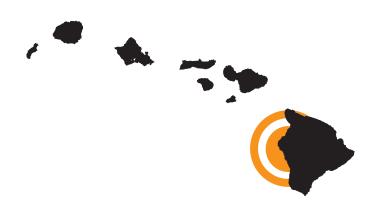
West Hawaii Today



RETAIL RATES

About West Hawaii Today



About Hawaii Island

- There are 158.129 adults on Hawaii
- 50% are male, and 50% are female
- 25% are 18-34 years old, 30% are 35-54 years old and 45% are 55 years old or older
- 23% of Hawaii's population is Asian, 33% is white, 12% is Pacific Islander, 3% is another single race and 29% has 2 or more races.
- 48% of households are married-couple families
- 28% of households have children 17 or younger
- 63% of adults 25+ have some college education or higher
- The median household income is \$62,409
- 68% of households are owner-occupied
- The median home value is \$350,000
- Hawaii received 1.8 million visitors in 2019.
- They spent close to \$2.3 billion.
- Hawaii visitors stay an average of 7.32 days.

West Hawaii Today

Reach

Publication	Readership	%
Weekly Cume	24,861	42%

About West Hawaii Today

- Daily broadsheet newspaper distributed on the west side of Hawaii's Big Island—North Kohala to Ka'u
- The award winning newspaper is the primary news source for the West Hawaii community, covering local, state, national and world news
- Published 7 days a week
- 42% of all West Hawaii adults read West Hawaii Today every week



David Bock, Publisher and Editor

808 930 7323 dbock@westhawaiitoday.com...

Sierra Hethcote, Sales Manager 808 529 4701 shethcote@staradvertiser.com...

Joe Tustison, Account Executive jtustison@westhawaiitoday.com....808.930.8643

Classified Advertising classifieds@westhawaiitoday.com..808.329.5585

FOR NATIONAL ADVERTISING:

Director of Sales & Marketing lwoo@staradvertiser.com 808.529.4355

Dennis Francis President

J. David Kennedy Chief Revenue Officer

Sierra Hethcote Sales Manager



808.529.4700

2023 Rates

West Hawaii Today

Retail Rates

Retail Column Inch Rates

Investment Level	Daily	Saturday	Color Rate per inch
Open	\$39	\$43	\$17
\$2,500	\$25	\$31	\$14
\$5,000	\$21	\$25	\$14
\$10,000	\$20	\$23	\$14
\$25,000	\$19	\$21	\$13
\$50,000	\$18	\$19	\$11

Premium Positions

Quarter page ads (9.7" x 5") placed in Main News on page 2 or 3. Ads include full color.

Investment Level	Daily	Saturday
Open	\$1,739	\$1,835
52x	\$715	\$798

Frequency Program

Run a minimum number of inches within a 30 day period; minimum of 5 ads within the period; one copy change per run.

No. of Inches	Daily pci rate	Saturday pci rate
30"-79"	\$29	\$32
80" & over	\$24	\$28

Preferred Placement

25% premium for guaranteed ad placement subject to availability. Minimum 30-inch ad.

Church & Non-Profit Rates (501-C3 Status)

Retail per column inch: Daily \$18; Saturday \$21 Color rate: \$13 pci

Local Business Directory Guide

- Interactive digital ad automatically pulled from the print ad
- Business directory profile "mini-website"
- SEO benefits
- \$35 per ad or \$15 per ads on contract will be added for all WHT ROP ads.

Digital Replica Edition

\$2.00 charge will be added for all WHT ROP ads.

Hawaii Excise Tax

All ads will have a 4.712% Hawaii Excise Tax added to the net.



Premium Positions



Top Masthead Banners

6 columns x 2.5" banner ads strategically placed at the top of the front page.

	Open	52x
Front Page (Daily)	\$900	\$500
Front Page (Saturday)	\$1,200	\$800

Ears

Visible top right-hand corner placement on the front of all sections of the paper.

	Open	52x
Front Page	\$396	\$242
Other Sections	\$286	\$176

Front Page Banners

6 columns x 2" banner ads strategically placed at the bottom of each section.

	Open	52 x
Front Page	\$770	\$440
Other Sections	\$545	\$303

Spadeas

Your message will be seen with this unique advertising product that wraps the front page of the paper. Total of 3 full pages.

Daily	\$13,750
Saturday	\$15,950

Reach Non-Subscribers with Hawaii Island Midweek

Direct-mailed every week to more than 40,000 homes.

