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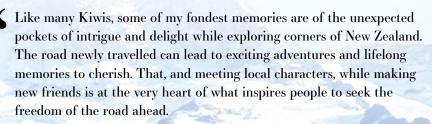
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At MCD, we're privileged to deliver content that captures the essence of this increasingly popular lifestyle to our highly-engaged audience.

### Lisa Potter Associate publisher & MCD editor



## **WELCOME**

The much-loved and respected *Motorhomes, Caravans & Destinations* magazine, along with its website nzmcd.co.nz and social platforms, has been part of showcasing New Zealand and the joy of experiencing it (whether by caravan, motorhome, or camping) for almost two decades.

It's a particular privilege to play a role in celebrating every corner of this glorious landscape, and we're committed to inspiring and educating around every aspect of RV travel and camping and, of course, to showcasing the many businesses and brands involved in this space.

*MCD* also brings a long and familiar legacy of housing its popular Buy & Sell platform, where visitors can find dedicated vehicles and accessories to purchase. At the heart of the brand is a rich archive of independent tests and reviews on motorhomes and caravans, serving as a unique library of useful content for anyone looking to purchase their first (or second) recreational vehicle. The *MCD* website is also home to an inspiring collection of Destination articles, showcasing major cities as well as lesser-known spots and packed with ideas to ensure lifelong memories while on the road.

*MCD* is proudly owned and published by Machinery Media — a dedicated family business and an independent New Zealand publisher, which also owns *Farm Trader*.

First published in 2005, *MCD* is a well-established resource for motorhome and caravan-friendly travel, reviews, and advice. We are a tried, tested, and trusted resource for RV, motorhome, and caravan enthusiasts and travellers, and through our bi-monthly magazine and newsletter, plus our website and social media, consistently deliver authentic and unique content around motorhoming, caravanning, and places to travel within these shores.

We test and review vehicles, explore destinations both well-known and off-the-beatentrack, and showcase how Kiwis can embrace the freedom and comfort of travelling by motorhome, RV, and caravan.

As well as up-to-the-minute technical and practical advice from the industry's leading experts, we also delve into the world of renovation and reviews, finance, and camp-friendly food and drinks ideas, along with featuring inspiring stories of Kiwis who are out travelling our beautiful country and living their dream.

We look forward to working with you on this shared journey to promote the delights and excitement of life on the road.

# **AUDIENCE**

Motorhomes, Caravans & Destinations delivers a qualified audience of RV enthusiasts with over 123,000 audience touchpoints per month through print, digital, and social channels.









### **PRINT** (per issue)

- **READERSHIP** 84,000 people read Motorhomes. Caravans & Destinations (average issue)
- 7 out of 10 MCD readers are heavy magazine readers (4+ per week)
- Time spent reading for primary readers is 95.6 minutes per issue

### **WEBSITE** (3-MONTH AVERAGE)

• Website visits: 21,000

• Time spent: 01:49 mins

### **E-NEWSLETTER** (3-month average)

#### On-sale eDM

• Reach: 8700 subscribers

• Open rate: 49% (industry average 30.5%)

Click rate: 11%

### Marketplace eDM

Reach: 4000

• Open rate: 71% (industry average 30.5%)

• Click rate: 19% (industry average 7.1%)

### SOCIAL (3-month)

• Reach: 11,000

• Followers: 9500

Audience touchpoints have been calculated using the Magazine Publishers

Association (NZ) Magazine 360 methodology. Print: Nielsen CMI Readership Survey (Q2 2023–Q1 2024)

Website: April-June 2024, Similarweb

Social: Facebook and Instagram March-May 2023 average

E-newsletter: Mailchimp April-July 2024 average

## **OUR READER**

MCD readers are RV and travel enthusiasts who love to explore New Zealand's beautiful destinations and all they offer. They are engaged, social, and financially well-off and like to be out and about.

