| | ADVERTISE | MENT BOOKING |
|--|----------------------------------|---------------------------------------|
| PICK A PACKAGE See reverse for advert descriptions Prices exclude VAT @ 20% Gold (£129) Silver (£89) Bronze (£49) EXTRA: online video* (£40) Advert copy (inc. images): Attached Emailed To follow Repeat | Star rating: Beds (e.g. sleep | Evening meal by arrangement. Cots |
| Business Name: | Contact Name: | |
| Address: Daytime Tel: Web: Email: | | |
| PAYMENT (please add VAT @ 20%) | | CARD DETAILS |
| AMOUNT: £ | | Card type (e.g. Mastercard, Visa) |
| Cheque (payable to The Shetland Times Ltd) | | Name on card: |
| P.O | | Card number: |
| Cash | | Expiry date: |
| Card | | 3 digit security number: |
| or charge to ledger account no | | or telephone us on 01595 693622 Date |
| If emailing, send to: m.robertson@shetlandtimes.co.uk or j.henry@shetlandtimes.co.uk Post to: Shetland Visitor, Shetland Times Ltd., Gremista, Lerwick, Shetland, ZE1 0PX Telephone 01595 693622 for more details | | |
| If in future you would like to receive information and sales material by email ONLY, tick here | | |
| Print-ready artwork supplied on disc or by email should be in PDF or JPG format. Please ensure that all fonts are embedded and that the correct dimensions are used. | | |
| *Video clip will appear in a window occupied by an image on your hard copy advert. Videos are to be supplied by you and should be no larger than 40mb. | | |

FINAL DATE FOR ADVERTISING INSTRUCTIONS 14TH SEPTEMBER 2012

Designed and printed by Shetland Litho, Gremista, Lerwick. Tel. 01595 742000

Shetland FORM SOURCE ACCOMMODATION



Dear accommodation provider,

Following on from last year's very successful launch of the full *Shetland Visitor* magazine "flip" version online (over 250,000 page views), and using end-user feedback and research, further evolution of the magazine is now taking place to ensure we keep pace with the ever-changing tourism market and how we serve it. We intend to make the magazine even more user-friendly by producing as an A5 size, perfect bound publication, with the online version offering even more opportunities for reaching customers (see offers overleaf).

The Shetland Visitor, published by The Shetland Times Ltd for 23 years, has developed over that time to become the default marketing tool for reaching summer visitors, as well as the many locals who use it throughout the year. It is also the default publication for use by

Promote Shetland through trade fair and website requests meaning circulation has increased, giving you an unbeatable advertising opportunity. *Shetland Visitor* is, simply, the best outlet for you to reach the crucial tourist and local markets.

Published in autumn, the magazine is available and current to all visitors and potential visitors, including those who travel during off-peak times and to events such as the music festivals and Up-Helly-A' celebrations.

So not only does *Shetland Visitor* catch visitors while they are here (not to mention the local population), it also reaches a much broader audience previsit, helping them to plan their Shetland experience before arriving.

As always, the free distribution magazine is printed in full colour throughout on gloss art paper and all

advertisers receive free copies for their customers.

For ease, this year we are offering three simple packages for accommodation listings – gold, silver or bronze. Details of these packages, costs etc are included in this leaflet.

We will give you a call soon to discuss your requirements but in the meantime, if you wish to advertise, please complete the advertisement order form (see back) and return to us by 14th September 2012.

For any further information, or if you have any queries, please contact us.

Yours faithfully,

Jenny Henry Michelle Robertson Marketing and Sales

Promote YOUR Report Report

magazine

Real value for money exposure

Magazine distributed throughout Shetland and beyond

Online advert included with every package

In print, online, we cover it all

Shetland Visitor 2013 with enhanced marketing opportunities

All accommodation listings appear in both the magazine and online at www.shetland.org in order of priority, with gold first, then silver and bronze. Advertisers are also included in the digital "flip" version online at www.shetlandtimes.co.uk

GOLD PACKAGE

What you get...

The prime gold package provides you with the best opportunity to reach your customers in both print and online at www.shetland.org and will include:

Magazine listing as below:

- Your property image
- Up to 50 words of descriptive text
- Full contact details
- Prices
- Star ratings and symbols where applicable
- Inclusion in digital "flip" version (including live links)

Web listing as below and expanded view as shown here (not actual size):

- Thumbnail image on search results
- Larger image on property view
- Carousel of 12 images
- 30 word introduction (shown on search results)
- 300 word overview
- Full list of symbols
- Directions
- Map
- Contact form

MAGAZINE LISTING GOLD

CENTRAL Valley B&B

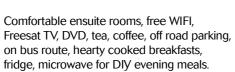
Gott, Tingwall, ZE2 9SE

Accommodation enquiry form

ONLV 29.00FOR MINI **WEBSITE AND** LARGE ADVERT

★★★ B&B





Price: Single from £33; Double from £28 per person; Twin from £28 per person; Family room from £28 per person; Family rates available

Contact: Pat Peterson

A warm welcome awaits you.

