

BusinessDay

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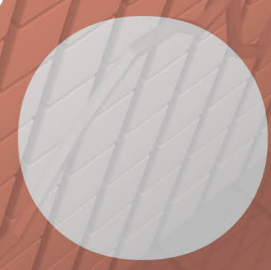
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## SALES CONTACTS

<b>GM: Group Sales &amp; Marketing</b>	Trevor Ormerod (PA Marlene Smalberger)	011 280 3186	marlenes@timesmedia.co.za
<b>Deputy GM: Advertising Print and Digital Sales</b>	Reardon Sanderson	011 340 9336	sandersonr@timesmedia.co.za
<b>Deputy GM: National Agencies and Direct</b>	Marc Middlecote	011 280 3609	middlecotem@timesmedia.co.za
<b>National Sales Manager: Agency and Retail</b>	Debbie Thompson	011 280 3555	thompsond@sundaytimes.co.za
<b>National Sales Manager: Online</b>	Naeem Imam	011 280 5132	ImamN@timesmedia.co.za
<b>National Sales Manager: Public &amp; Private Sector</b>	Yusuf Patel	011 280 3895	pately@timesmedia.co.za
<b>National Sales Manager: Direct and New Business</b>	Roweena Pillay	011 280 3206	pillayro@timesmedia.co.za
<b>National Sales Manager: Banking, Finance &amp; Telecoms</b>	Ian Tasman	011 280 3077	tasmani@timesmedia.co.za
<b>National Sales Manager: Legals and Classifieds</b>	Jyoti Govind	011 280 3231	govindj@timesmedia.co.za
<b>Cape Town Regional Manager</b>	Janine Bywater	021 488 1722	bywaterj@timesmedia.co.za
<b>Product Manager: BDFM</b>	Kay Naidoo	011 280 3710	naidooka@bdfm.co.za
<b>Business Manager: Public &amp; Private Sector/International Sales/Tenders</b>	Anna-Marie Mahri	011 280 3028	mahria@timesmedia.co.za
<b>Business Manager: Lifetsyle, Fashion &amp; Food Weekly, The Edit, Edit Man and Wanted</b>	Tamsyn McCrow	011 340 9650	McCrowt@sundaytimes.co.za
<b>Business Manager: BDFM</b>	Eben Gewers	021 488 1786	gewerse@bdfm.co.za
<b>Business Manager: Travel</b>	Monica Sehume	011 280 3462	sehumem@timesmedia.co.za
<b>Business Manager: FMCG</b>	Martina Mondelli	011 280 3072	mondellim@timesmedia.co.za
<b>Recruitment/Agencies</b>	Iona O'Reilly	031 250 8640	oreillyi@timesmedia.co.za
<b>KZN Public Sector</b>	Silindile Khawula	031 250 8573	khawulas@timesmedia.co.za
<b>Retail/Direct/Agencies</b>	Robyn Davey	031 250 8614	daveyr@timesmedia.co.za

## MAIN BODY (PSCCM)

	Rate
Black & White	R 210.00
Full colour	R 293.00
Notices/Tenders: Black & White	R 182.00
Notices/Tenders: Full Colour	R 210.00
Auctions: Black & White	R 182.00
Auctions: Full Colour	R 210.00
Recruitment Rate : Black and White	R 182.00
Recruitment Rate : Full Colour	R 210.00

## FINANCIAL ADVERTISING

Black & White	R 214.00
Black & White + 1 spot	R 238.00
Full Colour	R 285.00

## SPECIAL POSITIONS

<b>FRONT PAGE FIRST SECTION (Monday Section, Innovation, Leadership, Health &amp; Wellness, Lifestyle)</b>		<b>Rate</b>
Solus 23x3 (230mm x 111mm)	Rate +	100%
Front Page Masthead Strip 2 x 10 (200mm x 380mm)	Rate +	300%
Front Page Masthead Ear Space (80mm x 73mm)	Rate +	200%
Inside (under indicators) (40mm x 67mm)		R 9 784.00
<b>REVIEW &amp; OPINION FRONT PAGE</b>		
Earpiece 7x2 (70mm x 72mm)		R 5 127.00
Strip 10x10 (100mm x 380mm)		R 36 619.00
<b>Booking deadline:</b> 3 working days prior to publication		
<b>Material deadline:</b> 2 working days prior to publication		
<b>Cancellation deadline:</b> 5 working days prior to publication		
<b>Cancellation fee:</b> 50% 2 days prior & 100% 1 day prior		