### **OUR READERS ARE:**





### **OUR READERS ARE ENGAGED\***

The primary reader spends
 95.6 minutes reading per issue



## OUR READERS ARE ASSET RICH & FINANCIALLY SAVVY

- 67% own their own home
- 33% have investments
- 67% pay off their credit cards monthly
- 22% have shares
- **19%** have investment property



Male **55%** Female **45%** 

### Average age is 56 years old

- 66% are 50–75+ years old
- The largest segment of MCD readers (35%) are 60–74 years old



47% North20% Central32% South Island



#### **MCD READERS LOVE MAGAZINES\***

- **75,000** readers per issue
- **41%** primary readers
- 7 out of 10 MCD readers are heavy magazine readers (4+ per week)



## OWNING OR UPGRADING IS IN OUR READERS PLANS#

 55% of owners/planners are considering a purchase or an upgrade in the next two years



### PURCHASE & UPGRADE CONSIDERATION#

- Spend on average 9.2 months researching options
- 41% of current owners are likely to trade
- Planning to spend an average of \$98,500



# 80% OF *MCD* READERS OWN OR INTEND TO BUY A MOTORHOME OR CARAVAN IN THE NEXT 2 YEARS#

- 42% Own a motorhome or caravan
- **34%** Not currently, but planning to buy
- **20%** Don't own, and not planning to buy



## OUR READERS LOVE TO DINE AND HAVE A TIPPLE

 Our readers are social, go out and about, and like to cook and experiment



#### **OUR READERS GET OUT & ABOUT**

- MCD readers like to travel and experience different destinations and activities
- MCD readers like to be active and in the outdoors

Source:

Nielsen CMI Readership Survey (Q1 2020 – Q4 2020), Nielsen CMI Readership Survey (Q3 2020 – Q2 2021) and Nielsen CMI Readership Survey (Q1 2022 – Q4 2022)

# **READER FOCUS – FOOD & DRINK**

*MCD* offers the perfect target audience if your business involves food, drink, and hospitality. Our readers are social, love to get out and about, and like to experiment with food and cooking.









### OUR READERS LOVE TO DINE AND HAVE A TIPPLE

### In the last month

**53%** had wine with a meal (54% more likely than population)

**43%** had been to a licensed restaurant (24% more likely than population)

**Over 65%** had gone to a café, bought takeaways, and cooked a meal from scratch

**Over 45%** had tried a new recipe, been to brunch/coffee with friends, dabbled in some home baking, and entertained friends and relatives at home.

### **Consumption of alcohol**

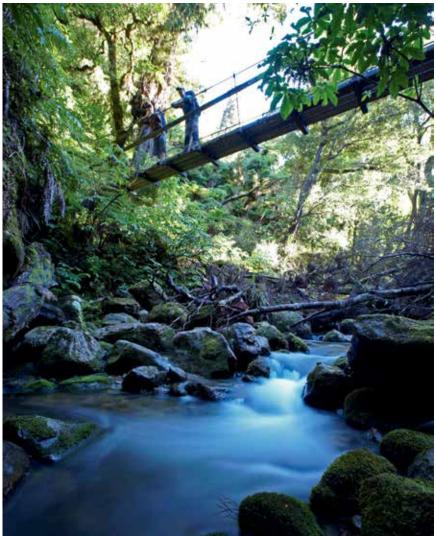
*MCD* readers like a tipple with 77.8% (8% higher than the population) having consumed alcohol in the last month.

- Wine -56.2% (12% more likely than the population)
- Beer-52.7% (10% more likely than the population)
- $\mathbf{Spirits} 49.9\%$  (15% more likely than the population)
- Not so keen on RTDs

Source: Nielsen CMI Readership Survey (Q1 2020 – Q4 2020) Nielsen CMI Readership Survey (Q2 2020 – Q1 2021)

# READER FOCUS – TRAVEL

*MCD* readers like to travel and experience different destinations and activities. 82% are looking to go on holiday in the next 12 months.









