## AUTOMOTIVE DOLLAR VOLUME PORTFOLIO I CLASSIFIED

| Daily <br> Net Annual Commitment |  | 1/2 Page |  | 1/4 Page | 1/5 Page | 1/7 Page | 1/8 Page | 1/9 Page | 1/10 Page | 1/14 Page | 1/16 Page | 1/21 Page | 1/25 Page | Rev. 05/28/081/50 Page |
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|  | Page |  | 1/3 Page |  |  |  |  |  |  |  |  |  |  |  |
| Open | \$32,718.70 | \$16,033.25 | \$10,652.60 | \$8,011.19 | \$6,413.30 | \$4,565.40 | \$4,021.90 | \$3,652.32 | \$3,195.78 | \$2,282.70 | \$2,000.08 | \$1,521.80 | \$1,217.44 | \$608.72 |
| 5,000 | \$27,180.30 | \$13,319.25 | \$8,849.40 | \$6,655.11 | \$5,327.70 | \$3,792.60 | \$3,341.10 | \$3,034.08 | \$2,654.82 | \$1,896.30 | \$1,661.52 | \$1,264.20 | \$1,011.36 | \$505.68 |
| 25,000 | \$24,802.40 | \$12,154.00 | \$8,075.20 | \$6,072.88 | \$4,861.60 | \$3,460.80 | \$3,048.80 | \$2,768.64 | \$2,422.56 | \$1,730.40 | \$1,516.16 | \$1,153.60 | \$922.88 | \$461.44 |
| 50,000 | \$23,327.50 | \$11,431.25 | \$7,595.00 | \$5,711.75 | \$4,572.50 | \$3,255.00 | \$2,867.50 | \$2,604.00 | \$2,278.50 | \$1,627.50 | \$1,426.00 | \$1,085.00 | \$868.00 | \$434.00 |
| 75,000 | \$21,973.00 | \$10,767.50 | \$7,154.00 | \$5,380.10 | \$4,307.00 | \$3,066.00 | \$2,701.00 | \$2,452.80 | \$2,146.20 | \$1,533.00 | \$1,343.20 | \$1,022.00 | \$817.60 | \$408.80 |
| 100,000 | \$21,310.80 | \$10,443.00 | \$6,938.40 | \$5,217.96 | \$4,177.20 | \$2,973.60 | \$2,619.60 | \$2,378.88 | \$2,081.52 | \$1,486.80 | \$1,302.72 | \$991.20 | \$792.96 | \$396.48 |
| 125,000 | \$21,310.80 | \$10,443.00 | \$6,938.40 | \$5,217.96 | \$4,177.20 | \$2,973.60 | \$2,619.60 | \$2,378.88 | \$2,081.52 | \$1,486.80 | \$1,302.72 | \$991.20 | \$792.96 | \$396.48 |
| 150,000 | \$20,076.70 | \$9,838.25 | \$6,536.60 | \$4,915.79 | \$3,935.30 | \$2,801.40 | \$2,467.90 | \$2,241.12 | \$1,960.98 | \$1,400.70 | \$1,227.28 | \$933.80 | \$747.04 | \$373.52 |
| 200,000 | \$18,872.70 | \$9,248.25 | \$6,144.60 | \$4,620.99 | \$3,699.30 | \$2,633.40 | \$2,319.90 | \$2,106.72 | \$1,843.38 | \$1,316.70 | \$1,153.68 | \$877.80 | \$702.24 | \$351.12 |
| 250,000 | \$17,849.30 | \$8,746.75 | \$5,811.40 | \$4,370.41 | \$3,498.70 | \$2,490.60 | \$2,194.10 | \$1,992.48 | \$1,743.42 | \$1,245.30 | \$1,091.12 | \$830.20 | \$664.16 | \$332.08 |