## SPECIAL POSITIONS - CONTINUED (PSCCM)

	Rate
<b>INSIGHTS</b>	
Ear Space ROP 5 x 4 (50mm x 148mm)	R 7 828.00
Ear Space Broadsheet Pre-print 7 x 2 (70mm x 72mm)	R 4 564.00
<b>BACK PAGE FIRST SECTION (BOTTOM LINE)</b>	
2.5 x 2 Ear Space Left / Right (25mm x 73mm) (each) OR	R 1 331.00
Right Ear (combined) 2.5 x 4 (25mm x 148mm)	R 2 945.00
<b>BACK PAGE SECOND SECTION (SPORT DAY)</b>	
Ear Space 3.5 x 2 Left / Right (each)	R 3 071.00
Ear space 3.5 x 4 (combined on right 35mm x 148mm)	R 6 128.00
<b>COMPANY NEWS</b>	
Ear Space 75mm x 70mm	R 6 276.00
3 x 5 above Alex cartoon	R 6 223.00
Semi - Solus 27 x 5	R 49 698.00
Semi - Solus 23 x 3	R 30 803.00
<b>MARKET WRAP POSITIONS</b>	
Solus 7 x 7 (70mm x 264mm)	R 17 943.00
PLEASE NOTE: Full Colour AND Black & White material to be provided for all positions on "Market Wrap"	
<b>SPECIALIST PAGES</b>	
Ear space (combined on right 25mm x 148mm)	R 2 944.00

All prices include agency com & exclude VAT

## BUSINESS DAY LEGAL AND OFFICIAL NOTICES

	Rate
Notice to Creditors	R 302.00
Liquidation & Distribution	R 302.00
Insolvencies	R 302.00
Sale of Business	R 344.00
Legal notices display	R 182.00 (PSCM)

Please note that the following services are available to you when you advertise in Business Day:

\* Submission to the Government Printers

\* Business Day tearsheets

## ADVERTISING CONTACTS

Sales Manager	Jyoti Govind	011 280 3231	govindj@timesmedia.co.za
Sales Executive	Vasie Naidoo	011 280 5553	naidoovas@timesmedia.co.za
Sales Co-Ordinator	Grace Mazibuko	011 280 5276	mazibukogr@timesmedia.co.za
Production Contacts	Xavier Marais	011 280 3622	
	Marcellus Jaftha	011 280 3578	

## BUSINESS DAY MAIN BODY - OPI

Product	Size	PAGING						
		2 to 8	9 to 16	17 to 24	25 to 32	#33 to 48	#49 to 64	*64 +
<b>Business Day Main Body</b>	<b>Tabloid</b>	R 66 796.00	R 109 924.00	R 142 271.00	R 150 806.00	R 159 855.00	On request	On request
	A4	R 43 806.00	R 56 947.00	R 74 030.00	R 78 473.00	On Request	On request	On request
	A5	R 47 713.00	R 49 865.00	R 52 307.00	R 64 844.00	On request	On request	On request
	*ON REQUEST	#DIFFICULT BUT CAN DO ON REQUEST			SAMPLES REQUIRED ON ALL A5 INSERTS			
RATES CALCULATED ON A NATIONAL RUN					ALL PRICES EXCLUDE VAT, INCLUDE AGENCY COMMISSION			

PRODUCT	PRODUCTION	TBA
BD GLOSS WRAP Subscribers Only	Media Cost	R 152 795.00
BD NP WRAP National Run Only	Media Cost	R 500 000.00

BOOKING DEADLINE: SUBJECT TO AVAILABILITY  
 MATERIAL DEADLINE: 3 WORKING DAYS PRIOR TO PUBLICATION  
 ALL PRICES EXCLUDE VAT, INCLUDE AGENCY COMMISSION

SPECIAL PROJECTS		
	Production	TBA
MOTOR NEWS WRAP	Media Cost	R 73 720.50
HOMEFRONT WRAP	Production	TBA
	Media Cost	R 73 720.50

ALL PRICES EXCLUDE VAT, INCLUDE AGENCY COMMISSION

### TERMS & CONDITIONS:-

1. All wraps to be printed by TMG.
2. Production costs are subject to change - based on international fluctuation.
3. Delivery of inserts are subject to change - contact your sales representative for queries.
4. Specs to be provided on confirmation of booking.
5. **NO farmed advertising or company profiles will be accepted**

## CONTACTS

<b>Gauteng</b>	<b>TEL</b>	<b>FAX</b>	<b>EMAIL</b>
4 Biermann Avenue, Rosebank, Johannesburg, 2196			
Main Switchboard	011 280 3000		
National Sales	011 280 3162	086 693 9757	
National Direct Sales	011 280 3206	086 674 7440	mokaiwak@timesmedia.co.za
National Recruitment	011 280 3187		badimol@timesmedia.co.za
National Government	011 280 5708	086 206 1412	candicem@timesmedia.co.za
National Retail	011 280 5981	086 649 0692	
National Legal and Classified	011 280 3022	011 328 2931	
<b>Cape Town</b>			
12th floor, Number 2 Long street, Cape Town, South Africa			
National Sales	021 488 1700	021 488 1702	
National Recruitment	021 488 1700	011 328 2183	
National Government	021 488 1700		
National Retail	021 488 1710		
<b>KZN</b>			
MB House, 635 Ridge Road, Overport, 4001			
National Sales	031 250 8500	031 250 8536	
National Recruitment	031 250 8640	031 250 8536	
National Government	031 250 8573	031 250 8536	
National Retail	031 250 8503	031 250 8536	
National Legal and Classified	031 250 8569	031 250 8634	
National Direct Sales	031 250 8501	031 250 8536	vanniekerke@timesmedia.co.za