

# Display Advertising Rates

EFFECTIVE FROM 1 JULY 09



The Age reserves the right to increase rates in accordance with market fluctuations. Please refer to The Age Adcentre [www.adcentre.com.au](http://www.adcentre.com.au) for the prevailing trading rate.

If it matters to you, it matters to us.

## DISPLAY DEADLINES

	Booking/ Cancellation	Material
<b>MONDAY</b>		
News, BusinessDay, Sport	10am Fri	Noon Fri
Education	10am Wed	Noon Thur
Metro	10am Fri	Noon Fri
<b>TUESDAY</b>		
News, BusinessDay, Sport	10am Mon	Noon Mon
Epicure	5pm Tue	Noon Fri
Metro	10am Mon	Noon Mon
<b>WEDNESDAY</b>		
News, BusinessDay, Sport	10am Tue	Noon Tue
Money	Noon Tue week prior	10am Mon
Metro	10am Tue	Noon Tue
<b>THURSDAY</b>		
News, BusinessDay, Sport	10am Wed	Noon Wed
Green Guide	5pm Thu	Noon Tue
Metro	10am Wed	Noon Wed
<b>FRIDAY</b>		
News, BusinessDay, Sport	10am Thu	Noon Thu
EG	Noon Tue	5.30pm Wed
Metro	10am Thu	Noon Thu
<b>SATURDAY</b>		
News, BusinessDay, Sport, Insight	10am Thur	Noon Fri
Traveller	Noon Fri week prior	Noon Tue week prior
A2	Noon Mon	Noon Wed
<b>SUNDAY</b>		
News, Sport	10am Thu	Noon Fri
M	Noon Mon	Noon Wed
Investor	11am Tue	10am Fri

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

## COLOUR LOADING

All Days 35%

Colour loading is applied to the total advertisement value (including positional loading).  
Colour material must be delivered in CMYK format.

## PREMIUM POSITION DISPLAY LOADINGS

### NEWS (front book) Page loadings - all days

Right hand page - 1st half	50%
Left hand page - 1st half	30%
Right hand page	25%
Back page (Sat)	30%
Specified position	25%

### SECTIONS Page loadings

Front	50%
Back	30%

Special executions such as watermarks, earspaces and podiums – price on application.

## SPECIFIED POSITION

Specified position is for any request other than those listed, such as, but not limited to: consecutive, facing, or positional request.

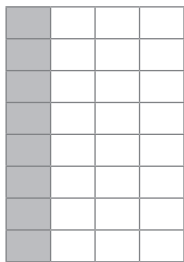
## SATURDAY NEWS BOOK ONE

The Saturday News Book One requires a minimum of 25% position loading, otherwise advertisements will be placed in Insight (News Book Two)

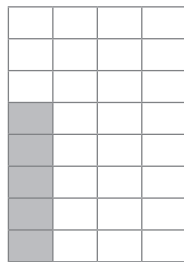
## SECTIONS

Sections include: A2, BusinessDay, Education, EG, Epicure, Green Guide, Insight, Investor, Metro, Money, M, Sport, and Traveller.

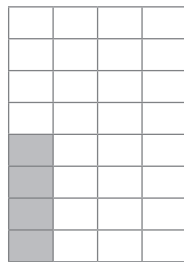
## 1 MODULE WIDE



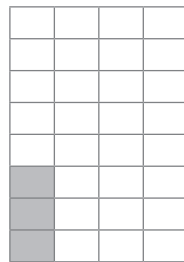
**8 mods high**  
Code: T81  
M-F: \$4,200.00  
\$4,620.00 incl. GST  
Sat: \$6,300.00  
\$6,930.00 incl. GST  
Sun: \$4,536.80  
\$4,990.48 incl. GST  
Size mm: 374x63



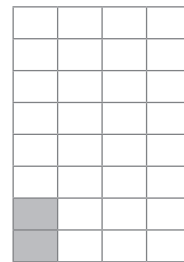
**5 mods high**  
Code: T51  
M-F: \$2,625.00  
\$2,887.50 incl. GST  
Sat: \$3,937.50  
\$4,331.25 incl. GST  
Sun: \$2,835.50  
\$3,119.05 incl. GST  
Size mm: 233x63



