

MEININGER'S

WINE BUSINESS INTERNATIONAL



The Magazine for the Global Wine Trade
RATE CARD 2012



The most important decisions in the international wine trade today are made from a global, rather than local or national perspective, as changes in key markets can quickly affect production, marketing and buying elsewhere.

Meininger's Wine Business International, founded in 2006, is the world's only genuinely international wine trade magazine. Developed by the Meininger publishing house, it has quickly established itself as the wine industry's premier magazine, read in more than 40 countries. It offers decision makers in the international trade an international point of view, backed up by the most important facts and figures, analyses, news, and opinion, all in a timely and lucid format.

The magazine comprehensively covers both new and emerging markets, with articles written by acknowledged experts who either live within the market they're reporting on, or who have intimate knowledge of it gained

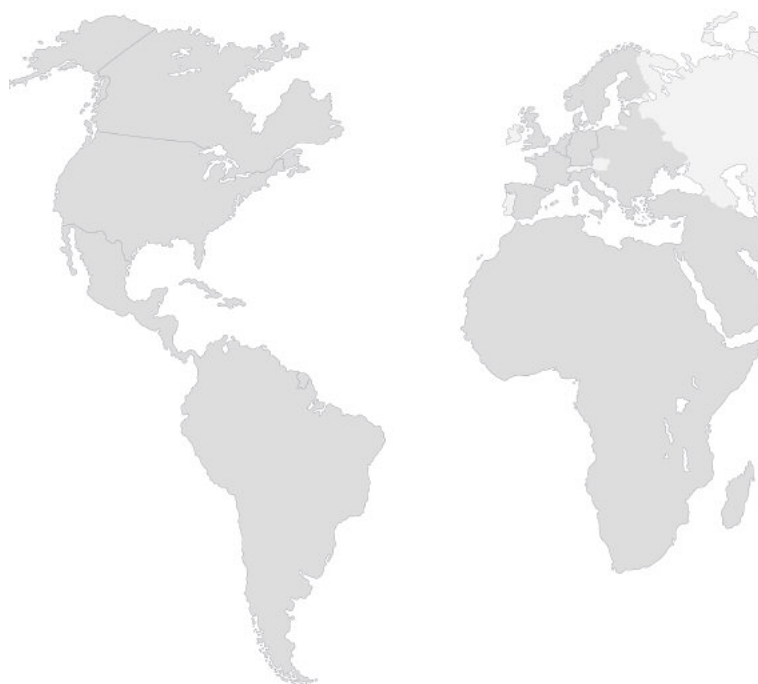
from years of experience. Altogether, we have more than 30 correspondents tracking developments in markets as diverse as China, Australia, Great Britain, Brazil and Russia, as well as smaller markets like Malaysia, Bulgaria and the Ukraine, to name a few.

This means there is no other magazine that gives you the opportunity to speak to so many influential people at once. The magazine is read by the movers and shakers in all the major markets, who have come to rely on us to know what is happening throughout the world, as we offer them key insights, patterns of export, market fluctuations and trends. Your presence in the magazine will be seen in multiple markets at once, by the people who most matter.

Meininger's Wine Business International is the only wine magazine in the world targeted at the movers and shakers of the wine trade world over.

www.wine-business-international.com

Meininger's Wine Business International is read by the most important decision makers of the global wine world: producers, merchants, importers, duty free and supermarket buyers, as well as airlines and large speciality trade groups. Readership structure:



READERSHIP – AUDIENCE			
Belgium & Luxembourg	250	Australia & New Zealand	250
France	350	South Africa	170
Germany	400	Argentina	200
Great Britain	400	Brazil	150
Hungary	150	Chile	150
Italy	300	Rest of Central and South America	200
Poland	200	Canada	250
Romania	250	USA	800
Scandinavia	250	China	100
Spain	250	Hong Kong	25
Switzerland & Austria	250	India	80
The Netherlands	200	Japan	200
Rest of Europe	450	Singapore	25
Belarus	50	Rest of Asia	250
Russia	400	Other Countries	400
Ukraine	100		
Merchants, importers, buyers			7,500
Internationally active producers			2,000
Other readers (organizations, associations, journalists, etc.)			500
Total			10,000

Publishing house: Meininger Verlag GmbH
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 67433 Neustadt
 Germany

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Internet: www.meininger.de

Publishing Frequency: bi-monthly

Subscription Price: EUR 120 per year (all countries)

Terms of Payment: Immediately. If paid in advance, deduct 2%.

