

The Sydney Morning Herald

INDEPENDENT. ALWAYS.



Media Kit 2018



Independent. Always.

Quality Journalism

Courageous, quality journalism you can trust - that's what *The Sydney Morning Herald* has been producing for 187 years and today we reach more people than ever before. More than five million readers consume our fearless, honest storytelling in print and online each month. We strive to educate, challenge, and entertain audiences with stories that matter.

Our journalists are passionate about shining light in dark places, holding the powerful to account and adding new perspectives to the biggest issues in our city, state, around Australia and the world. There are inspiring and thought-provoking

stories all around us, waiting to be discovered, and despite the changing ways our audience can access our journalism, we continue our commitment to upholding quality in everything we do - this will never change.

It's not lost on any of us that news consumers are spoilt for choice these days. But at a time when "fake news" and the distortion of facts can be dressed up as journalism, you can be assured that an increasing number of Australians want to trust what they read - and they trust the *Herald*. We don't take this for granted, and strive to only cement it further as the corner post of what we do.

With the largest combined print and digital readership of a news outlet nationwide, we know audiences seek out our kind of quality, independent journalism. I thank you for your ongoing support.



LISA DAVIES, EDITOR
THE SYDNEY MORNING HERALD

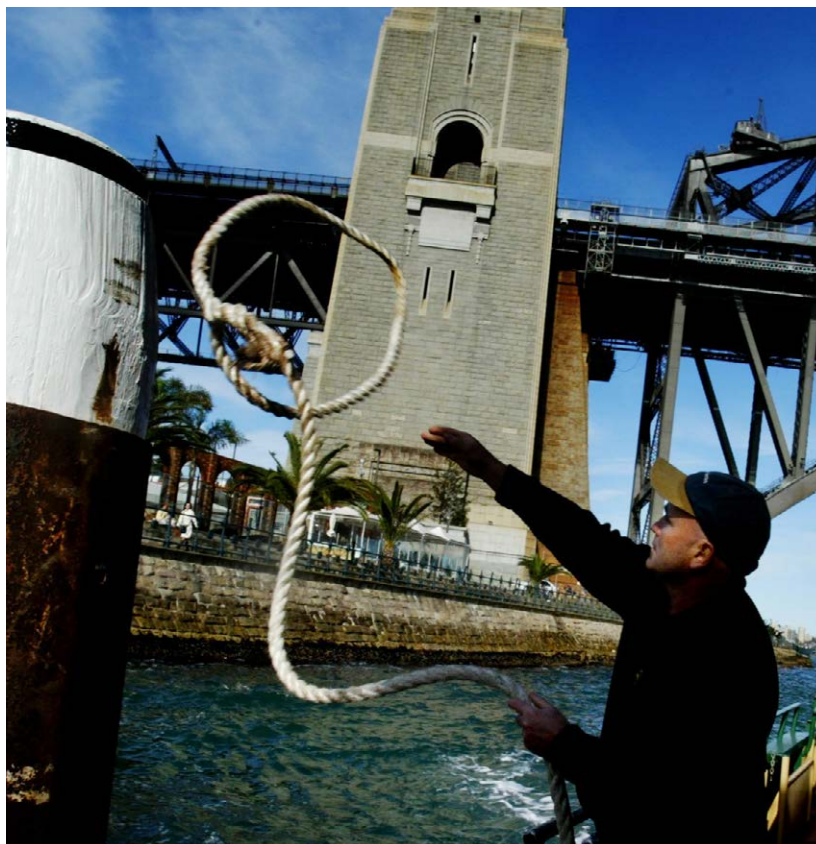
The Sydney Morning Herald

INDEPENDENT. ALWAYS.

*An audience who want
to feed their minds with
new perspectives*

A rich history, an unrivalled present and a vibrant future. The *Herald* is the perfect advertising platform for those seeking an informed, discerning and affluent audience. An audience who want to feed their minds with new perspectives.