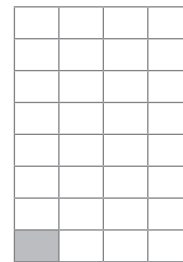
**4 mods high**  
Code: T41  
M-F: \$2,100.00  
\$2,310.00 incl. GST  
Sat: \$3,150.00  
\$3,465.00 incl. GST  
Sun: \$2,268.40  
\$2,495.24 incl. GST  
Size mm: 186x63



**3 mods high**  
Code: T31  
M-F: \$1,575.00  
\$1,732.50 incl. GST  
Sat: \$2,362.50  
\$2,598.75 incl. GST  
Sun: \$1,701.30  
\$1,871.43 incl. GST  
Size mm: 139x63

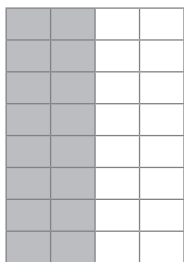


**2 mods high**  
Code: T21  
M-F: \$1,050.00  
\$1,155.00 incl. GST  
Sat: \$1,575.00  
\$1,732.50 incl. GST  
Sun: \$1,134.20  
\$1,247.62 incl. GST  
Size mm: 92x63

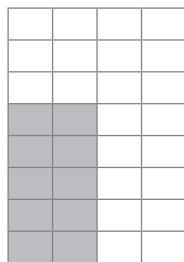


**1 mod high**  
Code: T11  
M-F: \$525.00  
\$577.50 incl. GST  
Sat: \$787.50  
\$866.25 incl. GST  
Sun: \$567.10  
\$623.81 incl. GST  
Size mm: 45x63

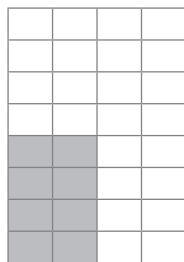
## 2 MODULES WIDE



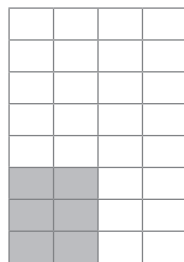
**8 mods high**  
Code: T82  
M-F: \$8,400.00  
\$9,240.00 incl. GST  
Sat: \$12,600.00  
\$13,860.00 incl. GST  
Sun: \$9,073.60  
\$9,980.96 incl. GST  
Size mm: 374x129



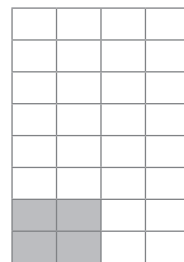
**5 mods high**  
Code: T52  
M-F: \$5,250.00  
\$5,775.00 incl. GST  
Sat: \$7,875.00  
\$8,662.50 incl. GST  
Sun: \$5,671.00  
\$6,238.10 incl. GST  
Size mm: 233x129



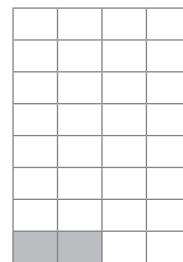
**4 mods high**  
Code: T42  
M-F: \$4,200.00  
\$4,620.00 incl. GST  
Sat: \$6,300.00  
\$6,930.00 incl. GST  
Sun: \$4,536.80  
\$4,990.48 incl. GST  
Size mm: 186x129



**3 mods high**  
Code: T32  
M-F: \$3,150.00  
\$3,465.00 incl. GST  
Sat: \$4,725.00  
\$5,197.50 incl. GST  
Sun: \$3,402.60  
\$3,742.86 incl. GST  
Size mm: 139x129

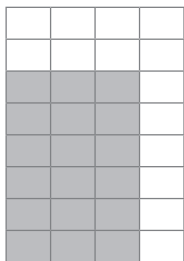


**2 mods high**  
Code: T22  
M-F: \$2,100.00  
\$2,310.00 incl. GST  
Sat: \$3,150.00  
\$3,465.00 incl. GST  
Sun: \$2,268.40  
\$2,495.24 incl. GST  
Size mm: 92x129

