



# 2019

RATECARD

BusinessDay

tiso blackstar  
group.

## SALES CONTACTS

<b>GM: Group Sales and Marketing</b>	Reardon Sanderson (PA Marlene Smalberger)	011 340 9336 011 280 3186	sandersonr@tisoblackstar.co.za marlenes@tisoblackstar.co.za
<b>Deputy GM: Group Sales and Marketing</b>	Eben Gewers (PA Marlene Smalberger)	011 280 5462 011 280 3186	gewerse@tisoblackstar.co.za marlenes@tisoblackstar.co.za
<b>National Sales Manager: Digital</b>	Susie White	011 280 5059	whitesj@tisoblackstar.co.za
<b>National Sales Manager: Business Titles</b>	Ian Tasman	011 280 3077	tasmani@tisoblackstar.co.za
<b>Business Manager: BDFM and Active Magazine</b>	Wendy Wright	011 280 3151	wrightw@tisoblackstar.co.za
<b>Business Manager: Money</b>	Peter Roos	021 488 1723	roosp@tisoblackstar.co.za
<b>Product Manager: BDFM &amp; Special Projects</b>	Kay Naidoo	011 280 3710	naidooka@tisoblackstar.co.za
<b>National Sales Manager: Agencies and Retail</b>	Debbie Thompson	011 340 9386	thompsond@tisoblackstar.co.za
<b>National Sales Manager: Legal, Classified &amp; Direct</b>	Jyoti Govind	011 280 3231	govindj@tisoblackstar.co.za
<b>National Sales Manager: Public and Private Sector</b>	Tiny Koaho	011 280 3163	koahot@tisoblackstar.co.za
<b>Business Manager: Internationals and Private Sector</b>	Augusta Phakathi	011 280 3536	phakathia@tisoblackstar.co.za
<b>Business Manager: Education</b>	Spiwe Masarira	011 280 3230	masariras@tisoblackstar.co.za
<b>Business Manager: Automotive</b>	Nina Minne	011 280 3154	minnen@tisoblackstar.co.za
<b>Business Manager: ST Lifestyle (Travel, Fashion, Home &amp; Food)</b>	Maryna Parsons	011 280 5981	parsonsm@tisoblackstar.co.za
<b>Cape Town Regional Manager</b>	Janine Bywater	021 488 1722	bywaterj@tisoblackstar.co.za
<b>KZN Regional Manager</b>	Verna Pillay	031 250 8563	pillayv@tisoblackstar.co.za
<b>National Administration Manager</b>	Melanie Kotze	011 280 3213	kotzem@tisoblackstar.co.za
<b>Systems Manager</b>	Jansher Khan	011 280 3204	khanj@tisoblackstar.co.za

## TECHNICAL SPECS

COLUMN	BROADSHEET 10 COL
1 Col	34 mm
2 Col	72 mm
3 Col	110 mm
4 Col	148 mm
5 Col	186 mm
6 Col	224 mm
7 Col	262 mm
8 Col	300 mm
9 Col	338 mm
10 Col	380 mm



## MAIN BODY(Including all FINANCIAL Advertising)

	<b>RATE</b> (psccm)
Full Colour	R 322.00
Spot Colour	R280.00
Black & White	R 239.00
Notices/Tenders: Black & White	R 203.00
Notices/Tenders: Full Colour	R 231.00
Auctions: Black & White	R 203.00
Auctions: Full Colour	R 231.00
Recruitment Rate : Black and White	R 203.00
Recruitment Rate : Full Colour	R 231.00
Newsprint Wrap	Rate on request

All prices exclude VAT

## SPECIAL POSITIONS

### FRONT PAGE FIRST SECTION

	RATE
Solus 23x3 (230mm x 110mm)	R 44 644.00
Front page masthead strip 2x8 (20mm x 283mm)	R 20 704.00
Front page masthead ear space 8x2 (80mm x 73mm)	R 20 704.00
Front page left column block (40mm x 90mm) - Business Briefs	R 10 352.00

### INSIGHTS

Ear Space 2x3 (20mm x 110mm) eg: Property Page Wednesday	R 7 765.00
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### BACK PAGE FIRST SECTION

