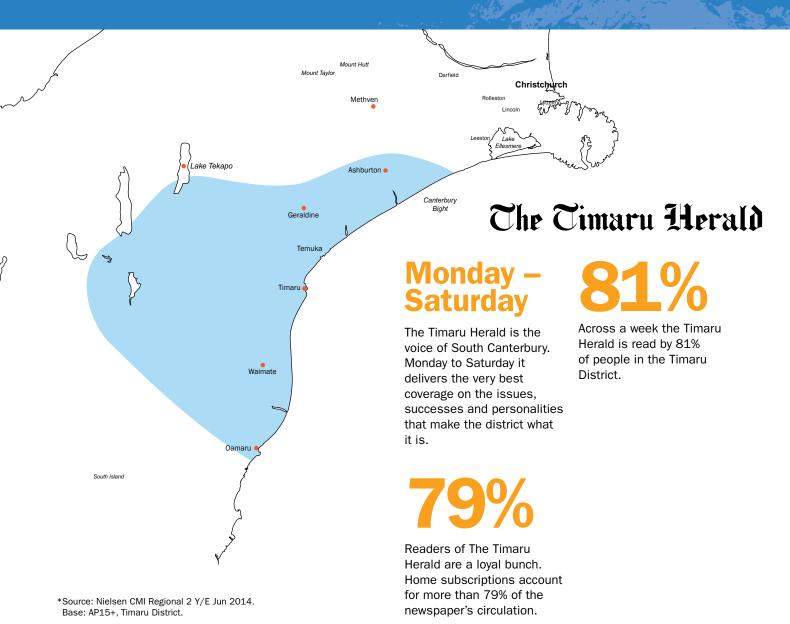
Have made 4 or more purchases online in the last 12 months



Three in every four believe it's easier to compare prices online

Source: Nielsen CMI Q3 2013 - Q2 2014. Base: AP15+, Timaru Herald Circ Area.

## **Our footprint**



## **Our audience**

29,000

#### **Daily readership**

On an average day, The Timaru Herald is read by 62% of residents in our circulation area.

#### Readership by day

Monday	28,000
Tuesday	28,000
Wednesday	30,000
Thursday	28,000
Friday	30,000
Saturday	30,000

38,000

#### Weekly readership

Across a typical week The Timaru Herald connects with 81% of people in the Timaru District. 47%/53%

#### **Gender split**

The Timaru Herald audience skews slightly female with 53% of readers being women.

\$61,979

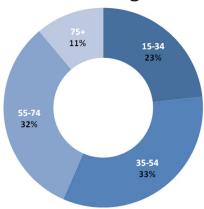
## Average household income

In the Timaru district, readers of The Timaru Herald have a higher household income than the average resident. 22,000

#### **Homeowners**

An average edition of The Timaru Herald reaches 71% of homeowners in our circulation area.

#### **Audience** age



15,000

## Main household shoppers

An average edition of The Timaru Herald is read by 64% of main household shoppers in our circulation area.

Source: Nielsen CMI Regional 2 Y/E Jun 2014. Base: AP15+.

## What's in it? Editorial overview

#### **Daily**

- News
- Sport/Racing
- World
- Business
- Opinion
- TV Listings
- Weather
- Puzzles

#### **Monday**

- Travel
- Weekend **Photos**

#### Wednesday

Past Times

**Tuesday** 

- Well & Good
  - Fashion/ Beauty

Food

#### **Thursday**

- Technology

#### **Friday**

Free Titles

Farming

- Attitude NZ Farmer
- Entertainment Features
  - Gardening

**Saturday** 

- Motoring
- Premier Property
- Career Market

From delivering the daily headlines and breaking news to providing inspiration for the next big trip and that new signature dish, our team of expert journalists live and breathe their towns, their regions and their audience. The Timaru Herald Flights drop, seats so timaruherald.co.nz News Opinion Photos Sport I ife Videos

## **Features**

Features are a great way to promote your business to a targeted group, whether it's a couple about to walk down the aisle or the weekend gardener. If you see one that catches your eye, talk to one of our media consultants about featuring in the next edition.