| 300,000 | \$17,337.60 | \$8,496.00 | \$5,644.80 | \$4,245.12 | \$3,398.40 | \$2,419.20 | \$2,131.20 | \$1,935.36 | \$1,693.44 | \$1,209.60 | \$1,059.84 | \$806.40 | \$645.12 | \$322.56 |
| 400,000 | \$16,314.20 | \$7,994.50 | \$5,311.60 | \$3,994.54 | \$3,197.80 | \$2,276.40 | \$2,005.40 | \$1,821.12 | \$1,593.48 | \$1,138.20 | \$997.28 | \$758.80 | \$607.04 | \$303.52 |
| 500,000 | \$15,351.00 | \$7,522.50 | \$4,998.00 | \$3,758.70 | \$3,009.00 | \$2,142.00 | \$1,887.00 | \$1,713.60 | \$1,499.40 | \$1,071.00 | \$938.40 | \$714.00 | \$571.20 | \$285.60 |
| 600,000 | \$14,147.00 | \$6,932.50 | \$4,606.00 | \$3,463.90 | \$2,773.00 | \$1,974.00 | \$1,739.00 | \$1,579.20 | \$1,381.80 | \$987.00 | \$864.80 | \$658.00 | \$526.40 | \$263.20 |
| 750,000 | \$13,605.20 | \$6,667.00 | \$4,429.60 | \$3,331.24 | \$2,666.80 | \$1,898.40 | \$1,672.40 | \$1,518.72 | \$1,328.88 | \$949.20 | \$831.68 | \$632.80 | \$506.24 | \$253.12 |
| 875,000 | \$13,063.40 | \$6,401.50 | \$4,253.20 | \$3,198.58 | \$2,560.60 | \$1,822.80 | \$1,605.80 | \$1,458.24 | \$1,275.96 | \$911.40 | \$798.56 | \$607.60 | \$486.08 | \$243.04 |
| 1,000,000 | \$12,431.30 | \$6,091.75 | \$4,047.40 | \$3,043.81 | \$2,436.70 | \$1,734.60 | \$1,528.10 | \$1,387.68 | \$1,214.22 | \$867.30 | \$759.92 | \$578.20 | \$462.56 | \$231.28 |
| 1,250,000 | \$11,799.20 | \$5,782.00 | \$3,841.60 | \$2,889.04 | \$2,312.80 | \$1,646.40 | \$1,450.40 | \$1,317.12 | \$1,152.48 | \$823.20 | \$721.28 | \$548.80 | \$439.04 | \$219.52 |
| 1,500,000 | \$11,227.30 | \$5,501.75 | \$3,655.40 | \$2,749.01 | \$2,200.70 | \$1,566.60 | \$1,380.10 | \$1,253.28 | \$1,096.62 | \$783.30 | \$686.32 | \$522.20 | \$417.76 | \$208.88 |
| 1,750,000 | \$10,685.50 | \$5,236.25 | \$3,479.00 | \$2,616.35 | \$2,094.50 | \$1,491.00 | \$1,313.50 | \$1,192.80 | \$1,043.70 | \$745.50 | \$653.20 | \$497.00 | \$397.60 | \$198.80 |
| 2,000,000 | \$8,668.80 | \$4,248.00 | \$2,822.40 | \$2,122.56 | \$1,699.20 | \$1,209.60 | \$1,065.60 | \$967.68 | \$846.72 | \$604.80 | \$529.92 | \$403.20 | \$322.56 | \$161.28 |
| 2,250,000 | \$7,976.50 | \$3,908.75 | \$2,597.00 | \$1,953.05 | \$1,563.50 | \$1,113.00 | \$980.50 | \$890.40 | \$779.10 | \$556.50 | \$487.60 | \$371.00 | \$296.80 | \$148.40 |