Ear Space Left / Right (25mm x 70mm) Combination	R 6 471.00
10cm x10 Col Strip (100mm x 380mm)	R 40 438.00

DEADLINES			
Material Deadline	Cancellation Deadline	Cancellation Fee	Contact
2 working days prior to publication	5 working days prior to publication	50% 2 working days prior & 100% 1 working day prior	Melanie Kotze (011) 280 3213
			kotzem@tisoblackstar.co.za

For additional advertising opportunities and special positions, please contact **Wendy Wright** on [wrightw@tisoblackstar.co.za](mailto:wrightw@tisoblackstar.co.za) | 011 280 3151

All prices exclude VAT

## SPECIAL POSITIONS - CONTINUED

### COMPANY NEWS (Front Page Companies & Markets)

#### RATE

Ear Space 6.5 x 3 (65mm x 110mm)	R 12 617.00
Ear Space 5.5 x 5 (55mm x 186mm)	R 17 950.00
2cm x 10 col (20mm x 380mm)	R 20 704.00
Above Alex Cartoon 3 x 5 (30mm x 186mm)	R 9 705.00
Semi - Solus 27 x 5 (270mm x 186mm)	R 54 594.00
Semi - Solus 23 x 3 (230mm x 110mm)	R 27 905.00

### MARKETS - SHARE PRICE PAGE

Solus 65mm x 210mm	R 19 797.00
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### BACK PAGE SECOND SECTION (Sports Day)

10cm x 10 col (100mm x 380mm)	R 40 386.00
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### SPECIALIST PAGES

Ear space 40mm x 90mm	R 3 257.00
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For additional advertising opportunities and special positions, please contact **Wendy Wright** on [wrightw@tisoblackstar.co.za](mailto:wrightw@tisoblackstar.co.za) | 011 280 3151

## LEGAL AND OFFICIAL NOTICES

	RATE
Notice to Creditors (per advertisement)	R 340.00
Liquidation & Distribution (per advertisement)	R 340.00
Insolvencies (per advertisement)	R 340.00
Sale of Business (per advertisement)	R 387.00
Legal notices display (psccm)	R 203.00

**PLEASE NOTE THAT THE FOLLOWING SERVICES ARE AVAILABLE TO YOU WHEN YOU ADVERTISE IN BUSINESS DAY:**

\* Submission to the Government Printers two weeks prior to publication

\* Business Day tearsheets

## MOTOR NEWS

	RATE
Basic Rate	R 323.00

DEADLINES			
Material Deadline	Cancellation Deadline	Cancellation Fee	Contact
4 days prior to publication (Friday 11am)	2 days prior to publication (Tuesday 11am)	Any cancellations after 12:00 on day of material deadline will be charged at 100% cancellation fee.	Melanie Kotze (011) 280 3213
			kotzem@tisoblackstar.co.za

All prices exclude VAT

## 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 +
Inserts	Tabloid	R 73 699.00	R 121 284.00	PRICE ON REQUEST				
	A4	R 48 333.00	R 62 832.00					
	A5	R 52 644.00	R 55 018.00					
	Samples Required On All A5 Inserts							
Rates Calculated On A National Run				All Prices Include Agency Commission				

PRODUCT		
BD GLOSS WRAP Subscribers Only	Printing Cost	TBA
	Media Cost	R 168 585.00
BD NEWSPRINT WRAP National Run Only	Media Cost	On request

DEADLINES	
Material Deadline	Contact
4 days prior to publication insertion date (Friday 11am)	Jamie Kinnear (011) 280 3183 – kinnearj@tisoblackstar.co.za
1. All wraps to be printed by Tiso Blackstar Group.	
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. Cancellation 50% 4 weeks prior, 100% 2 weeks prior to publication insertion date	



## TISO BLACKSTAR DIGITAL - BUSINESSLIVE & BUSINESS DAY

### DISPLAY RATES

	CPM
1. RUN OF SITE / All sizes (728x90, 300x250, 300x600)	R 150.00
2. RUN OF SITE / High Impact (Billboard 1000x250, 300x600)	R 180.00
3. RUN OF SITE / Video Pre-Roll	R 230.00