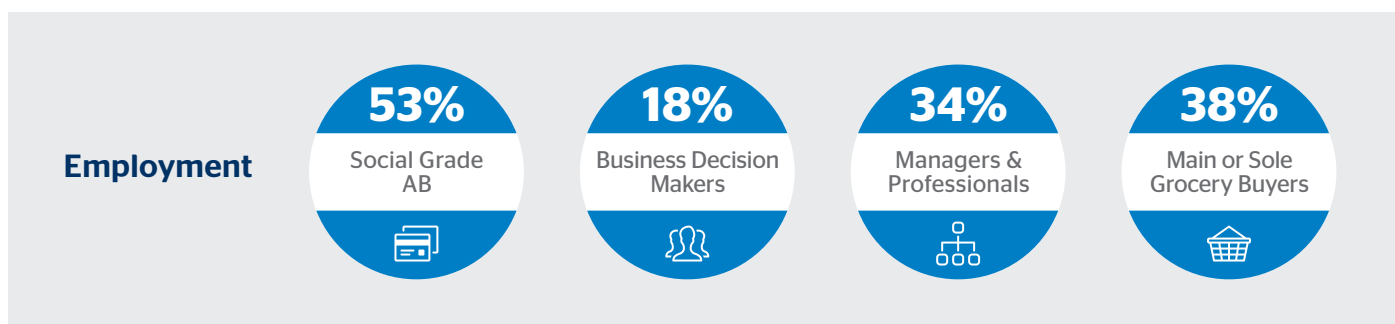
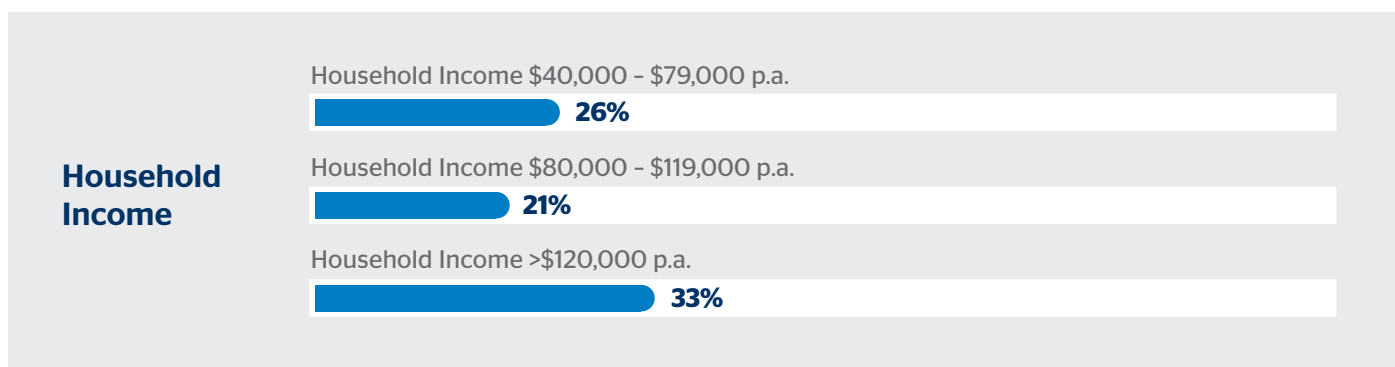
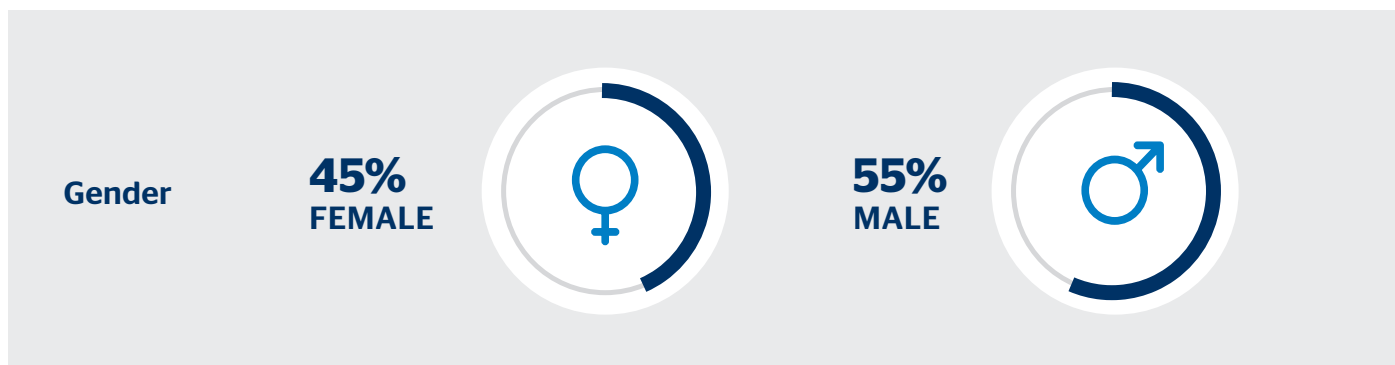
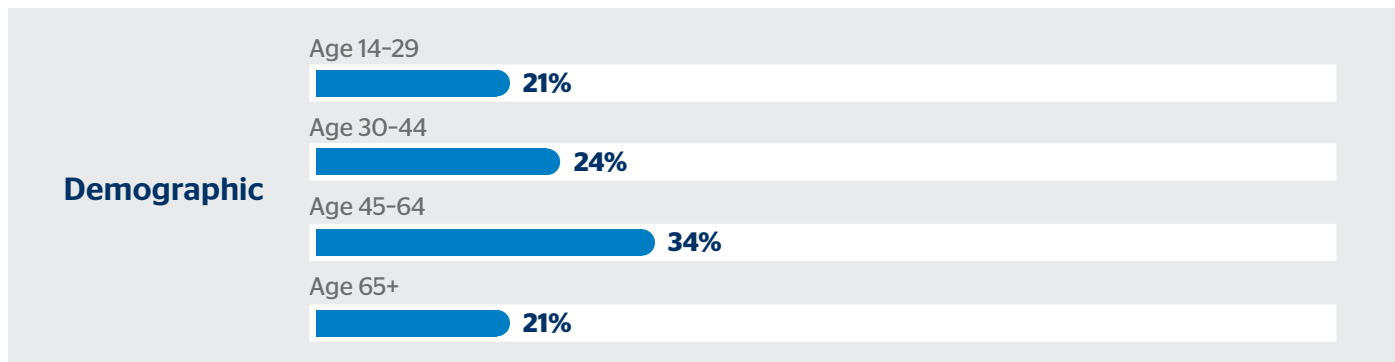
Offering independence, authority, integrity, quality and an inquiring, committed readership, the *Herald* delivers its high quality, compelling stories across four core platforms - print, desktop, mobile and tablet, with content optimised to each device.