T: 01595 840403 or 07786 495174 E: valleybandb@live.co.uk

W: www.vallevbandb.co.uk

WEB LISTING GOLD

Sleeps 5



East Biggins

Papa Stour, Shetland, ZE2 9PW Holiday cottage situated on the Island of Papa Stour. Close to rich wildlife, beautiful views and breathtaking walks exploring the coastline. Available for long weekends or short weeks by arrangement.





EXPANDED WEB LISTING GOLD

East Biggins



intoliday cottage situated on the Island of Papa Stour. Clo wildlife, beautiful views and breathsaking walks explorin coasiline. Available for long weekends or short weeks by

Jan Add To Enquiry Form







committee of the west Shristand coastline. The lake of Foula can be seen in the distance. There is plenty of widdlife including others, seels, birds and rich flora. The house is surrounded by fields with sheep and hedded porties nearly. There are many makin with Papa Your's 21 miles of rappedly beautiful coastline to opinion with zero, citifs and beaches.

The Island was designated a site of scientific interest in 1975 and the sea around it is a manner or area. First populated in 3000KC, it has traces of perforants man with Noolible shedlings, chambered and storar age burnt reported, and is therefore of great interest to activities logists. Middle own Age is represented by Mickie and Period relegan which can be favored view close to Scott Bigglins total.

Figur Stour has 18 species of breeding sea birds including Falmars, Shaga, Galifemots, Racorbills, Pattins and many room. The blastid also has many seals and otters, and there are frequent sightings of harbour populsors and Africe shades.

- 2 bedrooms core twin and one double with a single for plus one) upstain
- TV/DVD/Sky

From West Sumpfirth: Mor. Wed. Fit and Sat at 0900 hours.

Pri. Sat and Sun at 1900 hours Wed at 1300 hour

From Page Stour: Mon, Wed, Fill and Sat at: 1000 hours

Wed at 1575 hour

Felephone Island Ferry Bookings: 01957 722259

Air Service:

From Page Scool: Tuesday 0520 hours and 1620 hours.

Telephone Island Air Service Bookings: 01555-840248



WEB LISTING SILVER

CENTRAL MAINLAND

What you get...

The silver package provides you with good marketing space in both print and online at www.shetland.org and will include:

Magazine listing as below:

- Your property image
- Up to 50 words of descriptive text
- Full contact details
- Prices
- Star ratings and symbols where applicable
- Inclusion in digital "flip" version (including live links)

Web listing and expanded view as shown here (not actual size):

- Thumbnail image on search results
- 30 word overview (on expanded view only)
- Full list of symbols
- Directions
- Map
- Contact form
- Accommodation enquiry form

MAGAZINE LISTING SILVER

CENTRAL Sunnybrae Self Catering



Rooms: 2 Bedrooms, Sleeps 4/5 Contact: lovce Smith • T: 01595 859289 • F: invcesmith289@aol.com

SILVER PACKAGE

Windward

EXPANDED WEB LISTING SILVER

Add To Enquiry Form

Bed and Breakfast

Windward Prices - from £25 Per Night

Sleeps 6

Rated on Trip Advisor

VIEW MORE INFO

um right on to AB70 (po through 1 rounds) lum left easying on AKPO, follow signs for S



BRONZE PACKAGE

What you get...

The bronze package is the basic but still provides you with good space in both print and online at www.shetland.org and will include:

Magazine listing as below:

- Property location and name
- Full contact details
- Star ratings and symbols where applicable
- Inclusion in digital "flip" version (including live links)

Basic web listing as shown here (not actual size):

- Property location and name
- Full contact details
- Star ratings and symbols where applicable
- Accommodation enquiry form

LERWICK Christine's Place 6 Charlotte Street, Lerwick T: 01595 694526 • E: jc.tonge@lineone.net

MAGAZINE LISTING BRONZE

WEB LISTING BRONZE

The Booth

The Booth

Trondra, Scalloway, ZE1 0XL

EXPANDED WEB LISTING BRONZE

Trondra, Scalloway, ZE1 0XL Accommodation Type: Self-Catering

Tel: 07887 603 927 Email: wattnext@btopenworld.com





444

Sleeps 8

Sleeps 8