### ADDITIONAL COST FOR LAYERING:

+ Geo targeting (we target ZA national by default)
+ Vertical targeting# (eg. Lifestyle sections)
+ Section specific
+ Viewability targeting
+ Audience targeting

#Business	Lifestyle	Entertainment	Sport	News	Motoring
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## 24 HOUR SPONSORSHIP RATE (HPTO) DESKTOP & MOBILE:

### BUSINESSLIVE

	RATE
35,000 impressions	R20,000

### BUSINESS DAY

44,000 impressions	R25,000
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Other sites, ad units & section takeovers: Price on Application

FOR MORE INFO PLEASE EMAIL  
whitesj@tisoblackstar.co.za

## CONTACTS

## GAUTENG

## TEL

## FAX

## EMAIL

Hill on Empire, 16 Empire Road, Parktown

Main Switchboard

011 280 3000

National Digital

011 280 5059

whitesj@tisoblackstar.co.za

National Business Titles

011 280 3077

tasmani@tisoblackstar.co.za

National Agencies and Retail

011 340 9386

thompsond@tisoblackstar.co.za

National Direct

011 280 3231

govindj@tisoblackstar.co.za

National Recruitment

011 280 3187

badimol@tisoblackstar.co.za

National Government

011 280 9587

mabelanem@tisoblackstar.co.za

National Retail

011 280 3241

valerien@tisoblackstar.co.za

National Legal and Classified

011 280 5553

naidoovas@tisoblackstar.co.za

ST Lifestyle Magazine (Travel, Fashion, Home &amp; Food)

011 280 5981

parsonsm@tisoblackstar.co.za

## CAPE TOWN

12<sup>th</sup> Floor, Number 2 Long Street, Cape Town

Main Switchboard

021 488 1700

National Agency

021 488 1722

bywaterj@tisoblackstar.co.za

National Direct

021 488 1873

ndyokop@tisoblackstar.co.za

National Retail

021 488 1710

abdurahmana@tisoblackstar.co.za

National Recruitment

011 280 3536

phakathia@tisoblackstar.co.za

National Government

021 488 1788

yanin@tisoblackstar.co.za

Business Manager (Money)