Audience Overview

The Herald's premium news audience

The *Herald* reaches 5 million people across desktop, mobile, tablet and print each month.



The Sydney Morning Herald

News

NEWS AND OPINION

The *Herald* is proudly committed to fearless, independent and accurate journalism and to generating quality analysis and opinion. We also seek comment from our readers to guarantee fairness and balance in all that we do.

...fearless, independent journalism... quality analysis and opinion



News

General News
 Devoted to local and national news. Expect a barrage of exclusive stories that explain what happens in your city and country – and why.
 The *Herald* provides greater depth, analysis and clarity around the biggest stories and events.

World

World
 Showcases the best of our experienced team of correspondents and their commitment to covering your world through Australian eyes.

Column Eight

Column Eight
 Our voices continue to be heard in the long-standing open forum where readers document the weird and wonderful.

Comment

Comment
 The meeting place for those who like to be provoked, informed and entertained by ideas. Features such as The Barometer, are devoted to reader's thoughts, analysing the story of the day and how social media and our audience reacted to it.

Review

News Review
 Credible, thoughtful, intelligent – *News Review* provides incisive commentary on key news and events. This informative Saturday section delivers thought provoking analysis of the week's events and puts a spin on the news, dissecting the arguments and defining the issues.

The Sydney Morning Herald

Business

BUSINESS AND FINANCE

Our highly respected business pages cover; local, national and international news and commentary on business, markets, the economy and public policy. Fairfax Media offers a network of Australia's most trusted business and personal finance brands, focused on delivering quality news and up-to-the-minute information across all platforms.



S M T W T F S



Up-to-the-minute business finance, market and stock coverage – every day

Technology



Technology

Technology has become an integral part of our lives, breaking down global borders and disrupting traditional markets.

We cover the biggest news in technology and its impact on how we consume, purchase and interact around the globe.



S M T W T F S

Inspiration



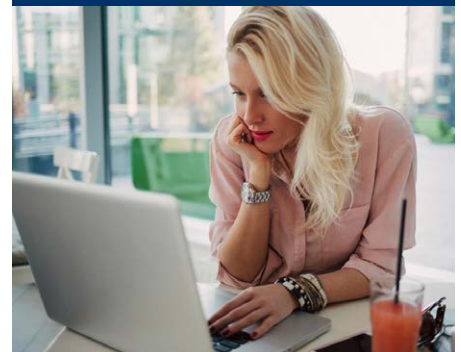
Small Business

Targets small to medium business owners eagerly seeking information and inspiration to improve and grow their ventures. The section shows cases stories from small business owners on the highs and lows of running a business, plus advice from some of Australia's most successful entrepreneurs.



S M T W T F S

Money



Money

Money is the place for independent and authoritative advice on your financial health and wellbeing.

Money delivers news and analysis of the latest trends in superannuation, investment, funds management, tax and insurance. Whether it be retirement planning, running a self-managed super fund, or buying a home.



S M T W T F S

The Sydney Morning Herald

Sport

SPORTS COMMENTARY AND ANALYSIS

Comprehensive coverage of the world of sport, across the week.

Sport provides award winning, commentary and information coupled with spectacular photography of every major sporting code.



Sport

Sport

Our print and online sections continue the tradition of great sports writing and breaking news. From Peter FitzSimons to Andrew Webster, our acclaimed writers take you inside the dressing rooms and behind the scenes so you can better understand what happens out on the field.

NRL

Rugby League

Get the smartest view on footy, featuring the latest news and authoritative views from Fairfax's quality editorial team. We cover previews and reviews of each round including; live scores, fixtures and the competition ladder. Plus everything for the die-hard fan from blogs, polls to fan photos.

Union

Rugby Union

Put advertisers in front of one of the most loyal and affluent audiences in online sport - the rugby fan. Our rugby coverage is dedicated to 'true believers' of the game throughout the world, providing the most in-depth and comprehensive rugby experience available. Track the rugby action all year round, with current news, expert commentary and leading analysis.

AFL

Australian Rules

Our coverage is chock-block full of AFL news, expert commentary and leading analysis. The site features ladders, full fixtures, live text commentary, photo galleries and video wrap-ups. Readers can also interact via weekly polls, judging the week's best performer.

Cricket

Cricket

With flair and insight, leading journalists and analysts take you to the heart of one of our nation's best-loved games. Both at home and abroad we deliver comprehensive coverage of all Test matches and tours, highlighted with the Ashes and World Cups.