	Open	52x
Back Page (9.7"x10")	\$3,960	\$2,558
Front Page Ear (3.15"x2")	\$539	\$292
Front Page Premium Ad (3.15" x 7.75")	\$963	\$484
Per Column Inch Advertising	\$57	\$40

2023 Ad Sizes/Deadlines

AD SIZES

Retail Display Column Widths (West Hawaii Today, **Hawaii Island Midweek and Entertainment)**

1 column	1.513"	9 picas 0.9 points
2 column	3.150"	18 picas 10.8 points
3 column	4.787"	28 picas 8.7 points
4 column	6.425"	38 picas 6.6 points
5 column	8.062"	48 picas 4.5 points
6 column	9.7"	58 picas 2.4 points

Retail Display Sizes

	West Hawaii Today	Hawaii Island Midweek
1/8 pg	4.787" x 5"	_
1/4 pg	4.787" x 10"	4.787" x 5"
1/2 pg horizontal	9.7" x 10"	9.7" x 5"
1/2 pg vertical	4.787" x 20"	4.787" x 10"
full pg	9.7" x 20"	9.7" x 10"
double truck	21" x 20"	20" x 10"

Classified/Legal Column Widths (West Hawaii Today)

1 column	.895"	4 picas 4.5 points
2 column	1.873"	11 picas 2.9 points
3 column	2.852"	17 picas 1.3 points
4 column	3.830"	22 picas 11.8 points
5 column	4.808"	28 picas 10.2 points
6 column	5.787"	34 picas 8.6 points
7 column	6.765"	40 picas 7.1 points
8 column	7.743"	46 picas 5.5 points
9 column	8.721"	52 picas 4 points
10 column	9.7"	58 picas 2.4 points

DEADI INES

Publication Day	Sections	Space & Materials requiring in-house production deadline	Camera-Ready PDF/X-1a Digital Files**	Classified Liner
Publication Day	Sections	production deadline	PDF/X-Ia Digital Files	Classified Liner
Monday	Classifieds	Wednesday 2pm	Thursday 2pm	Friday 2pm
	Main News	Wednesday 2pm	Thursday 2pm	-
Tuesday	Classifieds	Thursday 2pm	Friday 2pm	Monday 2pm
•	Main News	Thursday 2pm	Friday 2pm	-
Wednesday	Classifieds	Friday 2pm	Monday 2pm	Tuesday 2pm
• • • •	Main News	Friday 2pm	Monday 2pm	-
	Hawaii Island Midweek	Tuesday 12noon*	Wednesday 12noon*	-
Thursday	Classifieds	Monday 2pm	Tuesday 2pm	Wednesday 2pm
	Main News	Monday 2pm	Tuesday 2pm	-
	Entertainment / Onolicious	Monday 2pm	Tuesday 2pm	-
Friday	Classifieds, Real Estate	Tuesday 2pm	Wednesday 2pm	Thursday 2pm
	Main News	Tuesday 2pm	Wednesday 2pm	-
Saturday	Classifieds	Wednesday 2pm	Thursday 2pm	Friday 2pm
-	Main News	Wednesday 2pm	Thursday 2pm	-
	Open House	Wednesday 2pm	Thursday 2pm	-
	TV Guide	Tuesday 2pm*	Friday 5pm*	-
Sunday	Classifieds	Wednesday 2pm	Thursday 2pm	Friday 2pm
-	Main News	Wednesday 2pm	Thursday 2pm	-

^{*}Weekly publications are one full week in advance of publication.

Space Reservations

Space should be ordered as far National Accounts in advance of the publication date as possible. The chart on this page indicates the final space reservation deadlines.

Double Trucks &

Please advance all deadlines for national/international, banner pages, and double truck advertisements by 24 hours.

Holidays

Regular copy and space deadlines will be advanced prior to the week in which holidays occur. Special deadlines will be issued with specified dates for each major holiday. Contact your Account Executive for specific holiday deadline dates.

Cancellations

To cancel advertising, please notify us before space deadline for that publication. Ads canceled after space deadlines are subject to surcharges of a minimum 50% of the total of the original ad.

^{**}PDF/X-1a File Format: Follow Camera-Ready deadlines. Any other electronic format is due 24 hours prior to Camera-Ready deadlines.

2023 Preprint Distribution

West Hawaii Today Distribution

Daily Full Run	Tuesday	Saturday
Total Home Delivery	3,133	3,728
Total Single Copy	1,030	1,291
TOTAL: Full Run	4,163	5,019

West Hawaii Today includes 2% spoilage plus 5% fluctuations for street sales.