### OUR READERS ARE ADVENTUROUS. THEY LOVE TO GET OUT AND ABOUT.\*

**48%** like holidays off the beaten track (24% more likely than the population)

**26%** went away for the weekend (33% more likely than the NZ Population)

**42%** prefer to take holidays in NZ rather than going overseas (24% more likely than the population)

**28%** took short breaks in NZ (65% more likely than the population)

**8%** went to or hired a bach (21% more likely than the population)

Source: Nielsen CMI Readership Survey (Q1 2020 – Q4 2020) \* MCD reader activities in the last month

# READER FOCUS – ACTIVITIES

*MCD* readers like to be active, social, and connect with family and friends. In the last month *MCD* readers have participated in the following activities:









**60%** gardened (37% more likely than the population)

65% went for a walk

**53%** have cooked or baked (11% more likely than the population)

**58%** read a book (15% more likely than the population)

**16%** fixed cars, bikes, and other vehicles (85% more likely than the population)

**45%** entertained friends or relatives at home (32% more likely than the population)

Source: Nielsen CMI Readership Survey (Q1 2020 – Q4 2020)

\*MCD reader activities in the last month
NZ Population 15+

# READER FOCUS – OUTDOOR INTERESTS

MCD readers like to spend time in the outdoors and are interested in a range of sports and activities









**38%** are interested in camping (70% more likely than the population)

**37%** are interested in fishing (103% more likely than the population)

**37%** are interested in walking (19% more likely than the population)

**29%** are interested in tramping (71% more likely than the population)

**21%** are interested in car racing (73% more likely than the population)

**24%** are interested in cycling and biking (38% more likely than the population)

**12%** are interested in mountain bikes (40% more likely than the population)

Source: Nielsen CMI Readership Survey (Q1 2020 – Q4 2020) NZ Population 15+

# READER FOCUS – DIY/RENOVATIONS

MCD readers are house proud and are always looking for new ideas and inspiration









29% have engaged in home renovations or decorating in the last month (50% more likely than the population)

**58%** like fixing things around the house (26% more likely than the population)

**57%** consider the way their house looks to be very important to them (6% more likely than the population)

**66%** think their garden is as important as any other room in the house (26% more likely than the population)

Source: Nielsen CMI Readership Survey (Q1 2020 – Q4 2020) NZ Population 15+

# INFORMATION SOURCES

*MCD* readers are an engaged audience and consume content from top-ranked audience touchpoints—magazine, digital, and social media













## MCD READERS ARE INFO HUNGRY

#### MOST READ SECTIONS:

70% Travel articles59% Motorhome reviews27% Latest technology

**25%** How-to articles

24% Caravan reviews

### READERS WOULD LIKE TO SEE MORE OF:

61% Travel features56% Technology/gadgets55% User reviews

**50%** Maintenance

# TOP 3 SOURCES OF INFORMATION WHEN RESEARCHING RVs

**69%** Magazine **62%** RV shows **59%** Online

Source: #MCD Reader Survey December 2018

# PRINT DISTRIBUTION

MCD magazine is ranked #1 in the RV, Travel & Tourism category in retail, and outsells its closest rival by close to 3:1 in supermarkets







### MOTORHOMES, CARAVANS & DESTINATIONS READERSHIP — **84,000**°

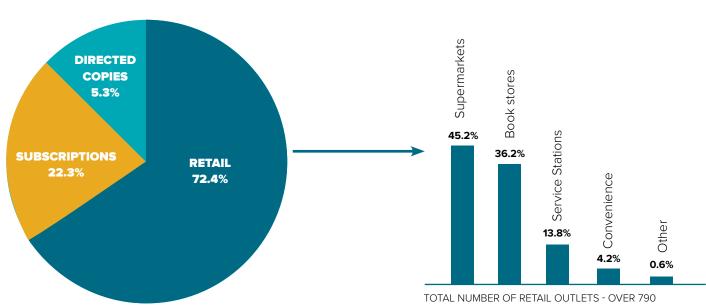
 $\begin{array}{c} 5000 \\ \text{Copies} \end{array}$ 

**SALES BY RETAIL OUTLET** 

DISTRIBUTION bi-monthly

RETAIL PRICE \$10.95

### **CHANNEL BREAKDOWN**



#### **SUPERMARKETS**<sup>+</sup>

- All RV magazines fall into the Travel & Tourism category.
- Travel & Tourism competitive set —
   Motorhomes, Caravans & Destinations
   (MCD), RV Travel Lifestyle, Lonely Planet,
   National GEO Traveller and Vacations &
   Travel.
- MCD is currently ranked #1 in the RV, travel & tourism category, holding 50% of the total dollar share\*

Source

\*Nielsen CMI Readership Survey (Q2 2023–Q1 2024)

†Nielsen CMI Readership Survey (Q1 2020 – Q4 2020)

# DIGITAL & SOCIAL AUDIENCE

Motorhomes, Caravans & Destinations delivers an engaged audience of RV enthusiasts with 39,200 audience touchpoints per month through MCD digital and social channels



Source:

Audience touchpoints have been calculated using the Magazine Publishers Association (NZ) Magazine 360 methodology.