#### **Monthly**

January Women in Business **February** Bridal feature March Timaru Homeshow ANZAC Day feature April May Cartoon feature Farming 2015 June July House of the Year **Business Awards August** September Spring Guide October **Education Guide** November Christmas Shopper December Holiday Guide





## Our digital audience



61%/39%

In South Canterbury
stuff.co.nz's audience skews
female, with nearly
two thirds of visitors
being women.

One in every three stuff.co.nz visitors in South Canterbury are their household's main shopper.

46%

**Homeowners.** Nearly half of **stuff.co.nz**'s South Canterbury audience are homeowners.

\$60,301

**Average household income.** The average household income for stuff.co.nz visitors in South Canterbury is higher than that of the average South Canterbury resident.

54,000

timaruherald.co.nz unique monthly audience\* **473,000** 

timaruherald.co.nz page views per month\*

Source: Nielsen CMI Q3 2013 - Q2 2014 Aug 14 TV/Online. Base: AP10+, South Canterbury (Timaru, MacKenzie & Waimate Districts). \*Nielsen Online Ratings, Sep 2014.

## **Digital solutions**

In addition to advertising on timaruherald.co.nz Fairfax Digital has a range of solutions to help you target both current and potential customers online across our range of top websites.

#### **Geo-Connect**

Geo-Connect is Fairfax
Media's new premium digital
product. With Geo-Connect
advertisers can target
customers online no matter
what site they're browsing,
reaching Kiwis all across
New Zealand through quality
content over a number of top
sites including stuff.co.nz,
essentialmums.co.nz and
regional sites such as
timaruherald.co.nz and
press.co.nz.

## Fairfax Digital Marketing Services

Fairfax Digital Marketing Services provides businesses of all shapes and sizes with an array of digital marketing services designed to increase web presence, expand customer base, and drive revenue. You know your business and you know your customers. You also know there are more customers in your area. But did you know they are looking for you online? We know you probably don't have time to build and regularly maintain a successful digital marketing campaign in order to reach them. That's where we can help. The Fairfax Digital Marketing Solutions team are local and proven, just like you; let people you know and trust look after your digital marketing, giving you time to focus on your business.

#### **Pricemaker**

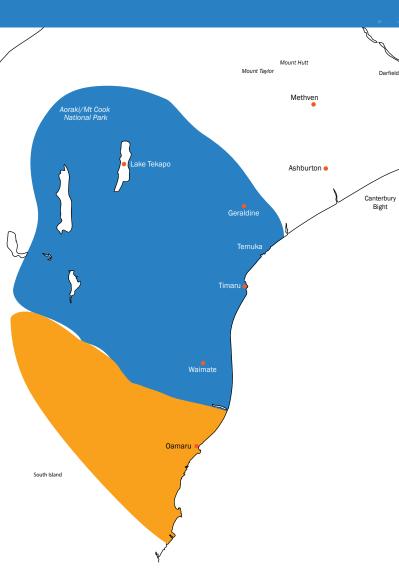
Pricemaker is an app which connects local businesses with in-store showroomers, price-checkers, and product comparers. The app gives businesses the online opportunity to discuss with shoppers what exactly they're looking for and make



Contact one of our media consultants on **03 687 1341** and they'll find the right solution for you

a personalised offer which directly meets their needs. It's a quick and easy way to engage with shoppers in the market to buy, but who aren't necessarily walking through your door.

## **Community papers**



Delivering advertisers an audience engaged with their community and who shop local, community papers are the ideal way for businesses to reach their local customers.

The South Canterbury Herald and Waitaki Herald are The Timaru Herald's community papers. Focusing on the issues, successes and personalities that make these communities great, they offer a closer look at what's happening in the communities and what makes them tick.

## The South Canterbury Herald

Christchu

**Publishing day:** Wednesday **Average readership:** 35,000 **Shoppers:** Over half (57%) of South Canterbury Herald readers are their household's main shopper. **Homeowners:** Eight in every ten South Canterbury homeowners read the South



Canterbury Herald.