Bank: Sparkasse Rhein-Haardt
 Account N°: 1 926 146, Branch Code: 546 512 40
 IBAN: DE22 5465 1240 0001 9261 46
 SWIFT-BIC: MALA DE 51 DKH

Deutsche Bank Neustadt
 Account N°: 0600916, Branch Code: 546 700 95
 IBAN: DE46 5467 0095 0060 0916 00
 SWIFT-BIC: DEUTDESM546

Terms of Business: The general terms and conditions for the publishing sector shall apply to all order processing (see respective order confirmation).

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4 Online Advertisement

Online Advertisements
 Prices in EUR, not including VAT, valid from Jan, 1st 2012

Format	Size in Pixel	Basic price (4 weeks)	additional week
Top banner	974 x 100	1,980	495
Side banner	140 x 186	1,180	295

Banner ads run for one week, beginning on Mondays.
 Each banner must run for a minimum of four weeks.

Volume discount:

5-8 weeks	3% discount
9-12 weeks	5% discount
from 13 weeks	10% discount

Up to date site data: Unique weekly visits
 (average July 2010 - June 2011): 4,000
 PI per weeks
 (average July 2010 - June 2011): 16,500
 Newsletter subscribers: 18,000

Data transfer: Send data one week before the first switch time
 by Email to Silke Geiger, Phone: +49 (0)6321
 8908-72, geiger@meininger.de

Technical information: Please send the information as a JPG or GIF.
 The maximum data size for a banner is 60 KB.

5 General Information

Discount Table No. 6, valid 01 January 2012

Colour Advertisements: 1/1 page EUR 4,850

Discount Rates: *Series discount:* *Quantity rebates:*

2 insertions = 3%	1 page = 3%
4 insertions = 5%	2 pages = 5%
6 insertions = 7%	4 pages = 10%
8 insertions = 10%	6 pages = 15%

Press run: 10,000

Magazine Format: Width 215mm x Height 285mm

Printed Area: Width 180mm x Height 245.5mm
 2 columns, each 86mm wide
 3 columns, each 56mm wide

Printing Process: Sheetfed offset, 60 screen

Bookbinding Process: Adhesive binding

Artwork: See technical details

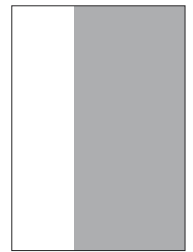
Broking Fee: 15% (incl. foreign countries)

Prices in EUR, not including VAT, valid from Jan, 1st 2012

Format	Trimmed Advertisements plus 5mm trimming of all edges width x height (mm)	Advertisement Prices in EUR
1/1 page	215.0 x 285.0	4,850
2/3 page upright	138.5 x 285.0	3,675
1/2 page upright	107.5 x 285.0	3,200
1/2 page broadside	215.0 x 142.5	3,200
1/3 page upright	76.5 x 285.0	2,500
1/3 page broadside	215.0 x 95.0	2,500
DOUBLE PAGE		
2/1 pages	430.0 x 285.0	9,700
SPECIAL PLACEMENTS		
2 nd or 4 th cover page	215.0 x 285.0	5,400
Page facing editorial	215.0 x 285.0	5,400



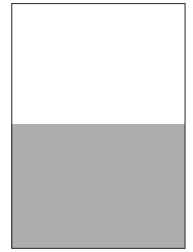
1/1 page mm
Format: W215 x H285



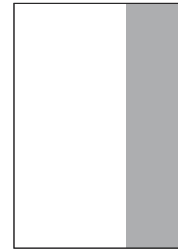
2/3 page upright mm
Format: W138.5 x H285



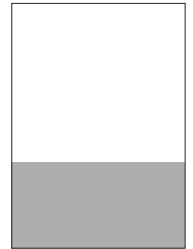
1/2 page upright mm
Format: W107.5 x H285



1/2 page broadside mm
Format: W215 x H142.5



1/3 page upright mm
Format: W76.5 x H285



1/3 page broadside mm
Format: W215 x H95

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7 Specials

If you have a more complex argument to make that won't fit neatly into a single ad, then consider one of our special supplements (dossiers). You will work closely with one of our writers, to develop a proven tool that you can reprint and use again and again at trade fairs and other events, as well as in our magazine.

