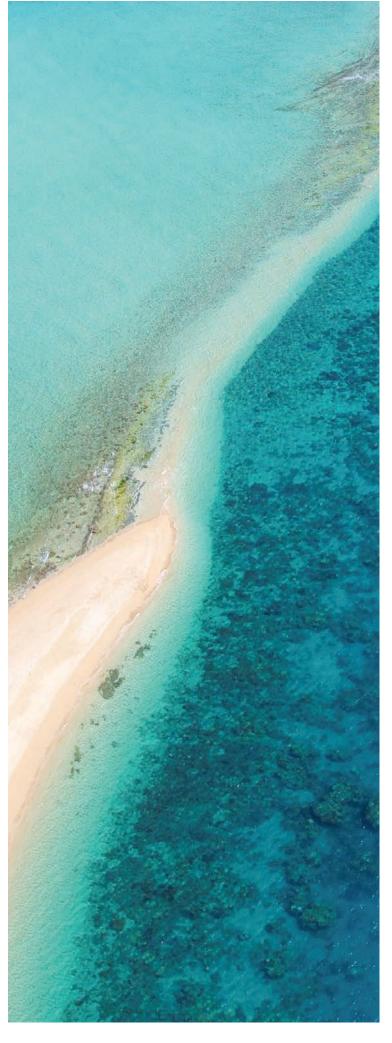
# 2023 MEDIA KIT

Marketing across print, online, social and newsletters





TrulyAus PEL-AIR AUSBIZ DE JETTENPH



TrulyAus is the inflight magazine for Rex airlines, Pel-Air Aviation and National Jet Express (NJE).

All content from the magazine can be found online at TrulyAus.com and AusBizMedia.com

TrulyAus is dedicated to sharing stories about Australian places, Australian products and businesses, and Australian people doing great things.

AusBiz. (the business magazine within TrulyAus) focuses on Australian industries, covering agriculture, mining, business, technology, finance, charity, environmental issues and education.

Pacific Inspiration is a special feature in TrulyAus, dedicated to showcasing the Pacific Islands. Its online publication is **TrulyPacific.com**.

Each year more than 3.3 million people travel on the Rex, Pel-Air and NJE networks. That's a captive audience of more than 550,000 people per issue, and our research has shown that the magazine is read at least twice, and often three times.

Our readers are some of the highest earners in Australia – decision makers, politicians, and people working in agriculture, mining and finance, with an average income of around AU\$150,000.

Rex has recently doubled its fleet and now more leisure travellers use Rex, as it services our major cities on a daily basis, and connects regional, rural and outback Australians to our busiest city hubs.

TrulyAus and AusBiz. are targeted platforms upon which to market your brand or region.

Rex has joined forces with Delta Air Lines so passengers can now connect seamlessly on Delta's daily, non-stop flights between Sydney and Los Angeles, and from there fly to nearly 50 US cities.





3.3 million passengers a year fly Rex, Pel-Air and NJE

11,000 AusBiz. subscribers

Reach 550,000 passengers per issue

Time on plane: up to two hours



Ecosystem

Reach 150,000 FIFO workers per issue

90% male, working week on, week off

Average salary of a **FIFO** worker \$150,000

NJE's nine jets fly to: Ballerina, Adelaide, Moomba, Barrow Island, Karratha, Meekatharra, Perth, Darlot, Granny Smith, Canberra, Sydney, Alice Springs, Darwin, Uluru, Hobart and Paraburdoo. The airline offers charter services mainly in Western Australia and South Australia and it also offers scheduled passengers services on behalf of QantasLink throughout the country, including Queensland, Victoria, Western Australia, Northern Territory, Sydney and Canberra.





# Rex airlines, Pel-Air Aviation and National Jet Express (NJE)

Rex airlines is Australia's largest independent regional airline, and TrulyAus is the longest continually running inflight magazine in Australia. It was formerly called True Blue.

The Rex group also owns and operates the Australian Airline Pilot Academy and has joined forces with Delta Air Lines, meaning that Rex passengers can enjoy a seamless experience travelling around Australia and then through Sydney and on to the US.

**Pel-Air Aviation** services the mining and agricultural industry, taking professionals to and from work. Many government officials and VIP travellers also use these planes for business trips across Australia.

National Jet Express (NJE) is Australia's premium FIFO network – previously called Cobham Aviation.