Circulation

West Hawaii Today

on calation				
		Daily	Saturday	
96704	Captain Cook	366	471	
96719	Hawi	16	32	
96720	Hilo	22	24	
96725	Holualoa	180	219	
96726	Honauanu	21	25	
96727	Honokaa	36	50	
96737	Ocean View	85	110	
96738	Waikoloa	42	61	
96740	Kailua Kona	2,557	3,041	
96745	Kailua Kona	8	12	
96743	Waimea	371	465	
96750	Kealakekua	327	336	
96755	Kapaau	24	30	
96772	Naalehu	26	37	
Other 2	Zip Codes	82	106	
TOTAL		4.163	5.019	

West Hawaii Today Preprint Insert Pricing

СРИ		OPEN		13X		52X	
Standard	Tab	Tuesday	Saturday	Tuesday	Saturday	Tuesday	Saturday
	Single Sheets	\$95	\$101	\$84	\$90	\$70	\$78
2 Pages	4 Pages	\$112	\$117	\$101	\$105	\$89	\$94
4 Pages	8 Pages	\$129	\$134	\$118	\$123	\$106	\$111
6 Pages	12 Pages	\$146	\$151	\$134	\$139	\$122	\$128
8 Pages	16 Pages	\$162	\$166	\$152	\$155	\$141	\$145
10 Pages	20 Pages	\$180	\$184	\$167	\$174	\$156	\$160
12 Pages	24 Pages	\$196	\$200	\$185	\$190	\$175	\$179
14 Pages	28 Pages	\$215	\$219	\$204	\$207	\$190	\$195
16 Pages	32 Pages	\$230	\$234	\$220	\$223	\$208	\$211
18 Pages	36 Pages	\$248	\$252	\$235	\$242	\$224	\$229
20 Pages	40 Pages	\$265	\$268	\$252	\$256	\$242	\$245
22 Pages	44 Pages	\$281	\$285	\$270	\$274	\$257	\$261
24 Pages	48 Pages	\$297	\$301	\$285	\$290	\$274	\$279
28 Pages	56 Pages	\$330	\$337	\$319	\$325	\$309	\$314



Reach additional homes when combined with Hawaii Island Midweek



Hawaii	
Mic Preprint	dweek Insert
F	Pricing CPM

Standard	Tab	Open	52X
2 pages	4 pages	\$120	\$102
4 pages	8 pages	\$136	\$120
6 pages	6 pages 12 pages		\$136
8 pages	B pages 16 pages		\$153
10 pages	pages 20 pages		\$171
12 pages	24 pages	\$205	\$187
14 pages 28 pages		\$221	\$205
16 pages 32 pages		\$239	\$221

Zip Code	Area	Quantity		
96704	Captain Cook	32		
96710	Hakalau	3		
96719	Hawi	539		
96720	Hilo	13,557		
96725	Holualoa	15		
96727	Honokaa	10		
96728	Honomu	4		
96737	Oceanview	6		
96738	Waikoloa	3,050		
96740	Kailua-Kona	9,535		
96743	Waimea	5,219		
96749	Keaau	4,689		
96750	Kealakekua	2,032		
96755	Kapaau	6		
96760	Kurtistown	7		
96771	Mountain View	1,107		
96772	Naalehu	8		
96774	Ookala	1		
96776	Paauilo	4		
96777	Pahala	2		
96778	Pahoa	1,872		
96781	Papaikou	8		
96783	Pepeekeo	6		
96785	Volcano	4		
	TOTAL	41,716		
Hawaii Island Midweek distribution includes 2% spoilage				

Hawaii Island Midweek distribution includes 2% spoilage.

2023 Insert and Shipping/Receiving

SPECIFICATIONS AND DEADLINES

All inserts should be sent to the Honolulu Star-Advertiser Printing Facility in Kapolei (Oahu).

