

HWT

June 23, 2011

Dear Newsagent,

Home Delivery Fee Review

We have completed our review of VANA's submission requesting an increase in home delivery fees as well as several other requests regarding publisher remuneration for newsagency services relating to the distribution of our products.

HWT is pleased to advise you of its following decisions;

1. HWT authorizes a home delivery fee increase of approximately 5% across all days of the week, effective from Monday, July 4, 2011. However, due to rounding to whole cent amounts, the amount of the increase for some days is less than 5% whilst for others it is slightly more. The increase will apply to all *Herald Sun*, *The Australian* and *Weekly Times* subscriptions, whether paid to the newsagent or directly to us, whether discounted or not and whether existing or new. The new delivery fee schedule and its comparison with the previous schedule is shown below;

Deliveries	1	2	3	4	5	6	7
Previous \$	0.28	0.48	0.67	0.79	0.91	1.03	1.14
New \$	0.29	0.50	0.70	0.83	0.96	1.08	1.20
Change \$	0.01	0.02	0.03	0.04	0.05	0.05	0.06

The above charges are GST inclusive.

2. HWT authorizes newsagencies to charge home delivery customers a monthly fee of \$0.75 per month to help recover the cost of postage/administration. This represents an increase of \$0.15 on the amount currently authorized. The fee may only be charged where a customer is offered the option of receiving their invoice via email but elects to receive the invoice in hardcopy form. This increase is effective from July 4, 2011.

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