Print: Nielsen CMI Readership Survey (Q2 2023—Q1 2024)

Website: April—June 2024, Similanweib

Social: Facebook and Instagram April—July 2024 E-newsletter: Mailchimp April—July 2024

## NZMCD.CO.NZ

nzmcd.co.nz provides a pre-qualified audience who are serious about motorhoming. Browsers actively seek out this website, especially in the active buying consideration process.

### **NZMCD.CO.NZ STATS**

TOTAL WEBSITE VISITS: 64,500

**MONTHLY VISITS:** 21,500

PAGES/VISIT: 2.02 TIME SPENT: 1:49 mins

### THE NZMCD.CO.NZ WEBSITE

- MCD attracts a pre-qualified audience by providing relevant content through its print, website, e-newsletter, and social channels
- nzmcd.co.nz is the only standalone RV website that provides relevant content and a buy/sell market place
- MCD introduced a 'Dealer Listing of the Day' through its Facebook page, helping advertisers better connect with potential buyers.



## **E-NEWSLETTERS**

Our e-newsletters reach thousands of print subscribers and other followers

# THE ON-SALE E-NEWSLETTER STATS

**SENT:** once a month

**REACH:** 8700

**OPEN RATE:** 49% (industry average 30.5%) **CLICK RATE:** 11% (industry average 7.1%)

### THE E-NEWSLETTER

- Sent to our whole audience on the bi-monthly magazine on-sale date
- Print subscribers and eDM subscribers each receive their own version of the e-newsletter
- Specialty eDMs are occasionally sent e.g. digital show guides, upcoming shows, wheel estate digital editions, etc.
- Additional advertising space available



# THE MARKETPLACE E-NEWSLETTER STATS

**SENT:** once per month

**REACH:** 4000

**OPEN RATE:** 71% (industry average 30.5%) **CLICK RATE:** 19% (industry average 7.1%)

### THE MARKETPLACE E-NEWSLETTER

- Sent to a targeted segment of our audience
- Features the latest RV listings and selected reviews
- Additional advertising space available





# PRINT RATE CARD

Motorhomes, Caravans & Destinations is the perfect magazine to reach a highly engaged audience. To discuss your business advertising requirements, contact MCD editor, Lisa Potter, at editor@nzmcd.co.nz or email advertisings@nzmcd.co.nz.

	EDITORIAL SECTION  Your ad will appear in the editorial pages (story content), providing a less cluttered environment			<b>DEALER SECTION</b> Your ad will appear in the dealer section among other dealer ads (no editorial content)		
PRINT MAG	1 ISSUE	3 ISSUES (cost per issue)	6 ISSUES (cost per issue)	1 ISSUE	3 ISSUES (cost per issue)	6 ISSUES (cost per issue)
Double Page Spread (DPS)	\$3000	\$2500	\$2200	\$2000	\$1800	\$1600
Full Page (FP)	\$1800	\$1500	\$1200	\$1000	\$850	\$700
Half Page (HP)	\$900	\$800	\$700	\$600	\$550	\$500
Quarter Page (QP)	\$700	\$600	\$500	\$500	\$450	\$400

<sup>\*</sup> Premium spots (ISFC, ISBC, OSBC) are subject to an additional 15%



DIRECTORY	1 ISSUE	3 ISSUES (cost per issue)	6 ISSUES (cost per issue)
Directory ad 60x80mm	\$250	\$225	\$200

Rates are per issue and subject to change. Effective from 01/07/2024. All rates are in NZ dollars and exclude GST

# DIGITAL RATE CARD

Motorhomes, Caravans & Destinations is the perfect magazine to reach a highly engaged digital audience. To discuss your business advertising requirements, contact the MCD editor, Lisa Potter, at editor@nzmcd.co.nz or email advertisings@nzmcd.co.nz.