#### **Waitaki Herald**

**Publishing day:** Wednesday **Average readership:** 14,000 **Shoppers:** 43% of Waitaki Herald readers are their household's main shopper.



Source: Nielsen CMI Regional 2 Y/E Jun 2014. Base: AP15+.

## **Community papers**



# What does it cost?

Display			SOUTH CANTERBURY	CENTRAL SOUTH ISLAND FARMER	WAITAKI
SIZE	TIMARU HERALD		HERALD	(SOUTHERN)	HERALD
	Mon - Fri	Sat			
Full page	\$4,883.76	\$5,127.95	\$2,465.68	\$1,711.47	\$1,711.47
²⁄₃ page	\$3,255.84	\$3,418.63	-	-	-
Junior page	\$2,665.60	\$2,798.88	\$1,332.80	\$925.12	\$925.12
½ page	\$2,665.60	\$2,798.88	\$1,408.96	\$977.98	\$977.98
⅓ page	\$1,713.60	\$1,799.28	-	-	-
¼ page	\$1,332.80	\$1,399.44	\$666.40	\$462.56	\$462.56
⅓ page	\$666.40	\$699.72	\$285.60	\$198.24	\$198.24
Front page solus	\$533.00	\$624.00	-	-	-
Front page lug	\$137.00	\$164.00	-	-	-
Back page lug	\$106.00	\$123.00	-	-	-
Other sizes (per col/cm)	\$9.52	\$10.00	\$9.52	\$6.61	\$6.61
Features (per col/cm)	\$8.22	\$8.22	\$8.22	_	\$4.86

These rates include colour and exclude GST. Black and white advertising less 30%

Display classified				CENTRAL SOUTH		Digital	
			SOUTH CANTERBURY	ISLAND FARMER	WAITAKI		CPM
RATE (PER COL/CM)	TIMARU HER	ALD	HERALD	(SOUTHERN)	HERALD	Medium Rectangle	\$20.00
	Mon - Fri	Sat				Skyscraper	\$20.00
General Classified	\$11.34	\$11.34	\$11.34	\$7.17	\$7.17	Top Banner	\$20.00
Public Notices	\$11.06	\$11.06	\$11.06	\$7.00	\$7.00	Half Page	\$30.00
Employment (incl ROP)	\$11.48	\$11.48	\$11.34	\$7.17	\$7.17	Home page takeover	POA

These rates include colour and exclude GST. Black and white advertising less  $30\%\,$ 

Run the same ad in 2 publications and receive a 20% discount, run it across 3 papers and get a discount of 30%

# **Booking and material deadlines**

#### **The Timaru Herald**

	RUN OF PAPER/DISPLAY		CLASSIFIEDS	CLASSIFIEDS			
	Booking/Copy	Print Ready Files	Booking/Copy	<b>Print Ready Files</b>	Computer-set		
Monday	3pm Wed	12 noon Fri	3pm Wed	12 noon Fri	5pm Fri		
Tuesday	3pm Thu	12 noon Mon	3pm Thu	12 noon Mon	5pm Mon		
Wednesday	3pm Fri	12 noon Tue	3pm Fri	12 noon Tue	5pm Tue		
Thursday	3pm Mon	12 noon Wed	3pm Mon	12 noon Wed	5pm Wed		
Friday	3pm Tue	12 noon Thu	3pm Tue	12 noon Thu	5pm Thu		
Saturday	3pm Wed	12 noon Fri	3pm Wed	12 noon Fri	5pm Fri		
Features	3pm four working da	3pm four working days prior to publication					
Magazine pre-prints	3pm five working days prior to publication						

#### **Community publications**

	RUN OF PAPER/DISPLAY			CLASSIFIEDS	CLASSIFIEDS		
	Booking/Copy	<b>Print Ready Files</b>	Booking/Copy	<b>Print Ready Files</b>	Computer-set		
South Canterbury Herald	11am Thu	12 noon Mon	11am Thu	2pm Mon	2pm Mon		
Waitaki Herald	11am Thu	12 noon Mon	11am Thu	2pm Mon	1pm Mon		
Central South Island Farmer							
- Southern	11am Thu	12 noon Mon	11am Thu	2pm Mon	1pm Mon		

Advertisments cancelled after booking deadline incur a cancellation fee. Deadlines will vary around public holidays.