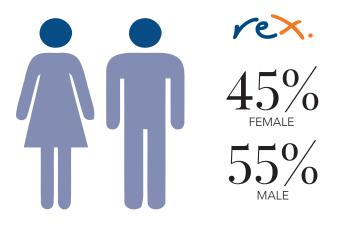


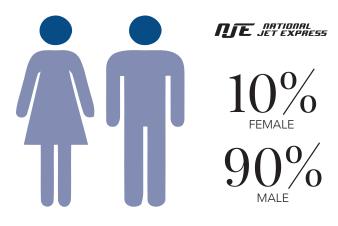


# Who flies on Rex, Pel-Air and NJE?

By having TrulyAus on three different airlines, we reach an incredible array of leisure and business travellers. They are regional and metro business professionals, regional and metro leisure travellers and the affluent, well-educated and well-travelled professionals of the mining and resources sector. Rex, Pel-Air and NJE passengers generally have income profiles well above the national average. They often fly nationally and internationally, and spend more than the average person on their lifestyle, homes and businesses.

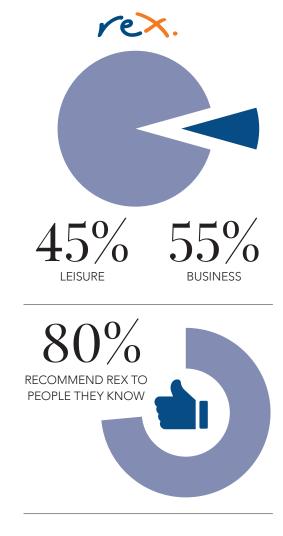
# REACH 3.3 MILLION PASSENGERS ANNUALLY







THE AVERAGE INCOME OF OUR PASSENGERS IS AROUND \$150,000 A YEAR, HOWEVER MORE THAN 20% OF OUR PASSENGERS EARN OVER \$180,000



IS THE AVERAGE AGE OF OUR PASSENGERS







# What kind of stories appear in TrulyAus and AusBiz? We are glad you asked...

#### Travel articles

Our travel features are filled with local characters and interesting history, and most importantly they are stories that inspire people to get out and about and explore Australia.

#### Stories on our First Nations people

TrulyAus supports the many Indigenous communities of Australia, covering everything from art and culture to business and education.

#### Events & Entertainment

We cover the top events from all over Australia and wrap up entertainment in all its many forms, from books to podcasts, to films and theatre.

#### Sip, Eat, Sleep

Every issue we shine a spotlight on the latest food, beverage and accommodation offerings around the country.

#### **Aussie-made Products**

Each issue we pull together some of the best new Australianmade products to share with our readers.

#### Philanthropy & Charity

We love to cover charities and not-for-profits that benefit Australian people and our precious wildlife.

#### Agribusiness ℰ Farming

Our producer and agribusiness stories reveal insights into the many industries that keep this country ticking.

#### Business, Finance & Tech

Covering news in business, finance and technology, we keep our readers well-informed on the latest trends and issues.

#### Mining & Resources

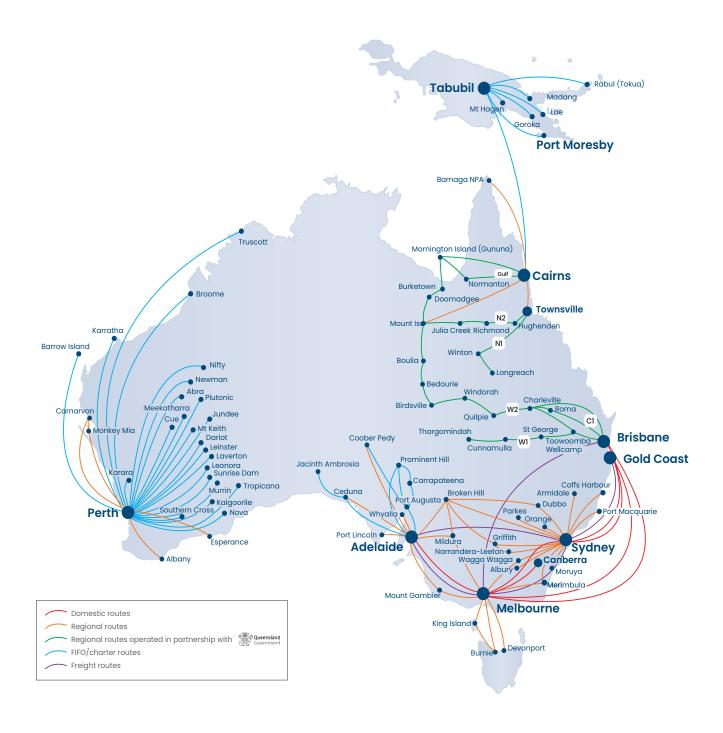
We cover important stories from the resources sector, revolving around issues, people, innovations and events that affect us all.