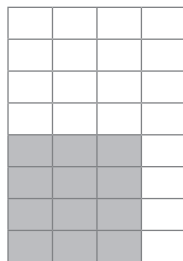


**1 mod high**  
Code: T12  
M-F: \$1,050.00  
\$1,155.00 incl. GST  
Sat: \$1,575.00  
\$1,732.50 incl. GST  
Sun: \$1,134.20  
\$1,247.62 incl. GST  
Size mm: 45x129

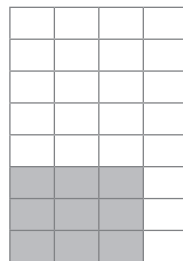
## 3 MODULE WIDE



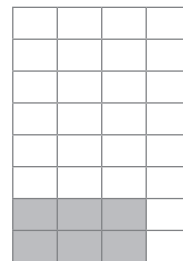
**6 mods high**  
Code: T63  
M-F: \$9,450.00  
\$10,395.00 incl. GST  
Sat: \$14,175.00  
\$15,592.50 incl. GST  
Sun: \$10,207.80  
\$11,228.58 incl. GST  
Size mm: 280x194



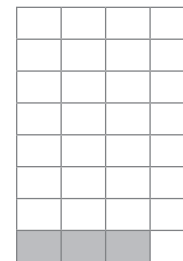
**4 mods high**  
Code: T43  
M-F: \$6,300.00  
\$6,930.00 incl. GST  
Sat: \$9,450.00  
\$10,395.00 incl. GST  
Sun: \$6,805.20  
\$7,485.72 incl. GST  
Size mm: 186x194



**3 mods high**  
Code: T33  
M-F: \$4,725.00  
\$5,197.50 incl. GST  
Sat: \$7,087.50  
\$7,796.25 incl. GST  
Sun: \$5,103.90  
\$5,614.29 incl. GST  
Size mm: 139x194

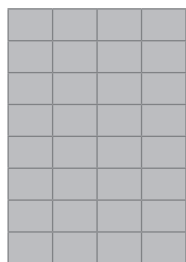


**2 mods high**  
Code: T23  
M-F: \$3,150.00  
\$3,465.00 incl. GST  
Sat: \$4,725.00  
\$5,197.50 incl. GST  
Sun: \$3,402.60  
\$3,742.86 incl. GST  
Size mm: 92x194

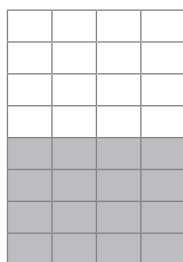


**1 mod high**  
Code: T13  
M-F: \$1,575.00  
\$1,732.50 incl. GST  
Sat: \$2,362.50  
\$2,598.75 incl. GST  
Sun: \$1,701.30  
\$1,871.43 incl. GST  
Size mm: 45x194

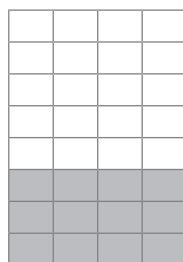
## 4 MODULES WIDE



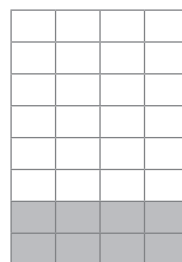
**8 mods high**  
Code: T84  
M-F: \$16,800.00  
\$18,480.00 incl. GST  
Sat: \$25,200.00  
\$27,720.00 incl. GST  
Sun: \$18,147.20  
\$19,961.92 incl. GST  
Size mm: 374x260



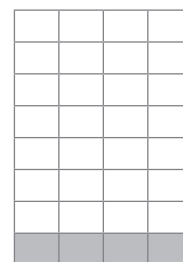
**4 mods high**  
Code: T44  
M-F: \$8,400.00  
\$9,240.00 incl. GST  
Sat: \$12,600.00  
\$13,860.00 incl. GST  
Sun: \$9,073.60  
\$9,980.96 incl. GST  
Size mm: 186x260



**3 mods high**  
Code: T34  
M-F: \$6,300.00  
\$6,930.00 incl. GST  
Sat: \$9,450.00  
\$10,395.00 incl. GST  
Sun: \$6,805.20  
\$7,485.72 incl. GST  
Size mm: 139x260