# Advertising specs Technical information

#### **PRINT**

The printing method is offset. All materials can be supplied by ISDN, email, USB or CD/DVD. Materials should be supplied as EPS or print ready PDF files.

## Postscript compatible (acceptable software)

Adobe Indesign, QuarkXPress, Adobe Illustrator. Files should be created using these applications and saved and supplied as PDFs. Appropriate Distiller job options are available on request.

## Not Postscript compatible (unacceptable software)

Microsoft Word, Microsoft Powerpoint, Microsoft Publisher, Adobe Photoshop. *Note: Adobe Photoshop should be used for image manipulation only.* 

#### General

PDF version **1.3.** Postscript Level **2+** ICC Compliant **No**Colour Model **CMYK only** 

#### **Images**

- Format EPS, TIFF, JPG, PDF
- Photographs 1Mb
- Minimum resolution for colour and greyscale images 150dpi
- Minimum resolution for black & white (single bit) images 600dpi
- Maximum ink weight 240%

DI	SP	LAY	CL	ASS	IFI	ΕI

Column Wid	th 1	2	3	4	5	6	7	8	9	10	11
mm	32	66	100	134	168	202	236	270	304	338	372

#### DISPLAY

DISPLAI											
Column Widt	h 1	2	3	4	5	6	7	8	9	10	
mm	34	72	110	148	186	224	262	300	338	376	

FULL PAGE SIZING	Run of Press 10 columns	<b>Classified</b> 11 columns	<b>Tabloid</b> 7 columns	<b>Double page spread</b> 20 columns
Depth (mm)	540	540	370	540
Width (mm)	376	372	262	775

DIGITAL	Dimensions	Max File Size
Medium Rectangle	300x250	40KB
Skyscraper	160x600	40KB
Top Banner	760x120 or 728x90	40KB
Half Page	300x600	40KB
Gutters (for homepage takeover)	160x1500	50KB

#### Fonts & Type

- Font embedding required Yes
- Font subsetting allowed Yes
- Minimum point size for colour type 12pt
- Minimum weight for reversed colour type **Bold**
- Maximum plates allowed for reversed colour type 3
- Minimum point size for single colour type (100% C,M,Y or K) 6pt

#### **DIGITAL**

#### **File Types**

- GIF, JPG, PNG.
- SWF + backup GIF, JPG or PNG (Flash Player 10.1 or lower, ActionScript 2.0 or 3.0 to create the clickTag).
- Creatives require a 1 pixel border or background to differentiate them from other content.
- Ads must not exceed 18fps
- Continuous looping is accepted for standard display advertising

# What does it all mean? Key terms

#### Average issue readership (AIR)

The average number of people who read a single issue of a newspaper.

#### **Broadsheet**

The largest of the newspaper formats. The Timaru Herald is a broadsheet paper, each page measuring 54cm deep by 37.6cm wide.

#### **Classified advertising**

Ads grouped into 'classes' and confined to a single section.

#### Compact/Tabloid

A smaller newspaper format. The majority of community papers are this size, with each page measuring 37cm deep by 26.2cm wide.

#### **CPM**

Stands for cost per thousand and is one of the most common ways of buying digital advertising. If you are buying digital advertising on a CPM basis you are buying on the basis of impressions your ad will receive.

#### CPD

Stands for cost per day. When you purchase a homepage takeover you buy it on the basis of owning the ad space on that page for the day, rather than purchasing based on the number of impressions your advertising will receive.

#### **Display advertising**

Creative advertisements placed in the main sections of the paper, News, World, Business and Sport.

#### **Display classified**

Creative advertisements confined to classified sections such as Recruitment, Property and Motoring.

#### Double page spread

An advertisement spread across two full, facing pages.

#### **Double truck**

Double page spread with the inclusion of the centre gutter.