<sup>\*</sup> All pricing in NZ\$ and ex GST

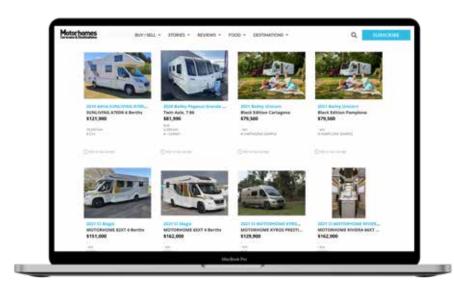
NZMCD.CO.NZ	COST PER CPM
Billboard (970 x 250px)	\$100
Leaderboard (728 x 90px)	\$50
MREC (300 x 250px)	\$50
Double MREC (300 x 600px)	\$50
Mobile banner (300 x 50px)	\$50

Mobile Builler (300 x 30px)	Ψ30
DIGITAL MAGAZINE	EDITORIAL & DEALER SECTIONS
Double Page Spread	
Full Page	
Half Page horizontal	
Half Page vertical	All print advertising will appear in the MCD digital edition as added value
Quarter Page Vertical	
Quarter Page Horizontal	
1/8 page	
Video Advertisement	\$300
Design/artwork	\$45 per hour
E-NEWSLETTER ON-SALE**	PER MAIL OUT
Banner Ad (728 x 150px)	\$275
MREC (300 x 250px)	\$275
Video MREC (300 x 250px)	\$350
Feature Review (On-Sale)	\$450
E-NEWSLETTER MARKETPLACE**	PER MAIL OUT
MREC (300 x 250px)	\$150
Feature Review (Marketplace)	\$250

<sup>\*\*</sup> Must be in conjunction with other *MCD* advertising Terms & Conditions apply. Rates are per issue and subject to change. Effective from 01/07/2024.

# MCD DEALER YARD PRINT & DIGITAL RATE CARD

Harness *MCD*'s digital Dealer marketplace and list your vehicles on nzmcd.co.nz website in the *MCD* Dealer Yard. Optional print listing upgrade with banner. To discuss your business advertising requirements contact *MCD* editor, Lisa Potter, at editor@nzmcd.co.nz or email advertisings@nzmcd.co.nz.



	MCL	D DEAL	ER YAR	D PRIN	IT PAC	KAGE		
	1	2	3	4	5	6	7	8
# of listings	0–5	6–10	11–15	16–20	21–25	26–30	31–35	36+
Costs per month	\$60	\$110	\$150	\$190	\$220	\$250	\$270	\$290



PRINT LISTING UPGRADE	COST PER ISSUE
Cost per listing	\$93.50
Half page (4 listings) + supporting banner	\$375
Full page (8 listings) + supporting banner	\$750

All print listings must also be listed on nzmcd.co.nz



# *MCD* has developed a Feature Review Package that allows brands to leverage *MCD* review content

All reviews are published in print and the website

### FEATURE REVIEW PACKAGE

An exciting opportunity to be promoted as the 'Feature Review'. This includes:

- A feature in the *MCD* e-newsletter (with supporting advertisement from the dealer)
- Boosted social media post