Inserts incl. distribution costs	Supplements	Adhesive Inserts incl. distribution costs
up to 25g EUR 3,100	4-page EUR 4,725	DIN postcard EUR 152 per thsd.
up to 50g EUR 3,875	8-page EUR 6,025	Product samples, CDs, etc. prices on request
up to 75g EUR 4,400		

No discount on inserts, supplements and adhesive inserts

Company Profile	
4-page (Price: to be discussed)	Company Profiles are conceived after an intensive briefing with Meininger's Wine Business International. The goal is to provide our readers with a portrait of your business and your impact on the world market.

Dossier/sponsored Profile	
12-page (Price: to be discussed)	When commissioned, Meininger's Wine Business International can develop both 12 or 16 page dossiers. Following your input our staff will complete the project on your behalf. The result will be submitted to you for final approval before printing.
16-page (Price: to be discussed)	

Issue	Dates & Deadlines	What consumers drink	Regional analysis	Market structure	Who's who	Wine styles	Power lists	Trade Fair Overview 2012
1/2012	Publication date:	UK	Maipo Valley, Chile Navarre, Spain	Quebec	Chile	Moscato Torrantes	World's Top Retailers	Millésime Bio Jan 23 - 25 Montpellier, France Salon des Vins de Loire Feb 05 - 07 Angers, France BioFach Feb 15 - 18 Nuremberg, Germany Vinisud Feb 20 - 22 Montpellier, France ProWein Mar 04 - 06 Duesseldorf, Germany ViiniExpo Mar 14 - 16 Helsinki, Finland Vinitaly Mar 26 - 28 Verona, Italy Alimentaria Mar 26 - 29 Barcelona, Spain Wine & Gourmet Japan Apr 04 - 06 Tokyo, Japan Wine & Spirits Asia Apr 17 - 20 Singapore
	Feb 20, 2012							
	Advertising deadline:							
	Feb 06, 2012	ISSUE 1 FAIR GUIDE: ProWein, Vinitaly, Alimentaria, Wine & Spirits Asia						
2/2012	Publication date:	Germany	Veneto, Italy New York state, USA	Beijing India	Belgium	Natural wines	World's Top Importers / Wholesalers	
	May 05, 2012							
	Advertising deadline:							
	Apr 15, 2012	ISSUE 2 FAIR GUIDE: Barzone, LIWF, Vinexpo Asia, VieVinum						
3/2012	Publication date:	Belgium Luxembourg	Barossa Valley, Australia	Brazil	Australia	Sweet reds	World's Top Communicators	
	Jun 18, 2012							
	Advertising deadline:							
	May 15, 2012	ISSUE 3 FAIR GUIDE: Wine & Vodka						

Issue	Dates & Deadlines	What consumers drink	Regional analysis	Market structure	Who's who	Wine styles	Wine market tasting	Trade Fair Overview 2012
4/2012	Publication date:	USA	Burgundy, France Otago, New Zealand	Singapore	Bordeaux	Low alcohol trends	World's Top Wine Marketing Services	Sial Canada May 08 - 11 Montreal, Canada BARZONE May 22 - 23 Berlin, Germany LIWF May 22 - 24 London, UK Vinexpo Asia-Pacific May 29 - 31 Hong Kong VieVinum June 02 - 04 Vienna, Austria winExpo Georgia June 2012 Tbilisi, Georgia Wine & Vodka Sep 05 - 07 Sochi, Russia Cape Wine Show Sep 23 - 25 Cape Town, South Africa SIAL Paris Oct 21 - 25 Paris, France Duty Free Exhibition Oct 21 - 26 Cannes, France
	Aug 27, 2012							
	Advertising deadline:							
	Aug 08, 2012	ISSUE 4 FAIR GUIDE: Cape Wine Show, SIAL Paris, Duty Free Cannes						
5/2012	Publication date:	Russia	Languedoc, Sud de France	St Petersburg	Ontario, Canada	Prosecco evolution	Duty Free	
	Oct 22, 2012							
	Advertising deadline:							
	Oct 02, 2012							
6/2012	Publication date:	Canada	India China	Hong Kong	South Africa	Rosé trends	World's Top Brands	
	Dec 06, 2012							
	Advertising deadline:							
	Nov 15, 2012							

Printing Process: Sheetfed offset, 60 screen

Paper: Envelope: 250 g/m² wood-free, lustreless
Inside: 115 g/m² wood-free, lustreless

With light advertising motifs, it cannot be excluded that the reverse sides will show through.

Full-colour advertisement: Colours: Euroscale
Specific approval is required for special colours or shades that cannot be created by combinations of the Euroscale colours. Details on request. The publishers reserve the right to also use the four-colour scale to compose decorative colours for technical reasons. Slight tone deviations are due to the tolerance range of the offset printing process.