- 1. Insert pallets should be clearly labeled with the product name, total quantity, amount per skid or box, the total amount of skids and the insertion date.
- 2. If inserts are re-packaged, they should be re-packaged in the original form sent by the printer (same number of pallets, same amount on pallet, same number in a bundle, etc.)
- Inserts should be packaged by insert date. If a product is running multiple dates, then it should be separated as such.
- 4. Inserts need to be at least .005" thick. Thinner sheets will often stick together causing "multiples."
- 5. Different inserts should NEVER be packaged on the same pallet. Verifying the count may be extremely difficult without removing all the bundles or boxes.
- 6. Insert bundles should not be tied (strapped) if possible. Strapping causes the product to curl and can make it difficult to feed into the insert machine.
- 7. No more than two turns (compensating stacks) per bundle would be optimum. Additional turns make it more difficult for the inserter to feed the machine.
- 8. Inserts should be stacked flat and not standing on edge.
- 9. Deadlines
 - a. Insertion orders due 21 business days prior to publication.
 - b. Inserts due 14 business days prior to publication.
- 10. Receiving

Hours are Monday-Friday from 8 am to 3 pm. (HST) Closed Holidays.

11. Honolulu Star-Advertiser

4545 Kapolei Parkway Kapolei, HI 96707 808.690.8840

Contact:

Ralph Garcia

Packaging & Assembly Manager Office: 808.690.8843 Mobile: 808.306.3980 rgarcia@staradvertiser.com

David Tao

Packaging & Assembly Manager Office: 808.690.8832 Mobile: 808.342.9004 dtao@staradvertiser.com

FSI Specifications:

West Hawaii Today uses a 44" web width for all printed products.

Inserts

III3CI C3		
Width: Measured along the spine	Minimum Maximum	3" 11"
Height: Measured perpendicular to spine	Minimum Maximum	4" 10.5"
Pagination: Broadsheet	Minimum Maximum	4 pages 96 pages
Pagination: Tabloid	Minimum Maximum	4 Pages 120 Pages
Pagination: Single Sheet	Minimum	.005"*

^{*4} page tabs and higher must also be at least .005" thick.

Additional Notes:

Offset stock can have a different thickness than glossy stock for the same paper weight. Color Express inserts are usually printed on 60# stock. 60# offset stock measures .0045" thick while 60# glossy (or enamel) stock is only .003" of an inch – a huge difference (50%).

LATE FEES

Late delivery of any pre-printed inserts will need prior approval. Contact your sales representative for delivery extension dates. All pre-printed inserts delivered after deadline will be assessed at \$1,500 late fee per publication, if inserts are delivered after the agreed extension date, a \$200 a day surcharge will be imposed per publication. Tax will also be added to the surcharge.

2023 Policies

RATE AND CREDIT

All advertising shall be prepaid unless credit accommodations have been established beforehand with West Hawaii Today credit department. Amounts not paid in 30 days are assessed a finance charge of 1.5% per month (18% Annual Percentage Rate). Accounts with a balance of thirty or more days past due are subject to credit discontinuance without notice. All charges are due and payable on the twentieth day of the month following publication.

Any West Hawaii Today ad measuring more than 19" deep will be set to full page depth (20") and charged accordingly. All display ads are billed to the nearest quarter inch.

Advertisers signing dollar volume contracts will be billed at the applicable rate on the current rate card. Advertisers will be rebilled at the appropriate higher rate if contract is not fulfilled

West Hawaii Today may, at its sole discretion, offset any credits due an advertiser hereunder against amounts otherwise owed to it by an advertiser. Contracts become effective upon acceptance by management. Contracts are not retroactive and are not prorated.

When an advertiser uses an advertising agency, both advertiser and agency shall be jointly liable for complying with all terms of the rate agreement, including payment for all advertising.

Copy should be checked for errors by the advertiser on the first day of publication. Credits for errors on advertisements will be allowed for the first insertion only. Credit will be issued for the portion of the advertisement that was incorrect. No credits will be given for positioning or for ads that did not publish in the paper. The value of any credit cannot exceed the cost of the ad. No errors in advertisements will be credited if ad copy was supplied after specified deadlines.

All rates are net and subject to Hawaii's general excise tax of 4.712 percent.

ADVERTISING RATES

Acceptance of advertising is subject to the approval of the Publisher. Brokered space is not accepted. All previous rate schedules are hereby canceled. All rates are subject to change upon 30 days written notice.

Advertisers forwarding orders that have incorrect rates or conditions are advised that the advertising will be inserted and charged at the regular schedule of rates in force, and in accordance with the regulations set forth in the current rate card.

Advertising resembling news text must be surrounded by a border and carrying the line "Paid Advertisement" in 8pt. type at the top of the ad. The font in the ad must be Sans-Serif".

Guaranteed Placement

Advertising position is not guaranteed. However, guaranteed position will be granted on a first-come basis for ads 30" or larger for an additional 25% charge. Every effort will be made to comply with position requests, but acceptance of an order does not imply a position guarantee.