#### Education

We cover innovation in education, students and institutions doing something out of the ordinary, and news and views from some of the country's top minds.



### WHERE OUR PASSENGERS ARE FLYING



#### **Members of the Rex Group**







#### EXAMPLE EDM



# **Truly**Aus

# DIGITAL MARKETING

As well as our print reach, you can target a highly engaged audience of Aussie travellers through TrulyAus.com, social media and newsletters.

TrulyAus has a highly engaged audience of Rex, NJE and Pel-Air passengers and other travellers available for direct, targeted marketing.

We reach 50,000+ followers across Facebook and Instagram, our TrulyAus newsletter reaches 580,000 subscribers, and we have around 100,000 visitors a month to TrulyAus.com.

Our fortnightly newsletters include a mix of travel features, podcasts, giveaways and Rex flight deals.

We create digital native content with cut-through, allowing businesses and tourism bodies to land smack bang in the inboxes of business and leisure travellers across Australia.

#### **KEY FIGURES**

580,000 100,000+ subscribers web visitors to TrulyAus newsletter to TrulyAus.com every month 50,000 followers open rate is our average on newsletters on Facebook and Instagram 3.3 MILLION passengers on Rex, Pel-Air and NJE airlines annually

Packages with additional exposure across TrulyAus.com and our range of social channels can be customised to maximise value for money. Many of our clients choose a mix of print, online coverage, inclusion in our newsletters, and social media posts and/or video to amplify their message. We also create podcasts for tourism bodies, which can include local businesses.

To discuss rates and possible inclusions in a package, please get in touch.

# **Truly**Aus

# NEWSLETTER TO REX PASSENGERS



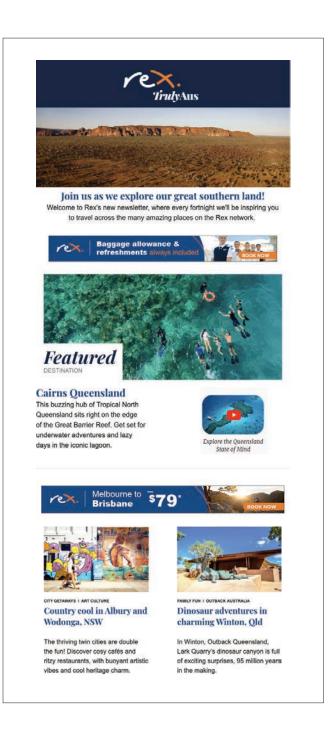
Our TrulyAus newsletters reach more than 580,000 readers every fortnight.

# Land straight in our readers' inboxes

Our TrulyAus eDMs bring the best of Australia to our 580,000 subscribers.

Whether we're covering breathtakingly beautiful towns, quintessentially country regions, or great things to do and see in Australian cities, we always strive to create highly engaging, rich content that resonates with our passengers and readers.

Our team can create content from scratch, or be guided by our clients. After the content has appeared in our newsletters, it can then be placed online at TrulyAus.com and we utilise social media to offer further exposure.



What does it cost to get involved?

Size	1 newsletter	3 newsletters	6 newsletters
Standard story	\$3,500	\$3,000	\$2,500
Hero story	\$7,000	\$5,000	\$4,000
Advertisement & story	\$10,000	\$8,000	\$6,000







AusBiz. is a highly engaging business magazine that is targeted at the passengers onboard Rex, Pel-Air and NJE. It can also be found online at AusBizMedia.com, and on Instagram (@ausbizmedia)

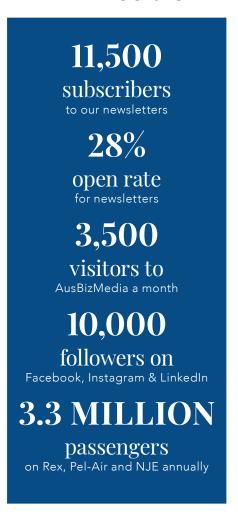
From mining and agribusiness, to philanthropy, small business, infrastructure, property and technology, the magazine and website bring together news, stories, reports and investigative features that inspire and inform our passengers.