**2 mods high**  
Code: T24  
M-F: \$4,200.00  
\$4,620.00 incl. GST  
Sat: \$6,300.00  
\$6,930.00 incl. GST  
Sun: \$4,536.80  
\$4,990.48 incl. GST  
Size mm: 92x260



**1 mods high**  
Code: T14  
M-F: \$2,100.00  
\$2,310.00 incl. GST  
Sat: \$3,150.00  
\$3,465 incl. GST  
Sun: \$2,268.40  
\$2,495.24 incl. GST  
Size mm: 45x260

## Annual Newspaper Spend Commitment Levels

Spend commitment levels apply to both modular and non-modular advertising. Contract levels based on GST exclusive expenditure.

ANNUAL SPEND (excl GST)	Casual	\$60,000	\$120,000	\$240,000	\$460,000	\$840,000
% DISCOUNT	-	3.0%	5.5%	8.0%	10.5%	13.5%

### NON-MODULAR RATES BROADSHEET

<b>Monday-Friday</b> excl GST	\$63.39	\$61.49	\$59.90	\$58.32	\$56.73	\$54.83
<b>Monday-Friday</b> incl GST	\$69.73	\$67.64	\$65.89	\$64.15	\$62.40	\$60.31
<b>Saturday</b> excl GST	\$94.61	\$91.77	\$89.41	\$87.04	\$84.68	\$81.84
<b>Saturday</b> incl GST	\$104.07	\$100.95	\$98.35	\$95.74	\$93.15	\$90.02
<b>Sunday</b> excl GST	\$68.87	\$66.80	\$65.08	\$63.36	\$61.64	\$59.57
<b>Sunday</b> incl GST	\$75.76	\$73.48	\$71.59	\$69.70	\$67.80	\$65.53

News (including Metro) and BusinessDay plus Insight and Sport on Saturday and broadsheet special reports.

All rates are per single column centimetre.

### TERM ADVERTISING CONTRACT

Regular users of significant space attract a discount in return for a predetermined expenditure commitment over a twelve month period. Rebates and surcharges will be assessed at the end of the contract period.

Contract levels based on GST exclusive expenditure.

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 total spend discount

**3** Apply your colour load

### EMPLOYMENT ADVERTISING (News pages)

For employment advertising rates in the general news pages refer to the relevant My Career recruitment/employment rate card.

### REAL ESTATE ADVERTISING (News or Business pages)

For real estate advertising rates in the general news or business pages refer to the relevant Domain real estate rate card.

### GST (Goods and Services Tax)

All rates are inclusive of GST. These rates apply to trade related advertising only.

### THE AGE ONLINE theage.com.au

For more information about online advertising please contact: (03) 9601 2000

### PREMIUM POSITION DISPLAY RATES

<b>FRONT PAGE NEWS (colour) 7cm x 11 cols</b>	
Monday-Friday excl GST	\$13,225.00
Monday-Friday incl GST	\$19,750.00
Saturday excl GST	\$14,371.00
Saturday incl GST	\$19,750.50
Sunday excl GST	\$13,065.00
Sunday incl GST	\$14,371.50
<b>BACK PAGE NEWS (colour) 8cm x 11 cols</b>	
Monday-Friday excl GST	\$7,800.00
Monday-Friday incl GST	\$8,580.00
<b>BUSINESS FRONT PAGE TABLOID (colour)</b>	
Monday-Friday excl GST	\$8505.00
Monday-Friday incl GST	\$9355.50
<b>BUSINESS FRONT PAGE BROADSHEET (colour)</b>	
Saturday excl GST	\$21074.00
Saturday incl GST	\$2318.14
<b>BUSINESS – ISLAND ADS (Share pages T22 – Mon-Fri) (Share pages – 140mm x 126mm – Sat)</b>	
Tuesday-Friday excl GST	\$4,673.00
Tuesday-Friday incl GST	\$5,140.30
Saturday excl GST	\$6,972.00
Saturday incl GST	\$7,669.20

## 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](http://www.adcentre.com.au) or contact the Advertising Production Unit: 1300 666 326.

