

E+ enforcement of 18 month vs 12 month / or lump sum billing option after go live in production (Mon 28 August 2023):

For new accounts entered in E+

1. Any 18 months books (AK, AKW, DN, WK, BOP, SNL) will enforce 18 months or Lumpsum depending on the spend ($\$8 * 18$), GST exc.
2. Other books (BM, NN, IN, MN, WR, TNK, WG, WC) will enforce 12 months or Lumpsum depending on the spend ($\$8 * 12$), GST exc.

For existing accounts making changes in E+

1. For customers that are **not** in status of "Retired", "Must be Rehandled" or "Proposed":
 - AK, AKW, DN, WK, BOP, SNL (Non R/M/P) – Will be changed to either 18 Months or Lump depending on spend.
 - Any change to any item in an 18 months books will enforce 18 months or Lumpsum depending on the spend ($\$8 * 18$), GST exc.
 - BM, NN, IN, MN, WR, TNK, WG, WC (Non R/M/P) - Will be changed to either 12 Months or Lump depending on spend. These books will be changed at some point from 12 months to 18 months with MBIE approval.
 - Any change to any item in an 12 months book will enforce 12 months or Lumpsum depending on the spend ($\$8 * 12$), GST exc.
 - Any change you do, will require to close the contract. The enforcer works on Contract Close and will trigger the enforcer whenever you close the contract.
 - CH, CHW, TU, WN, WNW, HB, NL, COR, GS – Will not be touched but will be changed to either 18 or Lumpsum after PCP – This will be extra step during post PCP process.
2. For customers with status of "Retired", "Must be Rehandled" or "Proposed":
 - Retired customers will not be changed.
 - For M & P status customers: Some changes in the item will trigger access to the rate table to obtain the latest rate. This includes change of heading, change of udac, discounts.
 - As soon as you update the discount, the rate is then taken from the rate table and gets updated in the Item.
 - The rate on the AO will represent as Monthly value if item is above the \$8 per month threshold. E+ will show the full rate.
 - To update billing instalments to monthly, will have to be made manually by Business Support to the product in E+.
 - If you select change of listing the item is pointing to – This change does not trigger rate change.
 - If no changes are made to customers in Must be Rehandled or Proposed status, customers will retain whatever billing instalment option has already been selected.

- Nothing will be enforced if an AO is requested again or any change in any customer entity has been triggered.

Summary Tables

CH, CHW, TU, WN, WNW, HB, NL, COR, GS	E+ Status (Retired, Must Be Rehandled, Proposed)		E+ Status (Assigned)	
	Customer makes Changes	Customer has No Change	Customer makes Changes	Customer has No Change
Lump Sum	Retain existing billing option unless Business Support manually changes in E+	Retain existing billing option unless Business Support manually changes in E+	Any option can be selected (Except 18 Months) . Care / Sales specify to Business Support	Retain Lump Sum
3 Month				Retain 3 Month
6 Month				Retain 6 Month
10 Month				Retain 10 Month
12 Month				Retain 12 Month

BM, NN, IN, MN, WR, TNK, WG, WC	E+ Status (Retired, Must Be Rehandled, Proposed)		E+ Status (Assigned)	
	Customer makes Changes	Customer has No Change	Customer makes Changes	Customer has No Change
Lump Sum	Retain existing billing option unless Business Support manually changes in E+	Retain existing billing option unless Business Support manually changes in E+	Only 12 Monthly or Lump Sum option can be selected. Care / Sales specify to Business Support	Lump or 12 Months depending on spend (\$8 *12)
3 Month				
6 Month				
10 Month				
12 Month				

AK, AKW, DN, WK, BOP, SNL	E+ Status (Retired, Must Be Rehandled, Proposed)		E+ Status (Assigned)	
	Customer makes Changes	Customer has No Change	Customer makes Changes	Customer has No Change
Lump Sum	Retain existing billing option unless Business Support manually changes in E+	Retain existing billing option unless Business Support manually changes in E+	Only 18 Monthly or Lump Sum option can be selected. Care / Sales specify to Business Support	Lump or 18 Months depending on spend (\$8 *18)
3 Month				
6 Month				
10 Month				
12 Month				

See next page for Advertising Order and Content Brief examples:

Auckland Advertising Order example

Monthly 18 month book:



Order Form

Please note this is NOT a Tax Invoice

Date Printed 25/08/23

Page 1 of 1

Customer Details

Customer Id: 100726827
 Customer Name: SOUTHERN SALVAGE 1997 LTD
 Trading Name: Southern Salvage (1997) Ltd

Total Monthly Price (exclusive of GST)	\$138.90
GST	\$20.83
Total Monthly Price (inclusive of GST)	\$159.73

AUCKLAND

Expected Delivery Date: 12-Apr-2024
 Minimum Period & Billing Term: Eighteen Monthly Instalments