021 488 1723

roosp@tisoblackstar.co.za

## KZN

Uniprint Building, 6 Cedarfield Close, Springfield Park, Durban

Main Switchboard

031 250 8500

086 644 0303

National Agency

031 250 8563

086 644 0303

pillayv@tisoblackstar.co.za

National Direct

031 250 8569

086 644 0303

madelam@tisoblackstar.co.za

National Recruitment

031 250 8569

086 644 0303

madelam@tisoblackstar.co.za

National Government

031 250 8573

086 644 0303

khawulas@tisoblackstar.co.za

National Retail

031 250 8563

086 644 0303

pillayv@tisoblackstar.co.za

National Legal and Classified

031 250 8502

086 206 8387

chellanc@tisoblackstar.co.za

## TERMS AND CONDITIONS

1. Advertisements are accepted for publication in publications owned or published by Tiso Blackstar Group (Pty) Ltd subject to the following conditions:
  - a. Tiso Blackstar Group (Pty) Ltd reserves the right to withhold any advertisement from publication and to cancel any advertisement order that has been accepted.
  - b. Tiso Blackstar Group (Pty) Ltd will not be liable to the advertiser or to any other person for any loss or damages of any nature whatsoever, including indirect or consequential damages or any loss of profit or special damages of any nature whatsoever and whether in the contemplation of the parties or not, which the advertiser or any other person may suffer as a result of Tiso Blackstar Group (Pty) Ltd failure to publish, or publication on dates other than those specified by the advertiser, or any other error of any kind.
  - c. Telephonic instructions must in all cases be confirmed in writing by the advertiser.
2. Every precaution is taken to ensure the correct printing and insertion of all advertisements, but Tiso Blackstar Group (Pty) Ltd will not be held liable for any inaccuracies or omissions or for any consequence arising there from.
3. Tiso Blackstar Group (Pty) Ltd reserves the right to edit, revise or to reject — even after acceptance for publication — any advertisement deemed to be untruthful or objectionable in subject matter or wording, or unsuitable for any other reason, whether space for the advertisement has been booked in advance under order or not.
  - a. Tiso Blackstar Group (Pty) Ltd reserves the right to resize any advertisements to accommodate press constraints.
  - b. Tiso Blackstar Group (Pty) Ltd reserves the right to resize any advertisements that are not supplied according to the the booked space.
4. Tiso Blackstar Group (Pty) Ltd reserves the right to suspend an issue on any day and increase or decrease the usual number of copies without notice.
5. Space is sold to advertisers for the purpose of making announcements concerning their own business and may not be used for attacking or making comparisons with other advertisers, firms, institutions or persons.
6. The advertiser indemnifies Tiso Blackstar Group (Pty) Ltd against any claim by any third party arising out of the design, form, content, copyright infringement or other attributions of the advertisement.
7. No advertising order entitles the client to a write-up or editorial coverage.
8. All orders are subject to the availability of space. Bookings will lapse if the first insertion under order is not made within three months of the order, or if more than three months elapses between insertions.
9. The full name, street address, telephone and fax number of the advertiser must be included in advertisements asking for money or stamps to be sent to the newspaper or box number.
10. Approved accounts are payable within 30 days from date of statement, otherwise orders must be prepaid. Cash payments are required three working days prior to print date for nonaccount holders. However, in the case of pre-printed special projects, cash is required 14 days prior to publication.
11. Material deadline is two days prior to print date for all Tiso Blackstar Group (Pty) Ltd publications, with the exception of surveys and special reports.
12. Any advertising order is subject to the conditions stated herein unless specifically varied by Tiso Blackstar Group (Pty) Ltd in writing with specific reference to the advertiser's contrary documentation.
13. ACCEPTANCE AND COPY: If material is received too late for publication, the space reserved will be charged for. Copy must conform to all PRINT MEDIA ASSOCIATION requirements for the acceptance of print advertisements. The general typography of advertisements is subject to the approval of Tiso Blackstar Group (Pty) Ltd. Analogue material must be claimed within 30 days, after which no responsibility will be accepted for loss or damage to such material. Digital material can be retrieved up to three months from last date of publication.
14. No changes to advertisements appearing in Tiso Blackstar Group (Pty) Ltd publications will be accepted once publication production has commenced.
15. When new advertising rates are announced, clients who have contracts with Tiso Blackstar Group (Pty) Ltd will be entitled continue to advertise at their contract rates for 45 days after new rate is announced. The balance of their orders will be subject to the new rates. Such contracts may be cancelled on the date the new or higher rate becomes effective.
16. All cancellations must be in writing.
17. Advertisement orders are not accepted for periods longer than 12 months.
18. A 50% cancellation fee will be incurred for all special position bookings cancelled within 30 days of scheduled publication.
19. Any agreement purporting to vary the terms of these conditions or any consensual cancellation shall not be valid unless reduced to writing and signed by both the advertiser and Tiso Blackstar Group (Pty) Ltd.
20. If any amount due and payable by the advertiser is not paid within the agreed term, the advertiser will be liable for interest at the maximum rate permitted by law. Such interest will be calculated and paid monthly in advance. If the interest is not paid as aforesaid, the interest will be added to the principal sum, and the whole amount will form the principal debt, which will bear interest as described.
21. In the event of Tiso Blackstar Group (Pty) Ltd instructing attorneys to collect from the advertiser an amount owing to Tiso Blackstar Group (Pty) Ltd, the advertiser agrees to pay all costs on the scale as between attorney and own client, including collection charges.
21. No relaxation or indulgence granted to the advertiser by Tiso Blackstar Group (Pty) Ltd, at any time, will be deemed to be a waiver of any of Tiso Blackstar Group (Pty) Ltd rights interms hereof. Such relaxation or indulgence will not be deemed a novation of any of the terms and conditions.
22. Any insertion that carries "formed advertising" or representing any form of "sponsorship advertising" or company profile will be subject to approval by Tiso Blackstar Group.