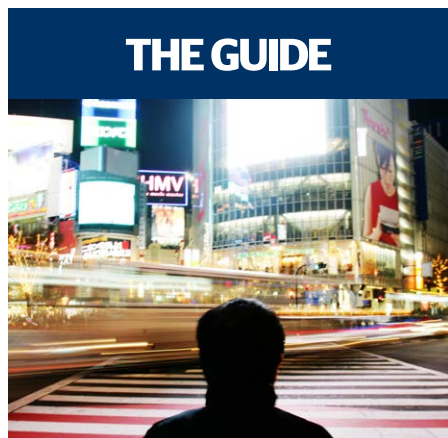


The Sydney Morning Herald

Arts

ARTS AND ENTERTAINMENT

Fairfax's Entertainment editorial team is as passionate about film, music, books, arts and television as our vast audience. Each week the country's most respected arts and entertainment journalists across Sydney and Melbourne generate stories and videos for print and online, feeding an insatiable demand for this content.



Television

In industry circles, The Guide is seen as an essential source of breaking news, criticism and opinion. The key writers, Michael Idato and Paul Kalina, have many years of experience and have cultivated devoted followings. The Guide has a reputation for intelligent, independent television and radio criticism and its loyal following makes Monday one of the *Herald's* most popular weekday editions.



Entertainment

It's Friday and the weekend starts here, with a weekly guide to the best entertainment in your city. The Shortlist covers the pick of movies, music and theatre with reviews, interviews and extensive lists, from the latest film releases, to the best gigs and stage shows.



The Arts

Spectrum captures the cultural life of Sydney with a thought-provoking and entertaining mix of stories and reviews on film, music, books, performing and visual arts, television, food, gardening and design. Our team of respected writers brings readers the city's most comprehensive guide to the people, events and issues in the arts.



The Sydney Morning Herald
Lifestyle

FOOD AND TRAVEL

Be inspired by our sections, whether it's the best food in town or the perfect travel destinations. Our audiences are passionate and discerning, looking to feed their minds and bodies.



An audience passionate about food, travel, health and lifestyle



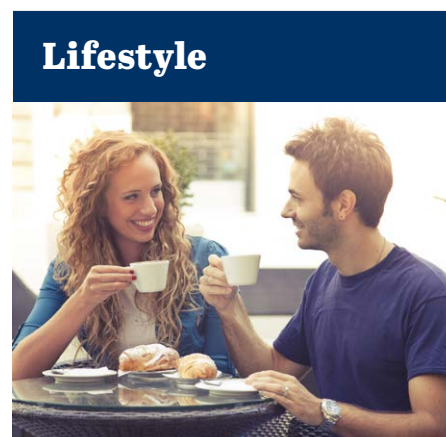
Discerning travellers

Traveller inspires, entices and informs. With a line-up of Australia's most experienced travel writers and columnists, we deliver superior writing, beautiful photography and independent, expert advice. Traveller on Saturday together with our website Traveller.com.au, offer our readers 'the' destination for travel inspiration at home or on-the-go.



Australia's home of the hats

Good Food is one of the most loved sections and dominates food journalism in Australia. Influential, credible and with a huge loyal following, Good Food has been a must-read for passionate food-lovers for almost three decades. With our iconic reviews, recipes, food news, trends and personalities, Good Food is ideal for anyone who loves eating in, eating out and everything in between.



Lifestyle

Lifestyle offers smart, engaging content about the issues that matter most in the lives of our audiences. From relationships to parenting, health and wellness to trend stories about fashion and beauty. It also includes opinion pieces from a community of high-profile female contributors under the Daily Life banner.