## MATERIAL REQUIREMENTS

Width of advertising columns for display broadsheet pages

Columns	Broadsheet
2	68mm
3	103mm
4	138mm
5	172mm
6	207mm
7	242mm
8	276mm
9	311mm
11	380mm

- 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.

## PAGE SIZE (H X W)

**Broadsheet** 550mm x 380mm

## DOUBLE PAGE SPREAD THROUGH GUTTER (PANORAMA)

**Broadsheet** 550mm x 786mm

**Tabloid** 374mm x 550mm

Double page spread material required two days before publication.

These are booked as non-standard rate column centimetre.

Visit us at [www.adcentre.com.au](http://www.adcentre.com.au)

## Terms and Conditions FAIRFAX MEDIA ABN 15 008 663 161

### FAIRFAX ADVERTISING TERMS

These terms apply to all advertising provided to any person or entity ("Customer") by Fairfax Media Limited ABN 15 008 663 161 or its subsidiaries (all of which are referred to as "Fairfax").

**1. Publication of Advertising 1.1** Subject to these Terms, Fairfax will use its reasonable endeavours to publish advertising submitted by Customers ("Advertising") in the format submitted by the Customer and in accordance with the placement instructions of 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 and in any medium. Fairfax may publish print Advertising online or vice versa. Customer warrants that it has the right and authority to grant Fairfax the licence referred to in this clause 1.2.

**2. Right to Refuse Advertising 2.1** Neither these Terms nor any written or verbal quotation by Fairfax represents an offer to publish Advertising. A binding contract for Advertising 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 reserves the right to: (a) vary the placement of Advertising within a particular print title or internet site; (b) change the format of print Advertising (including changing colour to black and white); and (c) distribute interstate or regional editions of a paper without including all inserts or classified sections. **3.2** Except in accordance with clause 12, Fairfax will not be liable for any costs, expenses, losses or damages incurred by a Customer arising from Fairfax's failure to publish Advertising in accordance with a Customer's request. **3.3** If Fairfax changes the press or the press configuration for the printing of a publication, Fairfax reserves the right to shrink or enlarge the size of the Advertising by up to 10% without notifying the Customer and without change to the rates for that Advertising.

**4. Submission of Advertising 4.1** Customer warrants to Fairfax that the Advertising and the publication by Fairfax of the Advertising does not breach or infringe: (a) the *Trade Practices Act (Cth)*, *Fair Trading Acts (State)* or equivalent 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 anti-discrimination legislation; (e) the Privacy Act (Cth); (f) any financial services law as defined in the Corporations Act 2001(Cth); or (g) 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 for publication that contains 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 endeavour to take reasonable care of Advertising material in its custody and control, but will not be responsible for any loss or damage to Advertising material. **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 to Fairfax will only be accepted if the file includes the correct Fairfax booking 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 section 53C of the *Trade Practices Act (Cth)* and therefore contains, as a single price, the minimum total price the consumer must pay to acquire the goods or services to the extent quantifiable at the 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 that it has obtained all relevant permits and authorisations for the competition or promotion and indemnifies Fairfax against any claim or liability incurred by Fairfax in

connection with the competition or promotion.

**5. Classified Advertising 5.1** Fairfax will publish classified Advertising under the classification heading that it determines is most appropriate. Classified Advertising headings are for the convenience of readers and are determined at the discretion of Fairfax. **5.2** 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, the Customer must: (a) cancel online Advertising in writing at least 30 days before the publication date; and (b) submit creative materials and a click-through URL to Fairfax at least 3 working days (5 working days for non-gif material) before the scheduled publication date. Fairfax reserves the right to charge the Customer for online Advertising cancelled on less than 30 days notice or if creative materials are not submitted in accordance with clause 6.1(b). **6.2** All online Advertising (including rich media) must comply with Fairfax's advertising specifications, which are available on request. **6.3** Fairfax will measure online display and banner Advertising (including impressions delivered and clicks achieved) through its own 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** Subject to clause 12, Fairfax is not liable for any loss, damages or liabilities arising from a failure of the internet or any telecommunications structure. **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** The Customer must promptly check proofs of Advertising (if these are 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** If a Customer wishes to make a claim on Fairfax for credit, re-publication or any other remedy in respect of Advertising, the Customer must send the claim in writing to Fairfax no later than 14 days after the date of publication of the Advertising. **7.4** Fairfax will only investigate complaints during normal office hours (9am to 5pm, Monday to Friday excluding public holidays).