## AUTOMOTIVE DOLLAR VOLUME PORTFOLIO I CLASSIFIED

Sunday

| Net Annual Commitment | Page | 1/2 Page | 1/3 Page | 1/4 Page | 1/5 Page | 1/7 Page | 1/8 Page | 1/9 Page | 1/10 Page | 1/14 Page | 1/16 Page | 1/21 Page | 1/25 Page | 1/50 Page |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Open | \$35,999.60 | \$17,641.00 | \$11,720.80 | \$8,814.52 | \$7,056.40 | \$5,023.20 | \$4,425.20 | \$4,018.56 | \$3,516.24 | \$2,511.60 | \$2,200.64 | \$1,674.40 | \$1,339.52 | \$669.76 |
| 5,000 | \$29,919.40 | \$14,661.50 | \$9,741.20 | \$7,325.78 | \$5,864.60 | \$4,174.80 | \$3,677.80 | \$3,339.84 | \$2,922.36 | \$2,087.40 | \$1,828.96 | \$1,391.60 | \$1,113.28 | \$556.64 |
| 25,000 | \$27,330.80 | \$13,393.00 | \$8,898.40 | \$6,691.96 | \$5,357.20 | \$3,813.60 | \$3,359.60 | \$3,050.88 | \$2,669.52 | \$1,906.80 | \$1,670.72 | \$1,271.20 | \$1,016.96 | \$508.48 |
| 50,000 | \$25,705.40 | \$12,596.50 | \$8,369.20 | \$6,293.98 | \$5,038.60 | \$3,586.80 | \$3,159.80 | \$2,869.44 | \$2,510.76 | \$1,793.40 | \$1,571.36 | \$1,195.60 | \$956.48 | \$478.24 |
| 75,000 | \$24,200.40 | \$11,859.00 | \$7,879.20 | \$5,925.48 | \$4,743.60 | \$3,376.80 | \$2,974.80 | \$2,701.44 | \$2,363.76 | \$1,688.40 | \$1,479.36 | \$1,125.60 | \$900.48 | \$450.24 |
| 100,000 | \$23,478.00 | \$11,505.00 | \$7,644.00 | \$5,748.60 | \$4,602.00 | \$3,276.00 | \$2,886.00 | \$2,620.80 | \$2,293.20 | \$1,638.00 | \$1,435.20 | \$1,092.00 | \$873.60 | \$436.80 |
| 125,000 | \$23,478.00 | \$11,505.00 | \$7,644.00 | \$5,748.60 | \$4,602.00 | \$3,276.00 | \$2,886.00 | \$2,620.80 | \$2,293.20 | \$1,638.00 | \$1,435.20 | \$1,092.00 | \$873.60 | \$436.80 |
| 150,000 | \$22,093.40 | \$10,826.50 | \$7,193.20 | \$5,409.58 | \$4,330.60 | \$3,082.80 | \$2,715.80 | \$2,466.24 | \$2,157.96 | \$1,541.40 | \$1,350.56 | \$1,027.60 | \$822.08 | \$411.04 |
| 200,000 | \$20,799.10 | \$10,192.25 | \$6,771.80 | \$5,092.67 | \$4,076.90 | \$2,902.20 | \$2,556.70 | \$2,321.76 | \$2,031.54 | \$1,451.10 | \$1,271.44 | \$967.40 | \$773.92 | \$386.96 |
| 250,000 | \$19,655.30 | \$9,631.75 | \$6,399.40 | \$4,812.61 | \$3,852.70 | \$2,742.60 | \$2,416.10 | \$2,194.08 | \$1,919.82 | \$1,371.30 | \$1,201.52 | \$914.20 | \$731.36 | \$365.68 |