Artwork: Data to be supplied as a printable (300 dpi) PDF file and a binding galley proof. The settings for the PDF file can be downloaded from the www.pva.de website. If it is not possible to create a PDF file, then please supply a 300 dpi image file in the TIFF and/or uncompressed EPS format including all the fonts used. The image data should be based on the offset print standard. Area coverage should not exceed 260% in total.

Data transfer: Any work required to produce the galley proofs or for setting will be invoiced at cost. Please also take note of our conditions of business stated in the order confirmation.

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Supplements

Supplement formats: Same format as Meiningers Wine Business International, 215 x 285 mm (width x height), depending on trimming edge. In bundles, 3 mm cutting edge per sheet; same as 6 mm double page. Top trimming edge 5 mm, outer trimming edge 4 mm, foot edge max 5 mm; right-angled fold every 8 pages; head and foot flush (including each trimming edge).

Maximum width: 222 mm (incl. trimming edge)
Maximum height: 295 mm (incl. trimming edge)
Minimum width: 95 mm
Minimum height: 140 mm

Paper weight: Minimum weight: single sheets from 100 g/m²
Maximum weight: 2-8 sheets up to 200 g/m²

Inserts

Insert formats: Maximum format: 205 x 280 mm
Minimum format: 105 x 148 mm

Adhesive Inserts

Paper weight: 150-200 g/m²

Adhesive insert formats: Minimum size mechanically glued: 100 x 100 mm only possible in broadside format.
Maximum format mechanically glued: 110 x 200 mm only possible in broadside format.

Position: at least 30 mm from the upper and lower border and 10 mm from the band (max. distance from band 50 mm).
Position tolerance when gluing: up to 5 mm.

Delivery of Ad Specials:

Delivery Date: 3 weeks before the first day of sale, with remark on delivery note: **for Meiningers Wine Business International No. ...**

Delivery Address: As agreed with Production Management: Silke Geiger, Tel: +49 6321 8908-72, geiger@meiningers.de

10 General Information Discount Table No. 6, valid 01 January 2012

General Terms and Conditions of Business for Advertisements and other Advertising Media in Magazines and Newspapers

1. For the purpose of the General Terms and Conditions of Business set forth below, an "Advertisement Order" is the contract made between the publishing house and the customer relating to the publication of one or more advertisements or other advertising media (hereinafter together called "Advertisements") by advertisers or other promoters (hereinafter together called "Advertisers") in a magazine or newspaper with the aim of dissemination.

2. A "Closing" is a contract for the publication of several advertisements, with due consideration of the discounts that are to be granted to the Advertiser in accordance with the price list. Each publication is performed upon call by the customer. No discounts will be granted to enterprises of which the business purposes include placing Advertisement Orders for several Advertisers to obtain a joint discount. If a right to call each advertisement is granted in a Closing, the Order must be completed within one year of publication of the first advertisement, insofar as the first advertisement is called and published within one year of the contract being made.

3. If an Order pursuant to Nos. 1 and 2 is not performed due to circumstances for which the publishing house is not responsible, the customer must reimburse to the publishing house the difference between the discount granted and the one corresponding with the actual purchase made, this being without prejudice to any other legal obligations. If nothing has been agreed to the contrary, the customer has a retrospective claim to the discount corresponding to his actual purchase of advertisements within one year.

4. For calculation of purchased quantities, text millimetre lines will be converted into advertisement millimetres in accordance with the price.

5. Orders for advertisements and external supplements which are only to be published or included in certain issues or certain editions or at certain locations in the publication must be received by the publishing house in due time for the customer to be notified before the advertising deadline if the order cannot be performed in this way. Classified advertisements will be printed under the appropriate heading without any express agreement to this effect being required. Confirmations of placement are issued subject to reservation and placements can be changed for technical reasons. The publishing house cannot be held liable in such cases.

6. Text-section advertisements are advertisements which are adjoined on at least three sides by text and not other advertisements. If advertisements are of a design that is not identifiable as advertising, they will be clearly marked with the word "advertisement" by the publishing house.