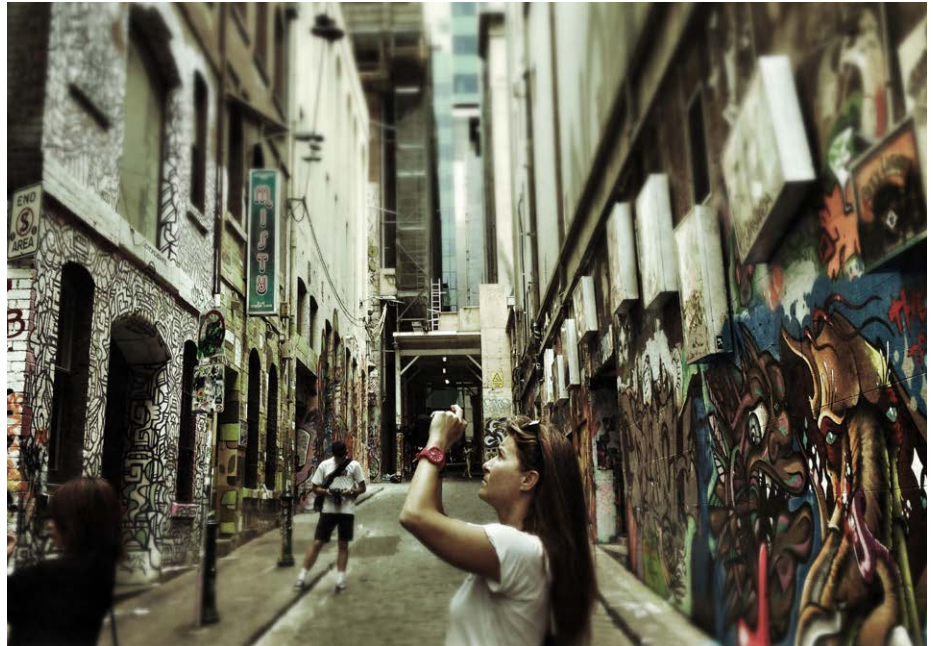
The Sydney Morning Herald

Magazines

INSERTED MAGAZINES

Fairfax Magazines stands proud with its hallmark tradition of credible award-winning journalism.

Our magazines, with their strong editorial philosophy of quality, trust and integrity offer unparalleled access to the homes and hearts of the most significant segment of our society.



Good Weekend

Australia's premier newspaper-inserted magazine, Good Weekend continues to set the benchmark for excellence in Australian journalism. A confident leader in the inserted magazine market, Good Weekend offers a rare balance found in no other magazine; an even male/female readership and a mass reaching vehicle with premium appeal. Delivering a dedicated, loyal and reliable reader base, Good Weekend is regularly invited into the sanctuary of the weekend, offering advertisers a unique opportunity to play a part in our readers' weekend routine.



Sunday Life

The Herald's must-read weekly magazine, *Sunday Life*, is bold, vibrant, and stylish. Its goal is to inspire. Inspire your body, inspire your mind. With this in mind, we have created beautiful, lively and inspirational pages in food, home, fashion, travel and health and wellbeing. Every week we showcase great style, give practical advice, interview the famous and fascinating and offer brilliant ideas for your next meal, trip, purchase, outfit or outing.



Executive Style

Executive Style is Australia's Magazine for sophisticated male professionals who enjoy the finer things in life. Whether it's a prestige car, a beautiful timepiece or a fine whisky, we know it's the things you want - not the ones you need - that generate the biggest buzz. It's also about living the life you want, from fine dining to a luxury property purchase and how you keep yourself in top shape - mentally and physically - every day of your challenging but rewarding life. Executive Style is inserted in *The Age* and the *Herald* quarterly.



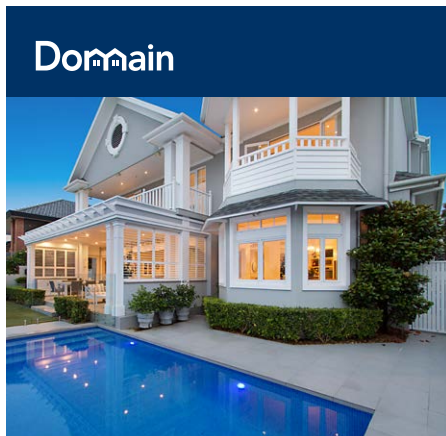
The Sydney Morning Herald
Market-places

PROPERTY, EMPLOYMENT AND AUTOMOTIVE

The Herald's award-winning market-places connect audiences with authoritative and aspirational news and information across automotive, property, and employment.



Prime positions to connect with your audience



Domain

Property

Domain comprehensively covers the real estate market across both metropolitan and regional areas, featuring up-to-date property information and extensive and visually engaging listings of properties for sale.

Whether it's making the biggest purchase of their lives, buying an investment property, or relocating to a new city, with Domain, advertisers can connect with consumers at these pivotal moments.



S M T W T F S



Employment

Employment

The Fairfax Employment Network is a suite of products designed to connect employers with active and passive job seekers through integrated recruitment campaigns across Fairfax owned and partner brands.

It's multi-channel and cross platform, giving advertisers the ability to reach candidates anywhere, anytime and on any device.



S M T W T F S



Drive

Automotive

Drive provides the latest automotive news through one of Australia's most experienced and respected editorial teams.

Our writers are passionate and authoritative, offering trusted advice and reviews in; finance, insurance, and maintenance.

Through its multi-media platform, Drive delivers a high quality, affluent audience for advertisers.



S M T W T F S

Advertising dimensions

The Sydney Morning Herald



Compact 374x260



Compact 280x194



Compact 374x129

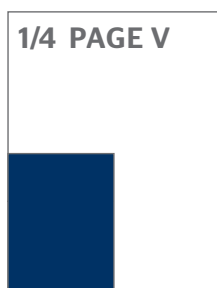


Compact 186x260

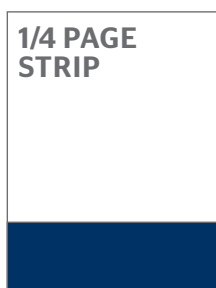
All dimensions shown in mm's (height x width)



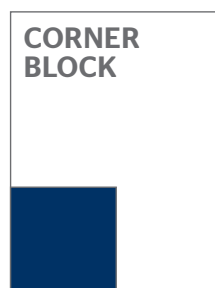
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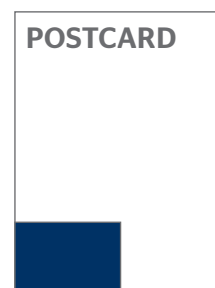
Compact 186x129