Publication Details	Monthly Price (ex GST)	Billing No	Billing Name	Item Description	Item No
AUCKLAND 2024 YELLOW PAGES SECTION					
CAR TRANSPORTERS					
Southern Salvage Call Free.....0800 256 256 <i>See Our Advertisement On Page 998</i>	Free			Anchor Line	008
*-Display Ad-No. 7752597/01	\$83.34	051 1787880	SOUTHERN SALVAGE 199	Promo 1/4Column WKO	007
TRANSPORT OPERATORS					
Southern Salvage Call Free.....0800 256 256 <i>See Our Advertisement On Page 998</i>	Free			Anchor Line	006
*-Display Ad-No. 7745004/00	\$55.56	051 1787880	SOUTHERN SALVAGE 199	Promo 1/4Column WKO	005
SECTION TOTAL (Excluding GST)	\$138.90				

All of Yellow NZ Limited's services are subject to our Terms of Business (<https://yellow.co.nz/terms>) together with any additional terms referenced therein, as updated from time to time (the "Terms"). Please note Minimum Periods apply and are specified in this Order Form. Cancellation fees will apply if you cancel during the Minimum Period. Your contract will automatically renew each year for a further Minimum Period, unless cancelled under the Terms. By signing below or otherwise approving this order form, you are offering to purchase the services described herein, you represent that you are authorised to purchase those services, and you accept our Terms. Please note, your monthly invoice on any print product may be slightly lower than the monthly rate quoted due to rounding.

Name: Signature:
 Position: Date:

IMPORTANT: Auckland book publication term is 18 months ("Minimum Period")

Lump Sum 18 month book:



Order Form

Please note this is NOT a Tax Invoice

Date Printed 25/08/23

Page 1 of 1

Customer Details

Customer Id: 100726827
 Customer Name: SOUTHERN SALVAGE 1997 LTD
 Trading Name: Southern Salvage (1997) Ltd

Total Price (exclusive of GST)	\$2500.00
GST	\$375.00
Total Price (inclusive of GST)	\$2875.00

AUCKLAND

Expected Delivery Date: 12-Apr-2024
 Billing Term: One Instalment for Publication Minimum Period

Publication Details	Price (ex GST)	Billing No	Billing Name	Item Description	Item No
AUCKLAND 2024 YELLOW PAGES SECTION					
CAR TRANSPORTERS					
Southern Salvage Call Free.....0800 256 256 <i>See Our Advertisement On Page 998</i>	Free			Anchor Line	008
*-Display Ad-No. 7752597/01	\$1500.00	051 1787880	SOUTHERN SALVAGE 199	Promo 1/4Column WKO	007
TRANSPORT OPERATORS					
Southern Salvage Call Free.....0800 256 256 <i>See Our Advertisement On Page 998</i>	Free			Anchor Line	006
*-Display Ad-No. 7745004/00	\$1000.00	051 1787880	SOUTHERN SALVAGE 199	Promo 1/4Column WKO	005
SECTION TOTAL (Excluding GST)	\$2500.00				

Northland Advertising Order example

Monthly 12 month book:



Order Form

Please note this is NOT a Tax Invoice

Date Printed 25/08/23

Page 1 of 1

Customer Details

Customer Id: 100726827
 Customer Name: SOUTHERN SALVAGE 1997 LTD
 Trading Name: Southern Salvage (1997) Ltd

Total Monthly Price (exclusive of GST)	\$111.92
GST	\$16.78
Total Monthly Price (inclusive of GST)	\$128.70

NORTHLAND

Expected Delivery Date: 24-Nov-2023
 Minimum Period & Billing Term: Twelve Monthly Instalments

Publication Details	Monthly Price (ex GST)	Billing No	Billing Name	Item Description	Item No
NORTHLAND 2023/24 YELLOW PAGES SECTION					
PLUMBERS					
Arundel Towing Unit 6 50 Dakota Cre Wigrm Christchurch.....03 365 3100 <i>See Our Advertisement On Page 9998</i>	Free			Anchor Line	002
*-Display Ad-No. 7752596/01	\$111.92	051 1787880	SOUTHERN SALVAGE 199	1/2 Column Advert	001
SECTION TOTAL (Excluding GST)	\$111.92				

Northland 12 month book, with 3 or 6 instalment:



Order Form

Please note this is NOT a Tax Invoice

Date Printed 25/08/23

Page 1 of 1

Customer Details

Customer Id: 100726827
 Customer Name: SOUTHERN SALVAGE 1997 LTD
 Trading Name: Southern Salvage (1997) Ltd

Total Price (exclusive of GST)	\$1343.00
GST	\$201.45
Total Price (inclusive of GST)	\$1544.45

NORTHLAND

Expected Delivery Date: 24-Nov-2023
 Billing Term: Three Instalments for Publication Minimum Period

Publication Details	Price (ex GST)	Billing No	Billing Name	Item Description	Item No
NORTHLAND 2023/24 YELLOW PAGES SECTION					
PLUMBERS					
Arundel Towing Unit 6 50 Dakota Cre Wigrm Christchurch.....03 365 3100 <i>See Our Advertisement On Page 9998</i>	Free			Anchor Line	002
*-Display Ad-No. 7752596/01	\$1343.00	051 1787880	SOUTHERN SALVAGE 199	1/2 Column Advert	001
SECTION TOTAL (Excluding GST)	\$1343.00				