| 300,000 | \$19,053.30 | \$9,336.75 | \$6,203.40 | \$4,665.21 | \$3,734.70 | \$2,658.60 | \$2,342.10 | \$2,126.88 | \$1,861.02 | \$1,329.30 | \$1,164.72 | \$886.20 | \$708.96 | \$354.48 |
| 400,000 | \$17,939.60 | \$8,791.00 | \$5,840.80 | \$4,392.52 | \$3,516.40 | \$2,503.20 | \$2,205.20 | \$2,002.56 | \$1,752.24 | \$1,251.60 | \$1,096.64 | \$834.40 | \$667.52 | \$333.76 |
| 500,000 | \$16,886.10 | \$8,274.75 | \$5,497.80 | \$4,134.57 | \$3,309.90 | \$2,356.20 | \$2,075.70 | \$1,884.96 | \$1,649.34 | \$1,178.10 | \$1,032.24 | \$785.40 | \$628.32 | \$314.16 |
| 600,000 | \$15,561.70 | \$7,625.75 | \$5,066.60 | \$3,810.29 | \$3,050.30 | \$2,171.40 | \$1,912.90 | \$1,737.12 | \$1,519.98 | \$1,085.70 | \$951.28 | \$723.80 | \$579.04 | \$289.52 |
| 750,000 | \$14,959.70 | \$7,330.75 | \$4,870.60 | \$3,662.89 | \$2,932.30 | \$2,087.40 | \$1,838.90 | \$1,669.92 | \$1,461.18 | \$1,043.70 | \$914.48 | \$695.80 | \$556.64 | \$278.32 |
| 875,000 | \$14,387.80 | \$7,050.50 | \$4,684.40 | \$3,522.86 | \$2,820.20 | \$2,007.60 | \$1,768.60 | \$1,606.08 | \$1,405.32 | \$1,003.80 | \$879.52 | \$669.20 | \$535.36 | \$267.68 |
| 1,000,000 | \$13,665.40 | \$6,696.50 | \$4,449.20 | \$3,345.98 | \$2,678.60 | \$1,906.80 | \$1,679.80 | \$1,525.44 | \$1,334.76 | \$953.40 | \$835.36 | \$635.60 | \$508.48 | \$254.24 |
| 1,250,000 | \$12,973.10 | \$6,357.25 | \$4,223.80 | \$3,176.47 | \$2,542.90 | \$1,810.20 | \$1,594.70 | \$1,448.16 | \$1,267.14 | \$905.10 | \$793.04 | \$603.40 | \$482.72 | \$241.36 |
| 1,500,000 | \$12,341.00 | \$6,047.50 | \$4,018.00 | \$3,021.70 | \$2,419.00 | \$1,722.00 | \$1,517.00 | \$1,377.60 | \$1,205.40 | \$861.00 | \$754.40 | \$574.00 | \$459.20 | \$229.60 |
| 1,750,000 | \$11,708.90 | \$5,737.75 | \$3,812.20 | \$2,866.93 | \$2,295.10 | \$1,633.80 | \$1,439.30 | \$1,307.04 | \$1,143.66 | \$816.90 | \$715.76 | \$544.60 | \$435.68 | \$217.84 |
| 2,000,000 | \$9,571.80 | \$4,690.50 | \$3,116.40 | \$2,343.66 | \$1,876.20 | \$1,335.60 | \$1,176.60 | \$1,068.48 | \$934.92 | \$667.80 | \$585.12 | \$445.20 | \$356.16 | \$178.08 |
| 2,250,000 | \$8,759.10 | \$4,292.25 | \$2,851.80 | \$2,144.67 | \$1,716.90 | \$1,222.20 | \$1,076.70 | \$977.76 | \$855.54 | \$611.10 | \$535.44 | \$407.40 | \$325.92 | \$162.96 |

