



Sowetan

2023

PROUD BRAND OF **ARENA** HOLDINGS

MAIN BODY (INCLUDING TIMEOUT & EDUCATION)

	RATE (psccm)		
Full colour	R 440.00		
1 Spot colour	R 342.00		
Black & white	R 266.00		
REGIONAL RATES	FC	1 SPOT	B&W
Gauteng, Limpopo, North West, Mpumalanga	R 380.00	R 285.00	R 214.00
Free State & Northern Cape	R 185.00	R 164.00	R 139.00
Eastern & Western Cape	R 167.00	R 149.00	R 126.00
SPECIAL POSITIONS			
Ear Space (5x2)	Rate+ 200%		
Front page solus (7x8)/(10x8)	Rate+ 200%		
Page 2 & 3 facing pages	Rate+ 50%		
Page 3 sol us (max 20x8)	Rate+ 50%		
Back page solus (10x8) - Sport	Rate+ 50%		
U-Shape, L-Shape, H-Shape (Sports only), Inverted T-Shape, Island, Checkerboard, Other	Rate+ 30%		
Auctions	R 413.00	R 309.00	R 241.00
Tenders	R 357.00	R 279.00	R 225.00
Job Market/World of Jobs		R328.00	R263.00
Guaranteed positions	Rate+ 25%		
Newsprint wrap	Rate on request		

DEADLINES

Booking Deadline	Material Deadline	Cancellation Deadline	Contact
3 working days prior to publication	2 working days prior to publication	50%, 2 working days prior to publication & 100%, 1 working day prior to publication	Jansher Khan 011 280 3204 khanj@arena.africa



SOWETAN MAIN BODY (OUTSIDE PRINTED INSERTS) - PER THOUSAND

		Paging				
Product	Size	4 to 8	8 to 16	16 to 24	24 to 32	32+
	Tabloid	R 849.00	R 912.00	R 975.00	R 1 035.00	
Inserts	A4	R 777.00	R 8 2 2.00	R 8 65.00	R 918.00	Price on request
	A5	R 1 046.00	R 1 06 3.00	R 1109.00		

PRODUCT

Glossy Wrap	Printing Cost	TBA
	Media Cost	R 711.00 / 1 000

For more information on OPI's, please contact **Jamie Kinnear** on **(011) 280 3183** kinnearj@bdfm.co.za

All wraps to be printed by Arena Holdings.

Inserts terms & conditions can be viewed in the Specifications, Terms & Conditions document available at www.adroom.arena.africa

Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



SOWETAN MOTORING MAIN BODY RATES

	RATE (psccm)
Full colour	R 296.00
1 Spot colour	R 236.00
Black & white	R 188.00

DEADLINES

Material Deadline	Cancellation Deadline	Cancellation Fee	Contact
Friday prior to publication	Monday prior to publication	100% after 12h00, Monday prior to publication	Collin Khanye (011) 280 3118 khanyec@arena.africa

SOWETAN MOTORING CPI (OUTSIDE PRINTED INSERTS)

		Paging				
Product	Size	4 to 8	8 to 16	16 to 24	24 to 32	32+
	Tabloid	R 799.00	R 859.00	R 921.00	R 975.00	Price on request
Inserts	A4	R 732.00	R 776.00	R 818.00	R 865.00	
	A5	R 931.00	R 985.00	R 1 045.00		

For more information on OPI's, please contact **Jamie Kinnear** on **(011) 280 3183** kinnearj@arena.africa
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COLUMN CONFIGURATION (8 COLUMN TABLOID)

COLUMN	WIDTH
1 Col	30 mm
2 Col	63 mm
3 Col	96 mm
4Col	129mm
5 Col	162 mm
6 Col	195mm
7 Col	228mm
8 Col	261 mm

Tabloid DPS is 39x16 (390mm in height x 540mm in width) which includes 18mm gutter.

For all material specifications, delivery information & all terms & conditions, please refer to the Specifications, Terms & Conditions document available at www.adroom.arena.africa



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DIGITAL

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DISPLAY RATES

CPM

1. RUN OF NETWORK/ All sizes (728x90, 300x250, 300x600)	R 210.00
2. RUN OF NETWORK/ High Impact (Billboard 1000x250, 300x600)	R 260.00
3. RUN OF NETWORK/ Teads in-article video	R 320.00
4. Arena VX Video Display/High Impact Streaming Video Banners/All sizes	R 450.00

ADDITIONAL COST FOR LAYERING:

+ Geo targeting (we target ZA national by default)	R 50.00
+ Section specific	R 50.00
+ Viewability targeting	R 50.00
+ Audience targeting	R 50.00
+ Premium uplift on business sites	R 50.00

NEWSLETTER

Price on request

PODCAST / VODCAST

Price on request

24 HOUR SPONSORSHIP (HPTO) DESKTOP & MOBILE

RATE

TIMESLIVE - 250 000 impressions	R 72 765.00
SUNDAY TIMES -17 000 impressions	R 6 064.30
ST LIFESTYLE - 28 000 impressions	R 9 702.00
BUSINESSLIVE - 35 000 impressions	R 25 000.00
BUSINESS DAY - 44 000 impressions	R 30 316.00
BUSINESS TIMES - 5 000 impressions	R 2 500.00
FINANCIAL MAIL - 41 000 impressions	R 28 249.00
SOWETANLIVE - 250 000 impressions	R 72 765.00
TSHISALIVE - 25 000 impressions	R 9 240.00
SPORT -13 000 impressions	R 5 197.50
HERALDLIVE - 20 000 impressions	R 6 670.40
DISPATCHLIVE -14 000 impressions	R 4 244.90