#### Front page solus

Strip ad at the bottom of the front page.

#### Gutter

The inner column between two facing pages in a newspaper.

#### Impression

An impression is the number of times an online page, or page element such as an ad, is viewed. Each time a page (or ad) is viewed, an impression is counted.

#### Lug

Fixed spaces at the top left and right hand corners of the front page of select sections measuring 2.8cm deep by 4.6cm wide.

#### Non-display classified

Ads with no creative elements and confined to the classifieds pages. These ads are charged at a run-on rate.

#### Rate

The price charged per column centimetre of space purchased for advertising.

#### Reach

The total audience (readers) of a publication (e.g. newspaper, magazine). Can be expressed as an absolute number (000's) or as a percentage of a particular target (e.g. males aged 45-59).

#### Readership

The number of people who read the paper (higher than circulation as there is generally more than one person reading each copy).

#### Run of paper

The four main sections of the paper: News, World, Business and Sport.

#### Run-on rate

Rate for non-display classified ads. Charged per line of copy.

#### **Unique Audience**

A 'People Measure' which is designed to represent the online activity of actual people rather than computers or devices. Unique Audience removes duplication of one person's activity which can occur in cookie based Unique Browser measures.

#### Weekly coverage

Includes all who have read at least one issue to the newspaper in the last 7 days.

# Get in touch

#### **The Timaru Herald**

19 Sophia Street Timaru 7910

#### Post

PO Box 46 Timaru 7940

03 687 1300

#### **Key Contacts**

#### **Sales Manager**

Pat Naude 03 687 1341 pat.naude@fairfaxmedia.co.nz

#### **Advertising Sales**

#### **South Canterbury Herald**

Julie Milne 03 687 1329 julie.milne@fairfaxmedia.co.nz

#### Waitaki Herald

Sue Stott 03 433 0745 sue.stott@fairfaxmedia.co.nz

#### **General enquiries**

#### **Display advertising**

03 687 1337 thads@timaruherald.co.nz

## Classified advertising (computer set)

03 687 1395 thclass@timaruherald.co.nz

#### **National advertising**

pas\_national@press.co.nz

#### **Accounts**

0800 324 005 accounts@fairfaxmedia.co.nz

#### **Fairfax New Zealand Limited**

## Advertising Terms & Conditions for websites and publications

Fairfax New Zealand Limited (Fairfax, we, us, our) place material for publication on behalf of the customer (you) subject to these terms and conditions of advertising (Terms).

These Terms apply to all advertising in any of our publications or websites unless we have agreed other terms in writing with you.

- In accepting any material including electronic material or data for publication, and in publishing it we are doing so in consideration of and relying on the your express warranty, the truth of which is essential that:
- a) the material does not contain anything:
   that is misleading or deceptive or likely
   to mislead or deceive or which otherwise
   breaches the Fair Trading Act 1986:
  - that is defamatory or indecent or which otherwise offends against generally accepted community standards;
  - that infringes a copyright or trademark or otherwise infringes any intellectual or industrial property rights;
  - that breaches any right of privacy or confidentiality;
  - that breaches any provision of any statute, regulation, by-law or other rule or law; and
- b) the material complies in every way with the Advertising Code of Practice issued by the Advertising Standards Authority Inc. ("ASA") and with every other code or industry standing relating to advertising in New Zealand;
- c) publication of the material will not give rise to any liability on our part or in a claim being made against us in New Zealand or elsewhere: and
- d) the material does not include any cookie, tracking tag or other tracking device unless we have provided our prior written consent to such inclusion, to the extent we consent to you collecting information relating to our users ("User Information") you may only use such information for the advertiser's internal statistical purposes and solely in respect of the relevant advertising campaign. For the avoidance of doubt you must not disclose any User Information to any third party and must not use any User Information in connection