**8. Advertising Rates and GST 8.1** The Customer must pay for Advertising at the rates in the relevant ratecard, unless otherwise agreed, at the casual rate. Ratecard rates may be varied at any time by Fairfax without notice. **8.2** Customer must pay GST at the same time as it pays for the Advertising. Fairfax will provide Customer with a tax invoice or adjustment note (as applicable). **8.3** The Customer's eligibility for discounts and rebates will be based on the Customer's GST-exclusive advertising spend.

**9. Credit 9.1** Fairfax may grant, deny or withdraw credit to a Customer at any time in its discretion. **9.2** The Customer must ensure that its Customer account number is available only to those of its employees authorised to use it. The Customer acknowledges that it will be liable for all Advertising requested with the quotation of the Customer's account number.

**10. Payment 10.1** The Customer must pay for Advertising: (a) by pre-payment, if required by Fairfax; (b) if Advertising on account, within 7 days after the date of the invoice; and (c) within 30 days of invoice date if a commercial account has been established with Fairfax. **10.2** The Customer must pay: (a) for print Advertising in accordance with the size of the Advertising material lodged by the Customer, or the Advertising space ordered by the Customer, whichever is greater; if Customer fails to provide the copy or material for space that is booked, Customer will still be charged unless a cancellation is approved by Fairfax; (b) the full price for Advertising even if Fairfax has exercised its right to vary the format or placement of the Advertising and even if there is an error or omission in the Advertising (unless the error or omission was the fault of Fairfax); and (c) any electronic transmission costs.

**11. Failure to Pay and other Breach 11.1** If a Customer fails to pay for Advertising in accordance with clause 10 or if a Customer suffers an Insolvency Event as defined in clause 11.2, Fairfax may (in its discretion and without limitation): (a) cancel any provision of credit to the Customer; (b) require cash pre-payment for further Advertising; (c) charge interest on all overdue amounts at the rate 2% above the National Australia Bank Overdraft Base Rate; (d) take proceedings against the Customer for any outstanding amounts; (e) recover from the Customer all costs of action taken by Fairfax to recover amounts owing, including without limitation, mercantile agency and legal costs on a full indemnity basis; (f) cease publication of any further Advertising on behalf of the Customer and terminate any agreement in relation to Advertising not yet published; and (g) exercise any other rights

at law. **11.2** A Customer suffers an "Insolvency Event" if: (a) the Customer is a natural person and the Customer commits an act of bankruptcy; (b) the Customer is a body corporate and the Customer: (i) cannot pay its debts as and when they fall due; (ii) enters an arrangement with creditors other than in the ordinary course of business; (iii) passes a resolution for administration, wind up or liquidation (other than for the purposes of re-organisation or reconstruction); (iv) has a receiver, manager, liquidator or administrator appointed to any of its property or assets; or (v) has had a petition presented for its winding up. **11.3** Fairfax reserves the right to withhold any discounts or rebates if the Customer fails to comply with its payment obligations. **11.4** A written statement of debt duly signed by an authorised employee of Fairfax shall be prima facie evidence and proof 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 *Trade Practices Act* and equivalent State acts) which cannot by law be excluded ("Non-excludable Condition"). **12.3** Fairfax limits its liability: (a) for breach of any Non-excludable Condition (to the extent that liability for such breach can by law be limited); and (b) for any other error or omission in published Advertising caused by Fairfax: at Fairfax's option, to re-supply of the Advertising or payment of the cost of re-supply. **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 by the Customer in connection with these Terms and any 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 companies, to credit reporting agencies and other third parties as part of provision of the Advertising. Where a Customer has an overdue account, Fairfax may disclose personal information to debt collection agencies to recover the amount due. **13.2** Customers may gain access to their personal information by writing to the Fairfax Privacy Officer at GPO Box 506, Sydney, 2001. More information about privacy is in Fairfax's privacy policy accessible at [www.fx.com.au](http://www.fx.com.au).