* 100% Share of voice • For more info, please contact **Leigh Carter** at carterl@arena.africa
Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



DIGITAL NATIVE PACKAGE

PREMIUM DIGITAL NATIVE CONTENT PACKAGE:

RATE

1x Article

2 Days Home Page Exposure, 7 Days Section Page Exposure

2 x Facebook posts

3 x Tweets

1x Newsletter

In-article companion banners (1000x250 or 728x90, 300x600, 300x250 – max file size 60KB)

150 000 ROS Impressions

Guaranteed Social media boosting

R 60 000.00

STANDARD DIGITAL NATIVE CONTENT PACKAGE:

RATE

1x Article

1 x Day Homepage Exposure, 7 Days Section Page Exposure

1 x Facebook post

2 x Tweets

1x Newsletter

In-article companion banners (1000x250 or 728x90, 300x600, 300x250 – max file size 60KB)

Optional Social media boosting

R 45 000.00

DIGITAL PRINT COMBO

Package as above + space in relevant print title

Print rate less 15%

For more info, please contact **Leigh Carter** at carterl@arena.africa
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SALES CONTACTS

Head: Advertising Sales	Eben Gewers (PA Marlene Smalberger)	011 280 5462 011 280 3186	gewerse@arena.africa marlenes@arena.africa
Head: Business Development	Nadeem Joshua	011 280 3186	joshuan@arena.africa
Gqeberha Sales: Manager	Shelly Le Roux	041 504 7911	lerouxs@theherald.co.za
East London Sales: Manager	Suren Packery	043 702 2235	surenp@dispatch.co.za
National Sales Manager: Agencies & Retail	Sumeshni Khan	011 280 5997	khansu@arena.africa
National Sales Manager: Public & Private Sector	Tiny Koaho	011 280 3163	koahot@arena.africa
National Sales Manager: Legals, Classifieds	Jyoti Govind	011 280 3231	govindj@arena.africa
Business Manager: International & Private Sector	Augusta Phakathi	011 280 3536	phakathia@arena.africa
General Manager Sales: Digital and Integration	Leigh Carter	082 463 6947	CarterL@arena.africa
Cape Town Regional Manager	Janine Bywater	079 502 5443	bywaterj@arena.africa
KZN Regional Manager	Verna Pillay	082 452 6277	pillayv@arena.africa
National Administration Manager	Jansher Khan	073 732 1604	khanj@arena.africa



CONTACTS

NELSON MANDELA BAY

The Atrium Centre, 24 Ring Road, Port Elizabeth

Main Switchboard

TEL

041 504 7911

EMAIL

Sales

071 384 8294

leroux@theherald.co.za

EASTERN CAPE

Corner St Helena Road & Quenera Drive, Beacon Bay, East London

Main Switchboard

043 702 2000

Sales

043 702 2139

surenp@arena.africa

GAUTENG

Hill on Empire, 16 Empire Road, Parktown

Main Switchboard

011 280 3000

National Agencies & Retail

011 280 5997

khansu@arena.africa

National Direct

011 280 3231

govindj@arena.africa

CAPE TOWN

Regional Agency

TEL

079 502 5443

EMAIL

bywaterj@arena.africa

Regional Direct

072 783 6308

ndyokop@arena.africa

KZN

MB House, 635 Peter Mokaba Road, Overport, 4091, Durban

Main Switchboard

TEL

031 250 8500

EMAIL

Regional Agency

083 560 0639

sunderb@arena.africa

Regional Direct

082 452 6277

pillayv@arena.africa



TERMS AND CONDITIONS

1. Advertisements are accepted for publication in publications owned or published by Arena Holdings subject to the following conditions:
 - a. Arena Holdings reserves the right to withhold any advertisement from publication and to cancel any advertisement order that has been accepted.
 - a. Arena Holdings 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 Arena Holdings failure to publish, or publication on dates other than those specified by the advertiser, or any other error of any kind.
 - a. 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 Arena Holdings will not be held liable for any inaccuracies or omissions or for any consequence arising there from.
3. Arena Holdings 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. Arena Holdings reserves the right to resize any advertisements to accommodate press constraints.
 - b. Arena Holdings reserves the right to resize any advertisements that are not supplied according to the booked space.
 - c. Arena Holdings reserves the right to colour correct any advertising material, that is not supplied to the Arena colour specifications.
4. Arena Holdings 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 Arena Holdings 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 non-account 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 Arena Holdings publications, with the exception of surveys and special reports.
12. Any advertising order is subject to the conditions stated herein unless specifically varied by Arena Holdings 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 Arena Holdings. 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 Arena Holdings publications will be accepted once publication production has commenced.
15. When new advertising rates are announced, clients who have contracts with Arena Holdings will be entitled to continue to advertise at their contract rates for 45 days after the 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 Arena Holdings.
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 Arena Holdings instructing attorneys to collect from the advertiser an amount owing to Arena Holdings, the advertiser agrees to pay all costs on the scale as between attorney and own client, including collection charges.
22. No relaxation or indulgence granted to the advertiser by Arena Holdings, at any time, will be deemed to be a waiver of any of Arena Holdings rights in terms hereof. Such relaxation or indulgence will not be deemed a novation of any of the terms and conditions.
23. Any insertion that carries "farmed advertising" or representing any form of "sponsorship advertising" or company profile will be subject to approval by Arena Holdings.
24. By placing an advert, you acknowledge that you consent to the publishing of the advert, including any personal information, in a public newspaper, which is available online and in print.