All content is then shared across Facebook, Instagram and LinkedIn in our highly targeted newsletters.





#### **KEY FIGURES**







Articles in AusBiz. span a diverse range of industries, and all articles are written by top journalists, reporters and writers with interesting and informative opinions. AusBizMedia.com is the online content portal.

#### **NEWS & VIEWS**

In this section we cover issues and news in bite-sized chunks that give our passengers insight into what's happening in metro, regional, rural and outback Australia.

#### **BUSINESS & AGRIBUSINESS**

We cover small business, charities, philanthropy and agribusiness in a section that delves behind the scenes and looks at what makes particular businesses tick. We interview people who have made a success of their business, and those still on their way up.

#### MINING & RESOURCES

In this section we have lengthy news pieces, interviews, issues, and hardhitting investigative features that look into this mammoth industry that is largely responsible for fuelling Australia's growth.

#### PEOPLE & PRODUCERS

The difference between ordinary produce and great produce lies with the people who create it. Whether it's macadamia nut farming, the breeding of highland cattle or the managing of a vineyard for Pinot Noir, we like to hear and tell the stories of Aussies doing great things.

#### FINANCE & INVESTMENT

From tips on tax, to places ripe for investment, and what's happening with the banks of Australia, our writers have their fingers on the pulse – and many interesting tales to tell.

#### **EDUCATION**

No matter what sector is in the spotlight, education is key. And for families in far-flung Australia, or for FIFO parents, where their children are educated is crucial to the family staying connected.









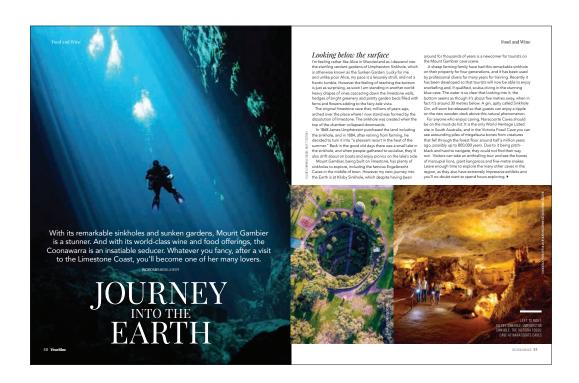




# WORKING TOGETHER ON AUTHENTIC CONTENT

Word of your region or brand can reach more than 550,000 people through our bi-monthly TrulyAus magazine (which is on all Rex, Pel-Air and NJE planes as well as in Rex lounges in Sydney, Melbourne and Adelaide). We also reach more than 600,000 people online at TrulyAus.com and AusBizMedia.com, and through social and newsletters.

We pride ourselves on producing highly creative media collaborations, and on the following pages are some recent examples. We work closely with all of our clients to ensure that the content is authentic and has genuine cut-through. We also work with all kinds of budgets to achieve our clients' goals. No project is too big or too small.





# CASE STUDY 1: THE LIMESTONE COAST

This stunning collaboration included a four-page feature on Mount Gambier and the Coonawarra, supported by The Limestone Coast and *True Blue*. It reached more than 330,000 people. The article was supported by social media on Facebook and Instagram, reaching an additional 55,000 followers. The feature was also supported by a double-page spread advertisement, created by the team at Publishing ByChelle, and an online feature that was included in our popular TrulyAus newsletters.









#### CASE STUDY 2: KANGAROO ISLAND

We ran a four-page feature article in True Blue, with a one-page editorial piece on Kangaroo Island's new airport and tourism facilities. We included social media, reaching more than 50,000 followers on Facebook and Instagram, and ran the story online. Our features remain on TrulyAus.com permanently.











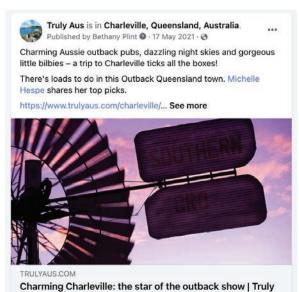






For camping and 4WD enthusiasts. Charleville should be at the top of your hit list. There are so many great spots to set up camp, go fishing, sleep under the stars and get up close with native wildlife.