7. The publishing house reserves the right to reject advertisements - including separate calls as part of a Closing - and orders for supplements if the following applies:

- their content breaches the law or public-authority regulations or
 - the Deutscher Werberat (German Advertising Standards Council) has objected to their content in complaint proceedings or
 - the publishing house cannot reasonably be expected to publish them in view of their content, design, origin or technical form or
 - they are advertisements containing advertising of or for third parties.
- Orders for other advertising media will only become binding for the publishing house upon submission and approval of the sample. Advertisements containing advertising of or for third parties (co-operative advertising) are subject in each single case to prior written acceptance by the publishing house. Such acceptance entitles the publishing house to make an extra charge for co-operative advertising. Supplements of which the format or design gives the reader the impression of being part of the newspaper or magazine or which contain external advertisements can be rejected by the publishing house for such reasons. The customer will be notified immediately of the rejection of an advertisement or other advertising medium.

8. Solely the customer is responsible for on-time supply and flawless quality of suitable artwork or other advertising media. If artwork for advertisements is supplied in a digital form, the customer must ensure that it is as required, in particular that it complies with the publishing house's format or technical specifications and is provided in due time before the start of publication. Before digital transmission of artwork, the customer must ensure that the transmitted data is free from computer viruses. If the publishing house discovers a computer virus in a file that has been transmitted, it will delete the file without the customer being able to base any claims on such action. The publishing house reserves the right to make damages claims against the customer if it has suffered a loss as a result of such computer viruses transmitted by the customer. The customer shall pay the costs incurred by the publishing house for any artwork amendments requested by the customer or for which said customer is responsible. The features and quality of the advertisements or other advertising media are agreed to be those customary for the respective item pursuant to the data given in the price list and in the confirmation of order, this being as far as possible in view of the artwork provided. This only applies insofar as the customer meets the publishing house's specifications for preparation and supply of artwork.

9. Artwork will only be returned to the customer by special request. The publishing house's obligation to keep the artwork ends three months after initial publication of the advertisement.

10. If publication of the advertisement does not comply with the contractually agreed features and quality or performance, the customer shall have a claim to a reduction in payment or to a non-defective substitute advertisement or to substitute publication of the other advertising medium but only to the extent to which the purpose of the advertisement or the other advertising medium was adversely affected. The publishing house has the right to refuse a substitute advertisement or substitute publication if

- this involves an amount of work which, in view of the content of the contractual obligation and the principles of good faith, is grossly out of proportion with the customer's interest in performance or
 - this would only be possible for the publishing house at a disproportionately high cost.
- If the publishing house fails to place the substitute advertisement or publish the other advertising medium within the reasonable period that it has been allowed or if the substitute advertisement or publication is again defective, the customer has a right to a reduction in payment or rescission of the order. The order cannot be rescinded in the event of minor defects in the advertisement or publication of the other advertising medium. Any notices relating to non-apparent defects must be submitted within one year of the beginning of the statutory limitation period.

Damages claims resulting from a positive breach of obligation, culpa in contrahendo or an unlawful act are ruled out, including in the event of placement of an order by telephone. Damages claims resulting from impossibility of performance and default are limited to compensation for the foreseeable loss and the amount is restricted to the remuneration payable for the relevant advertisement or supplement. This does not apply to intent and gross negligence on the part of the publishing house, its legal representatives and its vicarious agents. Liability of the publishing house for losses due to the lack of warranted features is not prejudiced. In addition, in commercial transactions, the publishing house will not be liable for gross negligence of vicarious agents either; in other cases, liability to merchants for gross negligence is limited in its scope to the foreseeable loss, this being up to the amount of the relevant advertisement payment. The publishing house is liable in accordance with legal regulations for claims under the Product Liability Act and for injury to life, body or health. Notices of defects - except for non-apparent defects - must be submitted within four weeks of receipt of the invoice and proof. All claims made against the publishing house based on breaches of contractual obligations are subject to a time limitation of one year as of the statutory start of the period of limitation, unless they are due to action with intent.

11. Test proofs will only be supplied upon express request. The customer is responsible for the correctness of the returned test proofs. The publishing house will make all the corrections of which it is notified by the advertising deadline or within the period allowed when the test proofs were sent.

12. If no special size rulings apply, invoice calculation will be based on the actual printing height as customary for the type of advertisement.

13. The invoice must be paid within the period stated in the price list, unless a different payment period or an advance payment has been agreed in writing in individual cases. Possible discounts for early payment will be granted as per the price list.

Any discount credits and subsequent discount debits will not be made until the end of the advertising year in all cases.

14. In the event of payment default or deferral, customary bank interest rates and the costs of collection will be charged. In the event of payment default, the publishing house can postpone continued performance of the ongoing order until payment has been made and can require advance payment of the remaining advertisements.