- with any advertising campaigns on any third party properties or websites. If you are a representative of an advertiser, this does not prevent you from disclosing the User Information in summary format only to the advertiser, provided you procure that the advertiser only uses such information in accordance with this paragraph 1(d).
- You agree to indemnify us against any losses, liabilities, costs, claims or expenses whatsoever arising directly or indirectly from any breach of the warranties set out above and from any costs incurred in our making corrections or amendments in accordance with the terms that follow.
- We must receive all creative materials and information from you in accordance with the timeframes specified on the insert order or email confirmation.
- We may refuse to publish, or withdraw material from publication without having to give reason.
- We may publish the material at a time different from originally booked or where applicable in the next available issue if there is an error or delay in publication of the advertising as booked.
- All creative submissions are subject to reasonable approval by us. We may require that material is corrected or amended to conform to style, or for other genuine reasons.
- We may provide guidelines to be followed where you include an Internet addresses in advertising.
- The positioning or placing of any material in a publication or website is at our discretion except where specifically agreed in writing.
- You must tell us as soon as possible if there is an error or omission in any material placed by us on your behalf.
- 10. Campaign advertising impressions will be counted and recognised by our ad-serving engine. A third party ad-serving engine may also be used but its impression count won't be recognised unless we agree otherwise in writing.
- 11. If you wish to cancel an advertisement or campaign you must communicate this in

- writing to us. A cancellation fee may apply, please refer to the applicable advertising rate card or insertion order for specific details of any cancellation fee.
- 12. The charge for advertising will be in New Zealand dollars and in accordance with the applicable rate card applying at the time for the publication, unless we agree otherwise in writing.
- Rate card adjustments will be published on our publications and sites. New rates will apply one month after the rate adjustment is published.
- 14. If you are not a New Zealand resident the cost of any advertising you place with us will be zero-rated for GST purposes. If you are a non-resident agent placing advertising on behalf of a New Zealand resident GST will be applied at the standard rate.
- 15. Payment is due on the 20th of the month following advertising unless we specify otherwise in writing. If payment is not made by the due date you will be liable for all costs of recovery, commissions and collection fees at market rates.
- 16. We exclude all implied conditions and warranties from these terms except to the extent that they cannot be excluded by law. The guarantees contained in the Consumer Guarantees Act 1993 are excluded where you acquire or hold yourself out as acquiring goods or services for the purpose of a business.
- 17. We will not be liable for any loss including any loss of revenue or profit and any indirect or consequential loss arising from or in relation to any error or omission in publishing or failure to publish and if we are found to have any liability for any circumstance that liability is limited to the cost of the space of the advertisement.
- 18. Where you utilise any aspect of our creative services in the design or production of an advertisement (including photographic or design work) you acknowledge that we own the copyright in such work and that such work is not work for which a commission payment has been made or agreed. You may not use any such advertisement in

- any other publication without our specific written consent.
- 19. By placing an advertisement for publication you grant us a perpetual, royalty fee license to reproduce the advertisement in any print or electronic media we offer customers now or in the future.
- You acknowledge that you have not relied on any representation made by us or on behalf of Fairfax New Zealand in connection with advertising.
- 21. All DVD's, Blu-ray disks and videos, and any other restricted publications advertised for sale must include its Classification as determine by the New Zealand classification office any may be advertised only in accordance with the conditions imposed by the Classification Office. We may require written evidence of New Zealand classification ratings and Classification Office conditions for each DVD, video or any publication.
- 22. We have the right at any time to provide advertising data (including but not limited to the Customers total advertising rate card spend) for publication by Nielsen Media Research as part of our membership of the IAB of New Zealand and to monitor ad spend of New Zealand.
- 23. You will be charged an additional fee of 2% including GST when making payments by Visa, MasterCard or American Express cards. This excludes prepaid advertising unless prepaid advertising is being paid for at the front counter of any of our premises.
- 24. In addition to these Terms and Conditions you acknowledge that all advertising including the conditions of payment, delivery and changes to or cancellation of such advertising, will be in accordance with and subject to the conditions notified to you or generally published by Fairfax from time to time.
- 25. We may at our sole discretion vary these Terms and Conditions at any time provided that: (a) such amended terms will not affect prior agreed advertising orders; and (b) if you do not agree with a variation then you may cease placing orders with us.