Political Advertising

Advance payment is required on all political advertising. Copy must carry the line "Paid Political Advertisement" at the top and must list the name of the individual, party or organization responsible for placement of the ad. A wide range of political rate programs are available. Please ask your Account Executive for details.

Religious/Nonprofit Rate

Available to religious, charitable and nonprofit organizations that exhibit nonprofit status (tax exempt number required). Contact your Account Executive for details and rates.

Feature Pages

Feature pages and special sections are available in West Hawaii Today and Hawaii Island Midweek. Ask your Account Executive for details.

COMMERCIAL PRINTING

West Hawaii Today offers a wide variety of full service, quality offset printing, coated stock printing, mailing and inserting. Ask your Account Executive for details.

Single Sheet, Print and Deliver

Advertisers can effectively target primary and secondary customers through 8.5" x 11" or 11" x 17" single sheet flyers. These flyers can be composed, printed and inserted into West Hawaii Today and Hawaii Island Midweek. Ask your Account Executive for details.

DIRECT MAIL

OPI Direct Mail is one of Hawaii's largest direct mailers. We offer comprehensive direct mail services at very competitive pricing to help your business reach a targeted audience. We offer customized programs including mailing lists, various paper sizes, stocks and weights, and mailing services. For more information, please contact your Account Executive or call (808) 695-6332.

CANCELLATIONS

Cancellations or copy changes cannot be accepted after deadline. Composition charges can be charged on any ad produced and not released for publication. Canceled ads after space deadline will be billed 50% of the total cost of the original ad.

TECHNICAL REQUIREMENTS

Standard Format: PDF/X-1a (PDF/X-1a:2001) files are preferred. Files must be provided at actual image (ad) size. All extraneous information should be removed and transparencies flattened

All digitally supplied files must be accompanied by a hard copy proof by deadline.

Images within your PDF should be saved at 200 ppi for correct reproduction in newsprint.

Color image tone range: a 2% cyan dot is the minimum highlight dot to hold the lightest detail, with a 1% magenta and 1% yellow dot to maintain gray balance. Neutral shadow dot area should be 60%, 50%, 50%, 80% for CMYK, respectively. Total dot area should not exceed 240% in any part of the image.

Rules that are 4 points or thinner, as well as small type, should be reproduced as one color only. Small type is defined as:

- sans-serif type that is 7 points or smaller
- serif type that is 12 points or smaller
- fine-serif type, such as Bodoni, that is 14 points or smaller.

Type smaller than 12 points should not be reversed on a four-color background and type smaller than 10 points should not even be reversed on a single-color background.

For design guidelines, please refer to SNAP, Specifications for Newsprint Advertising Production. For line art, 1200 pixels per inch give the best results.

ELECTRONIC DELIVERY

FTP: ftp3-new.staradvertiser.com

Please be sure to enter your Account Executive's email accurately. Notify your Account Executive that your file has been uploaded.

Email

10MB limit. Contact your Account Executive to use this method of delivery.

INDUSTRY STANDARDS / LIABILITIES

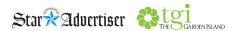
All camera-ready files must be accompanied by a proof of the file which represents a complete ad in its proper size. Proofs reduced to fit a small page must indicate the print has been reduced for this purpose alone. In addition, delivery in other file formats for Mac (Quark XPress, InDesign) must always be accompanied by all image files and fonts. If multiple layouts are sent on the same media the correct file name must appear on each proof.

All colors must be created with a CMYK model and all files should be prepared for process color separation. No RGB, Pantone or PMS colors.

As is the industry standard, it is the sole responsibility of the originator to properly prepare and provide all files according to recommendation outlined by Oahu Publications. Failure to provide files as required can cause unpredictable errors when the files are output.

West Hawaii Today and Oahu Publications Inc. assumes no liability for any work that does not adhere to these quidelines. For additional information, call your Account Executive.















NEWSPAPERS: HONOLULU STAR-ADVERTISER • THE GARDEN ISLAND HAWAII TRIBUNE-HERALD • WEST HAWAII TODAY • USA TODAY - HAWAII EDITION • MIDWEEK **WEBSITES:** STARADVERTISER.COM • HAWAIITRIBUNE-HERALD.COM THEGARDENISLAND.COM • WESTHAWAIITODAY.COM • MIDWEEK.COM • HAWAII.COM

500 ALA MOANA BOULEVARD, SUITE 7-500 • HONOLULU, HAWAII 96813 • 808.529.4700 • FAX: 808.529.4898