



# 2011 AUTOMOTIVE

Full Run Products

Effective 1/1/11 - 12/31/11

Day	Main News	Today	Sports	Classified	North Idaho	Valley Voice	The Voice	Pinch
Monday	\$53.27	\$38.62	\$37.29	\$37.29	\$7.25			
Tuesday	\$52.03	\$37.72	\$36.42	\$36.42	\$7.25			
Wednesday	\$82.29	\$59.66	\$57.60	\$57.60	\$10.96			\$13.13
Thursday	\$65.44	\$47.44	\$45.81	\$45.81	\$9.06	\$16.13	\$21.85	
Friday	\$65.61	\$47.57	\$45.93	\$45.93	\$9.06			
Saturday	\$78.41	\$56.89	\$54.93	\$54.93	\$10.97	\$16.59		
Sunday	\$86.79	\$62.92	\$60.75	\$60.75	\$11.89			\$12.94

Now into our 128th year, **The Spokesman-Review** continues its leadership as the most trusted and used source of news, information and social networking in and about Spokane, Spokane Valley, Coeur d'Alene and the Inland Northwest. We connect daily with every reader in our region through an array of digital and print platforms. We continue to be our region's No.1 business connection, helping our customers reach their customers with advertising, consumer databases and media-planning skills.



Apply Contract discounts below to our base rates to determine your adjusted rate.

In addition to dollar volume discounts, our pricing model is designed to help you increase consumer response rates and, thereby generate a better ROI.

**Reach** - Our Pricing system addresses audience reach by Day, by Product and by Section.

**Frequency** - Consumers have new wants and needs on a daily basis. Frequency allows an advertiser to reach a consumer when they are ready to buy. Frequency also increases net reach, builds awareness, familiarity and trust. Frequency delivers above average results, higher profits and allows an advertiser to outperform his or her competition.

**Ad Size** - Ad recall increases as ad size increases. Our pricing system recognizes this with discounts that increase as ad size increases.

**Color** - Running ads in color increases readership by 34%. We price color by the inch so you only pay for color on the space your ad occupies.

Dollar Volume Contract Discounts		Automotive - Liner Rates		
Contract Level	Disc. %	Contract Level	Mon-Fri	Wknd
		Open	\$1.39	\$1.70
\$1,000	2%	\$1,000	\$1.36	\$1.67
\$2,500	3%	\$2,500	\$1.35	\$1.65
\$5,000	4%	\$5,000	\$1.33	\$1.63
\$10,000	5%	\$10,000	\$1.32	\$1.62
\$20,000	6%	\$20,000	\$1.31	\$1.60
\$25,000	7%	\$25,000	\$1.29	\$1.58
\$50,000	8%	\$50,000	\$1.28	\$1.56
\$75,000	10%	\$75,000	\$1.25	\$1.53
\$100,000	13%	\$100,000	\$1.21	\$1.48
\$150,000	16%	\$150,000	\$1.17	\$1.43
\$200,000	19%	\$200,000	\$1.13	\$1.38
\$250,000	22%	\$250,000	\$1.08	\$1.33
\$300,000	25%	\$300,000	\$1.04	\$1.28
\$350,000	28%	\$350,000	\$1.00	\$1.22
\$400,000	31%	\$400,000	\$0.96	\$1.17
\$500,000	34%	\$500,000	\$0.92	\$1.12

### Modular Ad Units

We offer 23 modular ad units in 47 configurations. Let us design one for you.

Call your Account Executive today to see how they can help you maximize your results or visit [www.spokesman.com/advertising](http://www.spokesman.com/advertising) • Spokane 509-459-5095 • Spokane Valley 509-927-8100 • Coeur d' Alene 208-765-7105 • Toll Free 1-800-338-8801