Compact 92x260



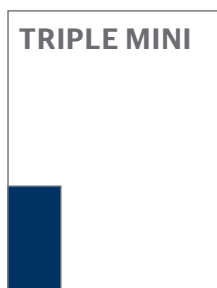
Compact 139x129



Compact 92x129



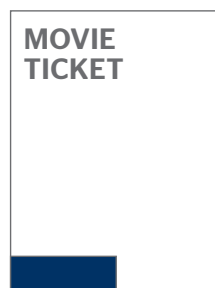
Compact 45x260



Compact 139x63



Compact 92x63



Compact 45x129



Compact 45x63

Digital Solutions

The *Herald* digital platforms offer a variety of digital solutions across online, mobile and tablet to cater to your requirements.

Strategic Features

Strategic Features are unique publications created around topics of interest driven by audience, editorial and consumer needs. We offer our clients the opportunity to connect with the Fairfax audience across print, online and tablet.

Direct Marketing

Our Direct Marketing service specialises in the delivery of direct response driven media solutions comprising of newspaper inserts/catalogues, bespoke printing, adhesive note advertising as well as a vast array of creative executions and paper stocks.

Advertising Rates | PRINT

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Annual Spend Level Discounts

ANNUAL SPEND LEVELS (Excl. Gst)	Casual	\$106,270	\$245,745	\$478,200	\$690,735	\$1,082,600	\$2,092,140
Discount		-3%	-6%	-8%	-11%	-15%	-18%

Advertising Rates - *The Sydney Morning Herald*

Positional loadings still apply.

SHAPE	EGN		Sections*	
	MONDAY - FRIDAY	SATURDAY	MONDAY - FRIDAY	SATURDAY
Full Page	\$70,752.00	\$88,480.00	\$30,585.28	\$38,462.40
Incl. GST	\$77,827.20	\$97,328.00	\$33,643.81	\$42,308.64
Junior Page	\$39,798.00	\$49,770.00	\$17,204.22	\$21,635.10
Incl. GST	\$43,777.80	\$54,747.00	\$18,924.64	\$23,798.61
1/2 page V	\$35,376.00	\$44,240.00	\$15,292.64	\$19,231.20
Incl. GST	\$38,913.60	\$48,664.00	\$16,821.90	\$21,154.32
1/2 page H	\$35,376.00	\$44,240.00	\$15,292.64	\$19,231.20
Incl. GST	\$38,913.60	\$48,664.00	\$16,821.90	\$21,154.32
Large strip	\$26,532.00	\$33,180.00	\$11,469.48	\$14,423.40
Incl. GST	\$29,185.20	\$36,498.00	\$12,616.43	\$15,865.74
1/4 page V	\$17,688.00	\$22,120.00	\$7,646.32	\$9,615.60
Incl. GST	\$19,456.80	\$24,332.00	\$8,410.95	\$10,577.16
1/4 page strip	\$17,688.00	\$22,120.00	\$7,646.32	\$9,615.60
Incl. GST	\$19,456.80	\$24,332.00	\$8,410.95	\$10,577.16
Corner Block	\$13,266.00	\$16,590.00	\$5,734.74	\$7,211.70
Incl. GST	\$14,592.60	\$18,249.00	\$6,308.21	\$7,932.87
Postcard	\$8,844.00	\$11,060.00	\$3,823.16	\$4,807.80
Incl. GST	\$9,728.40	\$12,166.00	\$4,205.48	\$5,288.58
Mini strip	\$8,844.00	\$11,060.00	\$3,823.16	\$4,807.80
Incl. GST	\$9,728.40	\$12,166.00	\$4,205.48	\$5,288.58
Triple Mini	\$6,633.00	\$8,295.00	\$2,867.37	\$3,605.85
Incl. GST	\$7,296.30	\$9,124.50	\$3,154.11	\$3,966.44
Stacked Mini	\$4,422.00	\$5,530.00	\$1,911.58	\$2,403.90
Incl. GST	\$4,864.20	\$6,083.00	\$2,102.74	\$2,644.29
Movie Ticket	\$4,422.00	\$5,530.00	\$1,911.58	\$2,403.90
Incl. GST	\$4,864.20	\$6,083.00	\$2,102.74	\$2,644.29
Mini	\$2,211.00	\$2,765.00	\$955.79	\$1,201.95
Incl. GST	\$2,432.10	\$3,041.50	\$1,051.37	\$1,322.15

Rates are inclusive of colour. No discounts will apply for mono.

These rates are applicable to the following;

Business (M-S), Sports (M-S), Good Food, Money, Spectrum, Traveller*, The Shortlist* and The Guide. EGN includes World and News Review.

*Excludes Classifieds rates in Entertainment, Traveller, Drive, Domain, MyCareer. Excludes rates for Saturday Recruitment Display.

Information correct at time of publishing. Please visit adcentre.com.au for more information.