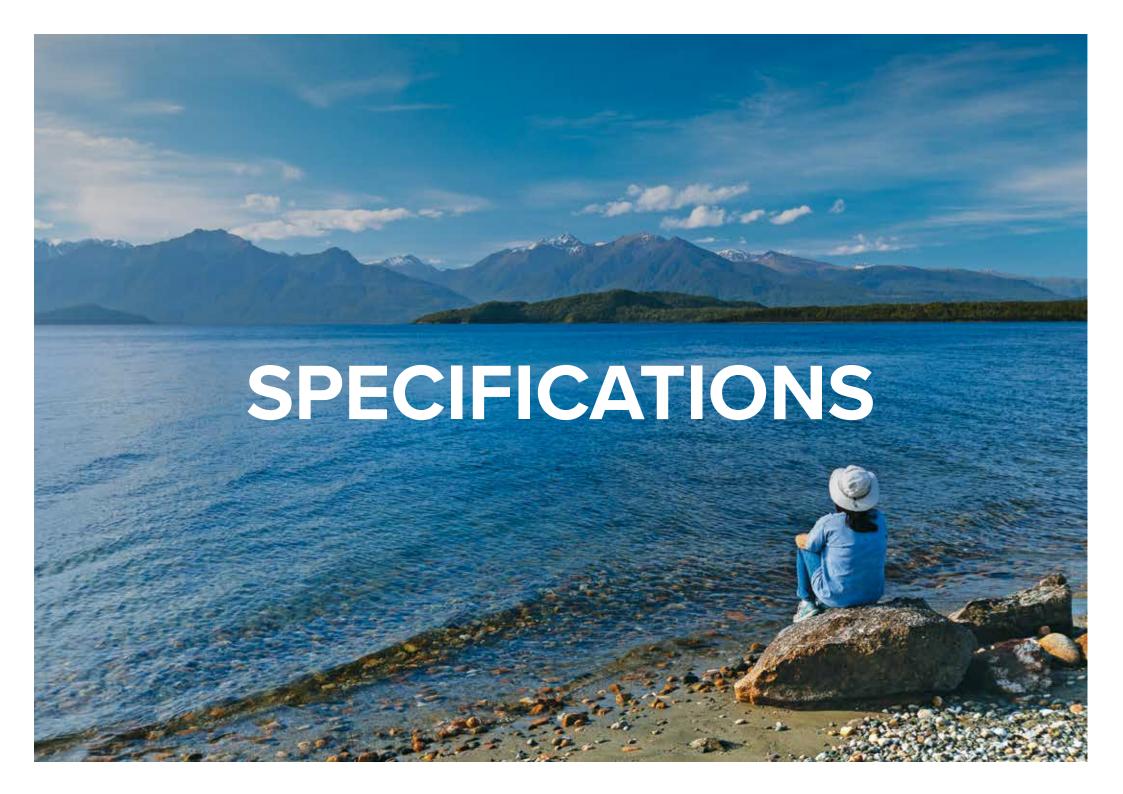
Cost per Feature Review: \$450 (excluding GST)

### FEATURED REVIEWS DRIVE RESULTS

*MCD* reviews are one of the most valuable placements advertisers can be associated with:

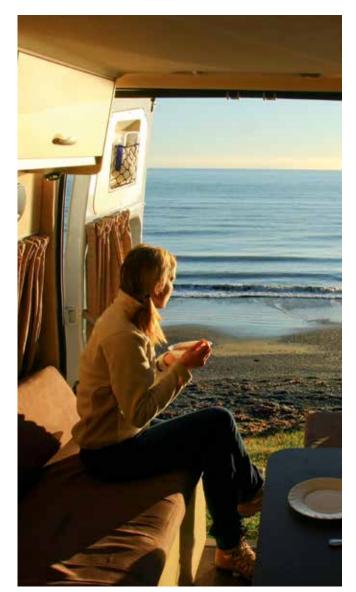
- Reviews perform in the top range for both pageviews and read time for all editorial content on the *MCD* website
- A boosted social post for the vehicle listing associated with the review can increase listing views by up to 14x
- Supporting the feature review with additional e-newsletter advertising can drive up to 34% higher brand engagement





# PRINT SPECIFICATIONS & DIMENSIONS

All files must be supplied CMYK. For sizes that cannot have bleed, please use the TYPE AREA for the ad size.



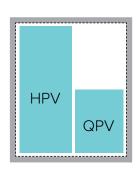
ADVERT SIZES (mm)	TYPE AREA	TRIM	BLEED
Double-page spread (DPS)*	w390 x h264	w420 x h297	w430 x h307
Full page (FP)	w180 x h264	w210 x h297	w220 x h307
Half-page horizontal (HPH)	w180 x h130	w210 x h145	w220 x h155
Half-page vertical (HPV)	w88 x h264	w102 x h297	w112 x h307
Quarter-page vertical (QPV)	w88 x h130		
Quarter-page horizontal (QPH)	w180 x h63	*Please allow a 30mm gutte	r in centre of spread