## San đrmmisto (Ul)romitr|SFGatecom

## AUTOMOTIVE DOLLAR VOLUME PORTFOLIO AGREEMENTS

- A signed annual Dollar Volume Portfolio Agreement is required to earn the DVC Portfolio Rates presented.
- DVC Advertisers may elect to upgrade to a higher DVC spending level at any time. The new agreement rate applies to insertions going forward from the date of the upgrade.
- All San Francisco Chronicle Auto spending contributes to fulfillment.
- Performance is evaluated on net spending amounts.
- DVC agreement advertisers may use their corresponding DVC agreement rates to run ROP display ads.
- DVC agreement advertisers can place zone advertising using the 13 consecutive week rate.
- Zone frequency program rules apply when DVC agreement holders place zone ads.
- Minimum size for an Auto display ad is the Classified Section is 42 lines. The minimum size for auto display ads running in any other section or products is 1/8-page.
- Color charge is $\$ 850$ per ad. Double-truck color charge is $\$ 1,785$. Color charges are not discounted.
- All color advertising is subject to availability.
- Retail rates apply for ads placed in Chronicle Magazine and Comics.
- Weekend Package Rates apply to $1 / 8$-page display or larger.


## San đramisto (Ul)romitr|SFGatecom

## AUTOMOTIVE DOLLAR VOLUME PORTFOLIO BLENDED I CLASSIFIED

Blended

| Net Annual Commitment |  | Page | $1 / 2$ Page | $1 / 3$ Page | $1 / 4$ Page | $1 / 5$ Page | 1/7 Page | 1/8 Page | $1 / 9$ Page | 1/10 Page | 1/14 Page | 1/16 Page | 1/21 Page | 1/25 Page | 1/50 Page |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Open | DAILY | \$32,718.70 | \$16,033.25 | \$10,652.60 | \$8,011.19 | \$6,413.30 | \$4,565.40 | \$4,021.90 | \$3,652.32 | \$3,195.78 | \$2,282.70 | \$2,000.08 | \$1,521.80 | \$1,217.44 | \$608.72 |
| Open | SUNDAY | \$35,999.60 | \$17,641.00 | \$11,720.80 | \$8,814.52 | \$7,056.40 | \$5,023.20 | \$4,425.20 | \$4,018.56 | \$3,516.24 | \$2,511.60 | \$2,200.64 | \$1,674.40 | \$1,339.52 | \$669.76 |
| 300,000 | D\&S | \$13,906.20 | \$6,814.50 | \$4,527.60 | \$3,404.94 | \$2,725.80 | \$1,940.40 | \$1,709.40 | \$1,552.32 | \$1,358.28 | \$970.20 | \$850.08 | \$646.80 | \$517.44 | \$258.72 |
| 400,000 | D\&S | \$12,100.20 | \$5,929.50 | \$3,939.60 | \$2,962.74 | \$2,371.80 | \$1,688.40 | \$1,487.40 | \$1,350.72 | \$1,181.88 | \$844.20 | \$739.68 | \$562.80 | \$450.24 | \$225.12 |
| 500,000 | D\&S | \$11,859.40 | \$5,811.50 | \$3,861.20 | \$2,903.78 | \$2,324.60 | \$1,654.80 | \$1,457.80 | \$1,323.84 | \$1,158.36 | \$827.40 | \$724.96 | \$551.60 | \$441.28 | \$220.64 |
| 600,000 | D\&S | \$11,137.00 | \$5,457.50 | \$3,626.00 | \$2,726.90 | \$2,183.00 | \$1,554.00 | \$1,369.00 | \$1,243.20 | \$1,087.80 | \$777.00 | \$680.80 | \$518.00 | \$414.40 | \$207.20 |
| 750,000 | D\&S | \$10,896.20 | \$5,339.50 | \$3,547.60 | \$2,667.94 | \$2,135.80 | \$1,520.40 | \$1,339.40 | \$1,216.32 | \$1,064.28 | \$760.20 | \$666.08 | \$506.80 | \$405.44 | \$202.72 |
| 875,000 | D\&S | \$10,625.30 | \$5,206.75 | \$3,459.40 | \$2,601.61 | \$2,082.70 | \$1,482.60 | \$1,306.10 | \$1,186.08 | \$1,037.82 | \$741.30 | \$649.52 | \$494.20 | \$395.36 | \$197.68 |
| 1,000,000 | D\&S | \$10,384.50 | \$5,088.75 | \$3,381.00 | \$2,542.65 | \$2,035.50 | \$1,449.00 | \$1,276.50 | \$1,159.20 | \$1,014.30 | \$724.50 | \$634.80 | \$483.00 | \$386.40 | \$193.20 |
| 1,250,000 | D\&S | \$10,203.90 | \$5,000.25 | \$3,322.20 | \$2,498.43 | \$2,000.10 | \$1,423.80 | \$1,254.30 | \$1,139.04 | \$996.66 | \$711.90 | \$623.76 | \$474.60 | \$379.68 | \$189.84 |
| 1,500,000 | D\&S | \$9,993.20 | \$4,897.00 | \$3,253.60 | \$2,446.84 | \$1,958.80 | \$1,394.40 | \$1,228.40 | \$1,115.52 | \$976.08 | \$697.20 | \$610.88 | \$464.80 | \$371.84 | \$185.92 |
| 1,750,000 | D\&S | \$9,601.90 | \$4,705.25 | \$3,126.20 | \$2,351.03 | \$1,882.10 | \$1,339.80 | \$1,180.30 | \$1,071.84 | \$937.86 | \$669.90 | \$586.96 | \$446.60 | \$357.28 | \$178.64 |
| 2,000,000 | D\&S | \$8,608.60 | \$4,218.50 | \$2,802.80 | \$2,107.82 | \$1,687.40 | \$1,201.20 | \$1,058.20 | \$960.96 | \$840.84 | \$600.60 | \$526.24 | \$400.40 | \$320.32 | \$160.16 |
| 2,250,000 | D\&S | \$8,397.90 | \$4,115.25 | \$2,734.20 | \$2,056.23 | \$1,646.10 | \$1,171.80 | \$1,032.30 | \$937.44 | \$820.26 | \$585.90 | \$513.36 | \$390.60 | \$312.48 | \$156.24 |
| 2,500,000 | D\&S | \$8,187.20 | \$4,012.00 | \$2,665.60 | \$2,004.64 | \$1,604.80 | \$1,142.40 | \$1,006.40 | \$913.92 | \$799.68 | \$571.20 | \$500.48 | \$380.80 | \$304.64 | \$152.32 |