**14. Confidentiality 14.1** Each party must treat as confidential, and will procure that its advertising agents, other agents, contractors and representatives ("Agents") treat as confidential: (a) the terms of this Agreement (including terms relating to volumes and pricing); (b) any information generated for or pursuant to the performance of this Agreement, including without limitation 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; unless disclosure is required by law. **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, together with any other written agreement between the Customer and Fairfax relating to these Terms, represent the entire agreement of the Customer and Fairfax for Advertising. They cannot be varied except 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 any notice on a Customer by sending it by pre-paid post or facsimile 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.

## AUSTRALIA

### NSW

One Darling Island Road,  
Pyrmont, NSW 2009

**Phone:** (02) 9282 3729

**Fax:** (02) 9282 2986

### VIC

655 Collins Street,  
Docklands, Victoria 3008

**Phone:** (03) 8667 2377, 8667 2063,  
8667 3245

**Fax:** (03) 8667 2929

### QUEENSLAND

Fairfax Media Pty Ltd  
Level 1, 167 Eagle Street  
Brisbane, Queensland 4000

**Phone:** (07) 3308 1100

**Fax:** (07) 3308 1129

### SOUTH AUSTRALIA

124 Franklin Street,  
Adelaide, South Australia 5000

**Phone:** (08) 8212 1212

**Fax:** (08) 8212 1210

### WESTERN AUSTRALIA

Ground Floor,  
40 Kings Park Road  
West Perth, Western Australia 6005

**Phone:** (08) 9327 4800

**Fax:** (08) 9481 4228

### ACT

**Phone:** (02) 6239 6539

## INTERNATIONAL

### EUROPE

Robert Logan & Associates  
2 Milford Road, Ealing,  
London W13 9HZ U.K.

**Phone:** + 44 20 8579 4836

**Fax:** + 44 20 8579 5057

### HONG KONG

Publicitas Hong Kong Ltd.  
Taikoo Place, 979 King's Road,  
Quarry Bay H.K.

**Phone:** + 852 2516 1519

**Fax:** + 852 2528 3260

### INDIA

International Media Representation  
2nd Floor - The Times of India Building  
Dr D.N. Road, Fort Mumbai - 400 001, India

**Phone:** + 91 222 731 338

**Fax:** + 91 222 731 145

### JAPAN

Shinano International, Inc  
Akasaka Kyowa Bldg. 2F  
1-6-14 Akasaka, Minato-ku  
Tokyo, 107-0052 Japan

**Phone:** + 81 3 3589 4667

**Fax:** + 81 3 3505 5628

### KOREA

International Media Services Co., Ltd. (IMS)  
28-11 Nonhyun-Dong, Kangnam-Gu, Seoul,  
135-010, Korea

**Phone:** + 82 2 3443 6200

**Fax:** + 82 2 3443 6230

### LONDON

Brett Warren  
Warren International Media Ltd  
7 Tenham Avenue  
London SW2 4XS

**Phone:** + 44 (0) 20 7099 7992

**Fax:** + 44 (0) 870 4953 440

### MALAYSIA

Publicitas International Sdn Bhd  
Lot S105, 2nd Floor, Centrepoint  
Lebuh Bandar Utama, Bandar Utama,  
47800 Petaling Jaya, Selangor, Malaysia

**Phone:** + 603 7729 6923

**Fax:** + 603 7729 7115

### 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 9 419 0561

**Fax:** + 64 9 419 2243

### SINGAPORE

Publicitas Singapore  
20 Bideford Road  
#02-01 Wellington Building  
Singapore 229921

**Phone:** + 65 6836 2272

**Fax:** + 65 6735 9653

### THAILAND

Publicitas (Thailand) LTD.  
6th Floor, Lumpini I Building  
239/2 Soi Sarasin, Rajdamri Road  
Lumpini, Pathumwan,  
Bangkok 10330, Thailand

**Phone:** + 662 651 9273

**Fax:** + 662 651 9278

### USA

World Media  
19 West 36th Street  
7th Floor  
New York NY 10018 U.S.A.

**Phone:** + 212 244 5610

**Fax:** + 212 244 5321