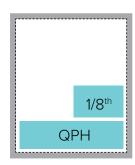
DIRECTORY	
Directory vertical ad	w60 x h80

DEALER YARD BANNERS	
Banner for half page of listings	w173 x h19
Banner for full page of listings	w173 x h30
Dealer yard photo	w36 x h39.5









# DIMENSIONS - DIGITAL DISPLAY

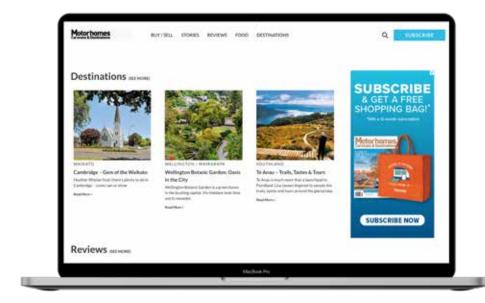
Advertise on our desktop and mobile site to reach our audience. Multiple options available.

### **DESKTOP**

### **MOBILE**

### **DOUBLE MREC**

300 x 600px



### **BILLBOARD**

970 x 250px

### MREC (MEDIUM RECTANGLE)

300 x 250px

### **LEADERBOARD**

728 x 90px



### MREC (MEDIUM RECTANGLE)

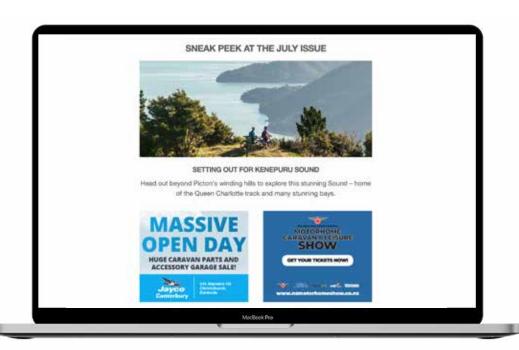
300 x 250px

**MOBILE** 300 x 50px

MOTORHOMES CARAVANS AND DESTINATONS 2024 | 23

## DIMENSIONS – EDM

Advertise in our digital newsletter to reach our engaged audience of 8700 per month. Multiple options available. eDM advertising only available as part of a bundle advertising package.



### **BANNER**

728 x 150px

### MREC (MEDIUM RECTANGLE)

300 x 250px

- Can be static or short looping GIFs.
- Add a button or CTA for best results.
- Only available as part of a bundle advertising package.

# MCD 2024-2025 ADVERTISING DEADLINES



Month	Issue	Advertising Booking Deadline	On-sale Date
		2024	
September	245	5 August	2 Septemebr
November	246	15 October	1 November
		2025	
January	247	10 December	6 January
March	248	18 February	10 March
May	249	15 April	5 May
July	250	17 June	4 July

The above deadlines may be subject to change.

Please note digital material deadlines may vary depending on advertiser campaign requirements.



### **MCD** DIRECTORY

Motorhomes, Caravans & Destinations directory is the perfect place to advertise your brand or product to a highly engaged niche audience who value magazine advertising. Our readers are heavy magazine users who look to MCD for new ideas and advice on RV accessories, security, parts and servicing, repairs and maintenance, destinations, and things to do around the country. The directory is positioned at the back of the magazine, next to the dealer vehicle listings.

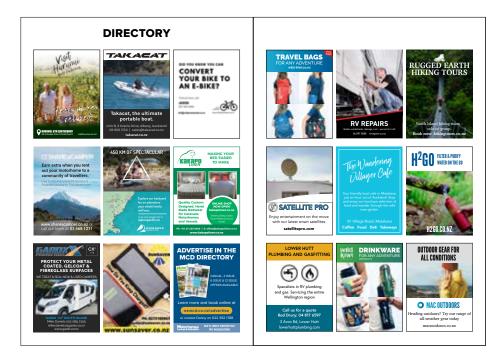
### **PRICING**

1 ISSUE	3 ISSUSES (cost per issue)	6 ISSUES (cost per issue)
\$250	\$225	\$200

All pricing is in NZD and excludes GST.