## San đramristo Cllronitl| SFGatecom

## AUTOMOTIVE DOLLAR VOLUME PORTFOLIO AGREEMENTS - BLENDED

- A signed annual Dollar Volume Portfolio Agreement is required to earn the DVC Portfolio Rates presented.
- No discounts apply to these agreement rates.
- DVC Advertisers may elect to upgrade to a higher DVC spending level at any time. The new agreement rate applies to insertions going forward from the date of the upgrade.
- All San Francisco Chronicle Auto spending contributes to fulfillment.
- Performance is evaluated on net spending amounts.
- DVC agreement advertisers may use their corresponding DVC agreement rates to run ROP display ads.
- DVC agreement advertisers can place zone advertising using the 13 week consecutive rate.
- Zone frequency program rules apply when DVC agreement holders place zone ads.
- Minimum size for an Auto display ad is the Classified Section is 42 lines. The minimum size for auto display ads running in any other section or products is 1/8-page.
- Color charge is $\$ 850$ per ad. Double-truck color charge is $\$ 1,785$. Color charges are not discounted.
- All color advertising is subject to availability.
- Retail rates apply for ads placed in Chronicle Magazine and Comics.
- Weekend Package Rates apply to $1 / 8$-page display or larger.


## San đramisto Cllronitl| SFGatecom

## FULL-RUN I WEEKEND PACKAGE (FRI.-SUN.)

| Frequency | $1 / 4$ page | $1 / 2$ page | Full-page |
| :--- | ---: | ---: | ---: |
| 13 consecutive weeks | $\$ 7,934$ | $\$ 13,800$ | $\$ 24,000$ |
| 26 consecutive weeks | $\$ 7,380$ | $\$ 12,834$ | $\$ 22,320$ |
| 52 consecutive weeks | $\$ 6,862$ | $\$ 11,936$ | $\$ 20,758$ |

## FULL-RUN I 1x SUNDAY

| Frequency | $1 / 4$ page | $1 / 2$ page | Full-page |
| :--- | ---: | ---: | ---: |
| 13 consecutive weeks | $\$ 4,761$ | $\$ 8,280$ | $\$ 14,400$ |
| 26 consecutive weeks | $\$ 4,428$ | $\$ 7,700$ | $\$ 13,392$ |
| 52 consecutive weeks | $\$ 4,118$ | $\$ 7,161$ | $\$ 12,455$ |

FULL-RUN I 1x DAILY

| Frequency | $1 / 4$ page | $1 / 2$ page | Full-page |
| :--- | ---: | ---: | ---: |
| 13 consecutive weeks | $\$ 3,967$ | $\$ 6,900$ | $\$ 12,000$ |
| 26 consecutive weeks | $\$ 3,690$ | $\$ 6,417$ | $\$ 11,160$ |
| 52 consecutive weeks | $\$ 3,431$ | $\$ 5,968$ | $\$ 10,379$ |

## FULL-RUN

| Daily Readership | 971,000 |
| :--- | ---: |
| Daily Circulation | 385,590 |

* Full-run frequency agreements apply to single dealer location

Source: ABC audit for 12 months ended September 30, 2006
Scarborough Research, July 2007
Your Audience Delivered.

## San dramisto (Ul)romitr|SFGatecom