Loadings and Deadlines

Deadlines - Newspaper

DAY	SECTION	DISPLAY		CLASSIFIEDS		
		Booking	Material	Lineage	Display Booking	Display Material
Mon	EGN/Bus/Sport	2pm Thu	12pm Fri	—	—	—
	The Guide	12pm Tue	12pm Thu	—	—	—
	Employment/General Classifieds	—	—	5pm Sun	12pm Fri	3pm Fri
	Tributes/Personal Notices	—	—	5pm Sun	12pm Fri	3pm Fri
Tue	EGN/Bus/Sport	2pm Fri	12pm Mon	—	—	—
	Good Food	12pm Tue	12pm Fri	—	—	—
	Employment/General Classifieds	—	—	5pm Mon	12pm Mon	3pm Mon
	Tributes/Personal Notices	—	—	5pm Mon	12pm Mon	3pm Mon
Wed	EGN/Bus/Sport	2pm Mon	12pm Tues	—	—	—
	Money	12pm Thu	12pm Mon	—	—	—
	Employment/General Classifieds	—	—	5pm Tue	12pm Tue	3pm Tue
	Tributes/Personal Notices	—	—	5pm Tue	12pm Tue	3pm Tue
Thur	EGN/Bus/Sport	2pm Tue	12pm Wed	—	—	—
	Employment/General Classifieds	—	—	5pm Wed	12pm Wed	3pm Wed
	Tributes/Personal Notices	—	—	5pm Wed	12pm Wed	3pm Wed
Fri	EGN/Bus/Sport	2pm Wed	12pm Thu	—	—	—
	Shortlist	12pm Mon	12pm Wed	5pm Wed	12pm Wed	3pm Wed
	Form Guide	12pm Mon	12pm Wed	—	—	—
	Employment/General Classifieds	—	—	5pm Thu	12pm Thu	3pm Thu
	Tributes/Personal Notices	—	—	5pm Thu	12pm Thu	3pm Thu
Sat	EGN/Sport	2pm Wed	12pm Fri	—	—	—
	Business	2pm Wed	12pm Thu	—	—	—
	Spectrum	12pm Mon	12pm Wed	5pm Wed	12pm Wed	3pm Wed
	Traveller	12pm Mon	12pm Thu	5pm Thu	12pm Thu	3pm Thu
	Drive	12pm Tue	3pm Thu	5pm Thu	12pm Thu	3pm Thu
	Employment/General Classifieds	—	—	5pm Thu	2pm Thu	3pm Thu
	Tributes/Personal Notices	—	—	5pm Fri	12pm Thu	3pm Thu

Cancellation Deadlines

Cancellation deadlines are 3 working days prior to bookings deadlines for all publications.

Deadlines - Magazines

DAY	MAGAZINES	BOOKING	MATERIAL
Friday	Executive Style: Published quarterly	5pm Wed: 35 days prior to publication	12pm Wed: 16 days prior to publication
Saturday	Good Weekend: Published weekly	5pm Fri: 22 days prior to publication	12pm Wed: 10 days prior to publication
Sunday	Sunday Life: Published weekly	5pm Mon: 20 days prior to publication	12pm Thu: 10 days prior to publication

Loadings

Preferred Position Loadings - EGN[#]

POSITION	MON-FRI	SAT
Front page	100%	100%
Page 2	50%	50%
Page 3	50%	-
First Full page colour	50%	50%
Prior page 13	40%	-
Prior page 19	30%	40%
Prior page 25	-	30%
Outside Back Cover	50%	50%
GTD Position includes RHP, solus on spread, consecutive placements (in addition to above loads)	30%	40%

Sections[#]

POSITION	MON-FRI	SAT
Front Page ^	50%	50%
Page 2 & 3	40%	40%
Outside Back Cover	30%	30%
GTD Position includes RHP, solus on spread, consecutive placements (in addition to above loads)	30%	30%

Includes Sport, Business, Money, Good Food, The Guide, Spectrum, The Shortlist, (unless otherwise stated).

^ When Sport commences from the back, front page load applies.

#Subject to availability.

Information correct at time of publishing. Please visit adcentre.com.au for more information.

Booking and Material Procedure - Print

Booking Procedure

Verbal bookings must be confirmed in writing. If appearance dates or material instructions need to be altered, changes must be advised by phone. Please take the contact name of the Fairfax Media representative and follow through with amended confirmation. Confirmations and verbal bookings must tally. Where there is discrepancy between verbal bookings and confirmation, the Company will not be liable unless confirmation is received 3 working days prior to booking deadline.

Cancellation Procedure

Cancellations must be made verbally and confirmed in writing prior to the cancellation deadline. Please note the cancellation number quoted by the Fairfax Media representative and their name. All bookings taken inside cancellation deadline are taken on a non-cancellation basis. No liability will be accepted unless the above procedures are followed.

Material on Hand

Please note the *Herald* will retain advertisements for a period of 3 months. Repeats outside this time span cannot be guaranteed.

Terms and Conditions

All advertising services are governed by Fairfax Media Terms and Conditions of Advertising. Fairfax Media 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.