Check out our recent story about Charleville on TrulyAus.com for all our top picks



## **CASE STUDY 3: MURWEH SHIRE** COUNCIL & CHARLEVILLE

True Blue and Murweh Shire Council teamed up to promote the Outback Queensland town of Charleville and surrounds. We utilised the front cover of True Blue and created a dynamic, eye-catching design based upon an outback windmill. We ran a four-page feature with a full-page advertisement with a strong CTA. Included was a feature online at Truly Aus and we guided our readers to the story via 55k+ followers on social media. We also distributed the magazines in Visitor Information Centres across Australia, and the campaign reached more than 500,000 people.

COVER **STAR** For Charleville, we utlised the front cover of True Blue, a feature, social and online content.







#### CASE STUDY: PAPUA NEW GUINEA

This stunning collaboration included a five-page feature in the Oct/Nov 2022 issue of True Blue on the top 47 things to do in Papua New Guinea. It was supported by Papua New Guinea Tourism Promotion Authority, and the campaign reached more than 330,000 people. The feature was also supported by a single-page advertisement and a feature on TrulyPacific.com.



# **Truly**Aus

# TRULY AUSSIE MADE

Aussie Made is a platform that gives some of our country's most creative, innovative producers the chance to be discovered. We and our readers believe that buying Australian products supports local communities and Australian businesses.

We feature products online at trulyaus.com/aussie-made and also showcase products to more than 9,700 followers on Instagram. We run giveaways to further promote products and ensure that brands are receiving the recognition they deserve. We usually receive more than 2,000 entries and can also talk to your company about data acquistion for your own newsletters.

For your chance to be featured on Aussie Made, please get in touch.

#### Truly Aussie Made

Australian designers, brands and creators as unique as the places they come from



#### Featured Designer

This month's featured Australian designer is Mim Cole, a Gulumoerrgin/Larrakia, Wardaman, Karajarri and mixed-race artist from Darwin.

Mim's recent collaboration with Catherine Manuell Design is part of The Aboriginal Women Artists Project and supports the Indigenous art code - maintaining standards in ethical trade for Indigenous art and artists.















#### Woohoo Body Crew

Woohoo All Natural Deodorants are the best thing that will ever happen to your armpits. They're the healthy, toxin-free that will keep you fresh all day long.

Tell me more



Inspired by the rugged landscapes and natural wonders of Western Australia, The Kimberley Collection by Nina's Jewellery is crafted from Australian gold and Australian Argyle pink and champagne diamonds.

Tell me more



Introducing the world's first recycled hammock. Each double hammock saves 37. plastic bottles from ending up in landfill. With plenty of colours to choose from, you'll be the coolest kid at camp.

