

Retail Advertising Rate Card

Effective January 1, 2018

Published Each Wednesday

VIRGINIAN LEADER

Serving Giles & Monroe Counties since 1857

511 Mountain Lake Avenue
Pearisburg, Virginia 24134
540-921-3434 • FAX 540-921-2563
www.virginianleader.com

1. Personnel

Publisher: Kenneth Rakes
krakes@virginianleader.com
Managing Editor: Amy Gilmer
agilmer@virginianleader.com
Special Sections Editor/Advertising Manager:
Angie Palmer • apalmer@virginianleader.com
Office Manager: Tammy Sanders
office@virginianleader.com
Classified Advertising: Sara Bales
ads@virginianleader.com
Advertising: Tammy Sanders
office@virginianleader.com
News: Amelia Whittaker
editor@virginianleader.com
Sports: David Martin
sports@virginianleader.com

2. Representatives

American Newspaper Virginia Press Association
Representatives P.O. Box 85613
84 S. 6th St. #601 Richmond, VA 23285
Minneapolis, MN 55402 1-804-798-2053
1-800-341-7959

3. Commissions and Terms of Payments

a. Net 30. A 2% service charge added to all balances outstanding 30 days after statement date.
b. Our Open and National rates are the same; \$6.90 per column inch. We honor normal agency commissions. Volume discounts available on non-commissionable ads only.

4. Advertising Rate Policies

Rates may be raised on 30 days notice.

5. Advertising Rates

Open & National Rates (per column inch)..... \$6.90
Earned Discounts
101-200 column inches per month.....\$6.70
(per column inch)
201-300 column inches per month.....\$6.50
(per column inch)
301-400 column inches per month.....\$6.30
(per column inch)
401-500 column inches per month.....\$6.10
(per column inch)
Over 501 inches per month.....\$5.90
(per column inch)

6. Web Ads

Weekly Display Ads \$10.00/week
(same as ad in that week's print issue)
Business Card Ads \$50.00/month
Banner Ads \$100.00/month

7. Preprint Rates

1 to 8 page tab/4 standard.....\$57.00/m
12 page tab/6 standard..... 62.00/m
16 page tab/8 standard.....67.00/m
20 page tab/10 standard (& larger)..72.00/m

8. Color Rates

\$4.00/column inch, \$120 maximum charge

9. Special Services

a. Tearsheets will be provided, if requested, to all advertisers.
b. Advertising layout service available to advertisers.

10. Special Annual Sections

January..... Bridal
February Progress Edition
March Prom Pages
March Racing/Cruise-In
April Relay For Life
April Lawn & Garden
May..... Fishing Pages
May..... Home Improvement
May..... Spring Sports
June..... Graduation
June..... Pearisburg Festival in the Park
June..... Narrows Homecoming Festival
August Newport Fair
August Back To School
August Football
September Football Contest begins
September Rich Creek Autumnfest
September Hunting Guide
September Pembroke Heritage Festival
October Peterstown Heritage Festival Pages
October Senior Living
October Car Care
October Pearisburg Scarecrow Festival Pages
October Halloween Pages
October Narrows Fall Festival Pages
November Craft Shows Pages
November Veterans Day
November Christmas Parades Pages
November Christmas Gift Guide
December Basketball
December Christmas Greetings

11. Contract and Copy Regulations

a. We reserve the right to insert the word "advertisement" in all ads, especially "all-copy" ads which may be mistaken for news articles.
b. Liability for errors in advertisements shall not exceed the cost of the space occupied by the error. We will provide a correction letter if we have failed to correct errors clearly marked by the advertiser on return proofs.
c. All advertising accepted is subjected to the approval of the publisher. We have the right to revise or reject in whole or in part any advertisement.
d. Every effort will be made to meet a reasonable position request. Failure to meet these requests will not constitute cause for adjustments, refunds or rerun.

12. Closing Time (deadlines)

Closing time for all ads is 5 p.m. every Monday.

13. Mechanical Measurements

a. Printing method: Offset
b. Standard ROP sizes (6 column):
Size of printed area:
9.888 inches (wide) x 20 inches (deep)

<u>Columns</u>	<u>Inches Wide</u>
1.....	1.5"
2.....	3.125"
3.....	4.875"
4.....	6.5"
5.....	8.25"
6.....	9.875"

14. Classified Rates

25¢ per word, \$5.00 minimum charge
Legal Advertising: \$6.50 per column inch

15. Circulation

The Virginian Leader was established in 1857 and is the only paper published in Giles County, Virginia.
Circulation: 3,847 • Press Run: 4,200