Advertising Material and Specifications

Please note that Fairfax Media will only accept material via electronic transmission. Fairfax Media operates new advertising quality assurance measures for the

Herald. All digital ads need to undergo Quality Assurance testing prior to being accepted for publication. To facilitate this, Fairfax Media has certified a number of methods for Quality Assurance testing and ad delivery (fees and charges apply):

Adstream

(+61) 02 9467 7500
adstream.com.au

Adsend Australia

(+61) 02 8689 9000
adsend.com.au

Digital Ads International SENDlite

(+61) 02 9818 1965
sendlite.com.au

Fairfax Ad Designs

(+61) 02 8777 6956
addesigns@fairfaxmedia.com.au

Booking and Material Procedure - Digital

Creative delivery lead times

Ad products are classified into a three tier system to determine their delivery deadlines and governing business rules. Delivery deadlines are:

TIER	DELIVERY DEADLINE PRIOR TO LIVE DATE	PRODUCT TYPES
1	3 business days prior to live date	For standard banner and text / HTML (non-rich media) ad creative.
2	5 business days prior to live date	For standard rich media creative (e.g. Rich Media without custom functionality).
3	10+ business days prior to live date	For any non standard / custom executions: Lead time may vary depending on the nature and complexity of the execution. Minimum lead time is 10 business days.

Third Party Ad Tag Types

Ads within the Fairfax network may be served through either iframe or JavaScript ad-tags.

All Fairfax approved third party vendors support both methods; however a member of the Ad Operations team will inform you if a specific execution requires a particular tag type/delivery method. Third party redirect tags must be live when submitted.

Supported desktop web browsers

- Chrome (latest official release)
- Mozilla Firefox (latest official release)
- Microsoft Internet Explorer V11 (Windows OS only)
- Safari 4+ (Apple OS only)

Terms and Conditions

These terms apply to all advertising provided to any person ("Customer") by Fairfax Media Management Pty Limited ABN 11 124 337 239 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, in providing advertising to a Customer ("Advertising"), Fairfax will use its reasonable endeavours to publish the 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 that, in the opinion of Fairfax, is illegal, defamatory, offensive, obscene and/or contrary to the business interest, goodwill and/or reputation of Fairfax or any of its customers or vendors or is likely to infringe on the rights of third parties (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. Customer must pay the full price for Advertising even if Fairfax varies the format or placement of the Advertising.
- 3.2. 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 the format and position requested by the Customer.
- 3.3. 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. 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.

- 4.6. Advertising material delivered digitally must include the Fairfax booking or material identification number.

- 4.7. 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.

- 4.8. Customer must not resell Advertising space to any third party without Fairfax's consent.

- 4.9. 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

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 14 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

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 the publication deadline, Fairfax may, at its sole discretion, still accept the Advertising after the deadline. If the Advertising is ultimately not published because of Customer's failure to deliver the copy in sufficient time after the publication deadline, Customer will still be charged for the Advertising and Customer has no claim against Fairfax for credit, republication or other remedy for out of deadline Advertising.

- 10.3. Customer must pay the full price for Advertising even if there is an error in the Advertising, unless the error was Fairfax's fault.

- 10.4. Customer must pay its electronic transmission costs.

- 10.5. To the extent that Fairfax incurs any third party costs on the Customer's behalf (e.g. production costs) which it is not able to be reimbursed for, the Customer will be required to pay this amount to Fairfax regardless of whether the Advertising is postponed or cancelled.

11. Failure to Pay and Other Breach

- 11.1. If Customer breaches these terms, fails to pay for Advertising or suffers an Insolvency Event (defined in clause 11.2), Fairfax may (in its discretion and without limitation):

- 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; take proceedings against the Customer for any outstanding amounts;
- d) recover Fairfax's costs including mercantile agency and legal costs on a full indemnity basis;
- e) cease publication of further Advertising or suspend an agreement for Advertising not yet published until the breach is remedied and if it is not remedied within 10 Business Days, Fairfax may terminate an agreement for Advertising not published;
- f) 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 reorganisation 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.

1. Liability

- 12.1. Each of the parties 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 2010 and equivalent State acts) which cannot by law be excluded ("Non-excludable Condition").

- 12.2. Each of the parties limits its liability for:

- a) breach of any Non-excludable Condition (to the extent such liability can be limited); and
- b) for any breach of contract caused by or contributed by a party, in the case of Fairfax, to the re-supply of the Advertising if reasonably possible or payment of the cost of re-supply to Customer and in the case of Customer, the amount paid for the Advertising.

- 12.3. Subject to clauses 12.1, neither party will, in any circumstances, be liable to the other for any indirect or consequential losses, loss of profits, loss of revenue or loss of business opportunity.

- 12.4. Subject to clause 12.2, 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.fairfaxmedia.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; and

- d) any information derived wholly or partly for any information referred to in (a) to (c) above.

- 14.2. 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 Fairfax company for the Advertising is located and each party submits to the non-exclusive jurisdiction of that State.

The Sydney Morning Herald

INDEPENDENT. ALWAYS.



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Rd, Eastwood
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