### **AD SPECS**

ADVERT	SIZES	
1/9 page	w60 x h80mm	<ul> <li>Ad should include a clear call to action – phone number, website, or other contact details.</li> <li>Due to the 1/9th ad size, copy should be clear, concise and easy to read.</li> <li>All files must be supplied CMYK and at 300 dpi.</li> </ul>



## CONTACT

To receive our intro offer and ensure your ad is in the next issue, contact us today or complete the online booking form.

Contact: Lisa Potter at editor@nzmcd.co.nz or email advertisings@nzmcd.co.nz



# LIST ON THE MCD DEALER YARD

Harness *MCD*'s digital platform and list your vehicles to an engaged and pre-qualified audience of RV buyers.

- **√** 50,000+ total impressions per month for listings on nzmzcd.co.nz
  - √ Social promotion drives up to 4.5x higher listing views
    - **✓ EDM** promotion drives up to 7x higher listing views

### SEVEN GREAT REASONS TO LIST AND SELL WITH MCD ONLINE

1

# RV-ONLY DEALER YARD

Connect with potential buyers and showcase your range of in-stock or upcoming vehicles to a highly qualified audience



2

### **COST-EFFECTIVE**

Choose a monthly fixed fee, depending on your listing package



3

#### **AUTOMATED**

Manually upload or have your listings automatically sent to MCD from your existing vehicle management system\*

\* One-off set-up fee for this feature applies. Fee depends on the data format being sent to MCD. Costs from your vehicle management system not included.



4

## PRE-QUALIFIED AUDIENCE

Vehicle search and listings are our biggest source of traffic



5

### **DIGITAL SUPPORT**

Each week, selected dealer vehicles are promoted on the MCD Facebook page, driving traffic to the listing. Selected vehicles are also featured in the Marketplace e-newsletter.



6

### **TRACKING & DEALER REPORTING**

The dealer reporting in Autoplay allows you to easily see your stock report in one place.





### PRINT LISTING UPGRADE

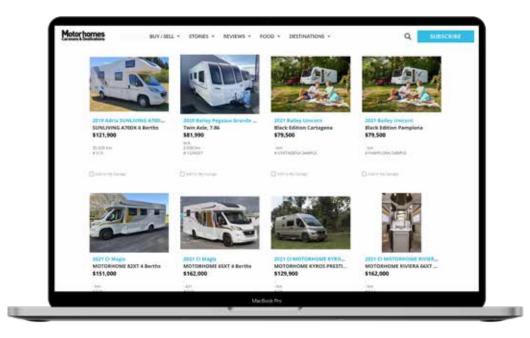
Upgrade your listing package to feature in our bi-monthly *MCD* Dealer Yard section of the print magazine. \$85 per listing, per issue (ex. GST).



## **MCD DEALER YARD PRICING**

Listing prices vary depending on the number of listings posted each month. Your listing package is able to change from month to month to accommodate availability of stock.

PACKAGE	# OF LISTINGS	TOTAL
P1	0–5	\$60
P2	6–10	\$110
P3	11–15	\$150
P4	16–20	\$190
P5	21–25	\$220
P6	26–30	\$250
P7	31–35	\$270
P8	36–40+ (Unlimited)	\$290



Automation of your RV listings is available for a one off set up fee of \$250

### PRINT LISTING UPGRADE

Amplify your presence and upgrade your *MCD* Dealer Yard package to include print listings in *Motorhomes, Caravans & Destinations* magazine. Choose from the following options: 1–3 single listings, a Half Page of listings with a supporting banner, or a Full Page of listings with a supporting banner.

All print listings must also be listed on www.nzmcd.co.nz

Fixed listing layout for all MCD Dealer Yard listings.

Complimentary banner design for bookings of half-page and full-page listings.

High-resolution logos must be supplied for ad design.



PRICING	
Per Listing	\$95
Half Page + supporting banner	\$375
Full Page + supporting banner	\$725

All pricing is in NZD and excludes GST.

BANNER SIZES		
Half Page	173 x 19mm	
Full Page	173 x 30mm	



# Motorhomes Caravans & Destinations

CONTACT THE MCD ADVERTISING SALES TEAM

EMAIL ADVERTISING@NZMCD.CO.NZ

PHONE 0800 115 910