Tell me more

# 100,000

## visitors

to TrulyAus.com every month

10,000

**NEW visitors** 

to trulyaus.com every month

580,000

subscribers to the TrulvAus newsletter

28%+

open rate for our fortnightly newsletter

10,000+

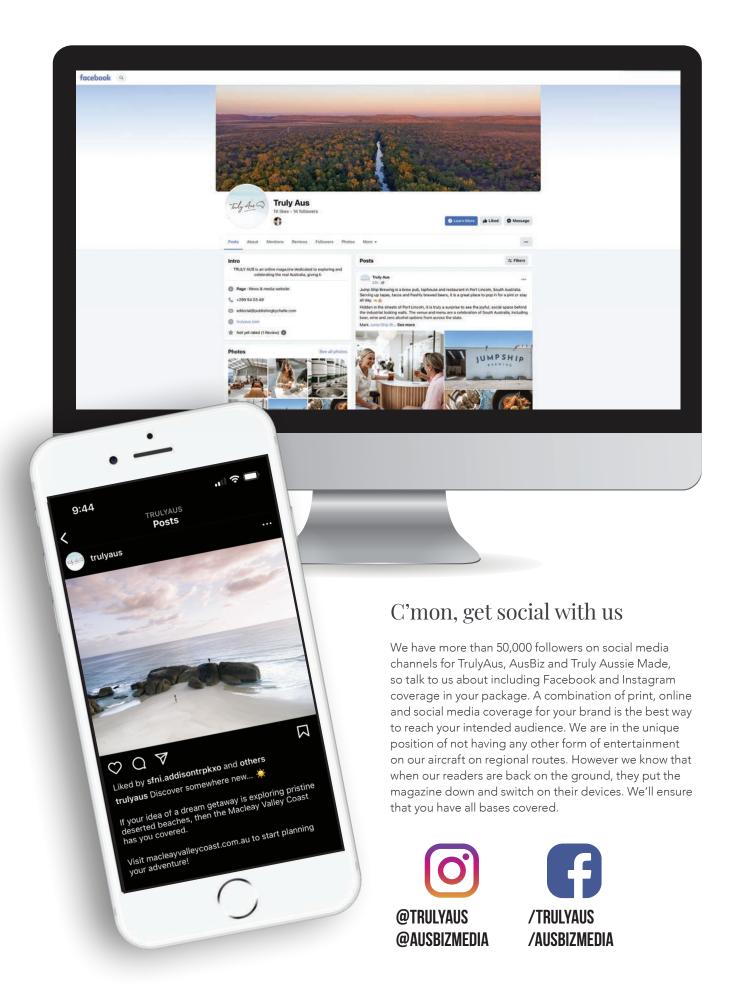
followers on Instagram













# RATES, PACKAGES & DEADLINES

We offer a mix of print, online, social, podcasts and newsletters, so talk to us about your budget and we can make it work. Here are guidelines for print, digital and newsletters. We can build other elements such as social and podcasts into a package.

# Each issue of TrulyAus is on planes for two months, so your content will reach around 500,000 passengers.

What does it cost to feature in TrulyAus?

Size	1 Issue	3 issues	6 issues	Ad production
Double-page spread	\$9,000 (per issue)	\$7,000	\$6,000	\$800
Full page	\$6,000 (per issue)	\$4,500	\$4,000	\$450
Half page	\$2,500 (per issue)	\$2,200	\$2,000	\$250
Quarter page	\$1,500 (per issue)	\$1,200	\$1,000	\$150
Front cover	POA	N/A	N/A	N/A
Inside front cover	\$6,000 (per issue)	\$5,000	\$4,000	\$450
Inside back cover	\$5,500 (per issue)	\$4,500	\$3,500	\$450
Outside back cover	\$10,000 (per issue)	\$8,000	\$6,000	\$450

Digital	1 month	2 months	3 months	Ad creation
Online ad:	\$1,500	\$2,500	\$3,000	\$200

Newsletters	Standard story	Hero story	Ad and story	Artwork
580,000 readers	\$3,500	\$7,000	\$10,000	\$200

#### 2023/2024 Deadline Dates

Issue date	Booking deadline	Magazines on board
June/July 2023	May 19	June 5
Aug/Sept 2023	July 21	August 4
Oct/Nov 2023	September 20	October 5
Dec/Jan 2023/2024	November 21	December 5, 2023
Feb/March 2024	January 19	February 5, 2024
April/May 2024	March 19	April 5, 2024





### MOVING FORWARD ... DIMENSIONS & SPECIFICATIONS

For your print content, here's what we need from you. Or feel free to reach out and our tech-savvy and highly creative team can put your content together for you. We can also add QR codes to advertisements so that views are trackable.

We look forward to working with you, and putting your brand, company or destination in front of millions of Australians.

#### Format Guide

Publication size: 273mm x 210mm

Bleed:

5mm all around

Type area:

250mm x 180mm

Note: We recommend all copy used in your advertisement sits within these dimensions to allow for best readability and avoid being lost in the gutters of

the magazine.

File type:

High resolution, print-ready PDF

Resolution:

300dpi minimum at 100% size

Colour:

CMYK only – RGB and Pantone colours will

be converted in-house to CMYK and may cause unexpected colour variations.

Printer marks:

Trim marks ON

Send ads to:

publisher@trulyaus.com

Supply:

Artwork can be sent via email to:

publisher@trulyaus.com

#### Full bleed width 220mm



Ad type	Ad size	Bleed size
Double-page spread (DPS)	273mm H x 420mm W	283mm H x 430mm W
Full page	273mm H x 210mm W	283mm H x 220mm W
Half page horizontal	123mm H x 183mm W	n/a
Half page vertical	253mm H x 89.5mm W	n/a
Quarter page	123mm H x 89.5mm W	n/a