If there is justified reason to doubt the customer's solvency, the publishing house has the right, even during the term of a Closing, to make the publication of further advertisements dependent on advance payment of the sum by the advertising deadline and on settlement of outstanding invoiced amounts, irrespective of the payment date originally agreed.

15. The publishing house will supply an advertisement proof on request. Depending on the type and scope of the Advertisement Order, advertisement extracts, tear sheets or complete sample copies will be supplied. If a proof is no longer available, it will be replaced by legally binding confirmation by the publishing house that the advertisement was published and disseminated.

16. Pursuant to Sentence 2, a reduction in the print run in the event of a Closing covering several advertisements can justify a claim for price reduction if the overall average of the advertising year, beginning with the first advertisement, falls short of the guaranteed print run. A reduction in the print run only constitutes a defect justifying a price reduction if and to the extent that

- it amounts to at least 20% for a guaranteed print run of up to 50,000 copies,
 - it amounts to at least 15% for a guaranteed print run of over 50,000 copies.
- A reduction in the print run for the reasons given in Number 23 will not taken into account. The guaranteed print run is the average print run specified in the price list or in some other way or, if no print run has been specified, the average print run sold in the previous calendar year (for specialist magazines, the average print run actually circulated, if applicable).

Any additional claims for price reductions relating to Closings are ruled out if the publishing house notified the customer of the drop in the print run in due time for said customer to be able to rescind the contract before the advertisement was published.

17. For box number advertisements, the publishing house will apply the due care expected of a business professional to keeping and forwarding orders on time. Registered and express letters sent in reply to box number advertisements will only be forwarded by standard post. Incoming post for box number advertisements will be kept for four weeks. Any letters not collected during this time will be destroyed. The publishing house will return valuable documents but has no obligation to do so.

In an individual agreement, the publishing house can be granted the right, as the customer's representative, to open the incoming offers instead and in the declared interest of the customer. No letters in excess of the acceptable DIN A4 format or products or book and catalogue consignments or packages will be forwarded or accepted. However, acceptance and forwarding can be agreed in exceptional cases if the customer pays the charges/costs thus incurred.

18. The law of the Federal Republic of Germany applies to the Advertisement Order. The place of performance is the seat of business of the publishing house. In business transactions with merchants, legal bodies and special assets under public law, the legal venue for filing legal action is the seat of business of the publishing house. If publishing house claims are not asserted in dunning proceedings, the legal venue for non-merchants shall be determined by their place of residence. If the residence or customary whereabouts of the customer, including non-merchants, is not known when the legal action is filed or if the customer has

moved his residence or customary whereabouts outside the jurisdiction of the law since the contract was made, the publishing house's seat of business is agreed to be the legal venue.

19. Advertising agents and agencies have an obligation to comply with the publishing house's price list in their offers, contracts and invoices for Advertisers.

20. Price changes for Advertisement Orders already placed are effective for entrepreneurs if they are announced by the publishing house at least one month before publication of the advertisement or other advertising medium. The customer holds a right of rescission if prices are increased. The right of rescission must be exercised in writing within 14 days of receipt of notification of the price increase.

21. If a joint discount is claimed for affiliated enterprises, written evidence of the group status of the Advertiser will be required. Affiliated enterprises for the purpose of this provision are enterprises between which there is a capital participation of at least 50 per cent. For incorporated companies, group status is to be shown by confirmation by an auditor or submission of the latest business report; for business partnerships, such status is to be shown by submission of an excerpt from the Trade Register. Such evidence must be furnished by no later than the end of the advertising year. Evidence submitted at a later date cannot be recognised in retrospect. Group discounts are always subject to the express written confirmation of the publishing house. Group discounts are only granted for the duration of membership of the group. Termination of group membership must be reported immediately; group discounting ends with termination of group membership.

22. The customer warrants that he possesses all the necessary rights for placement of the advertisement. The customer is solely responsible for the content and for the legal acceptability of both the written and pictorial material provided for advertising and the supplied advertising media. Within the scope of the Advertisement Order, said customer will hold the publishing house harmless in respect of all claims of third parties which may arise for reason of a breach of legal regulations, in particular a breach of competitive and copyright law. In addition, the publishing house will be held harmless in respect of the costs of necessary legal defence. The customer has an obligation to support the publishing house in good faith with its legal defence against third parties, by providing information and documents.

The customer undertakes to pay the costs of publication of any necessary counter-statement at the advertising rate applicable at the time.

The customer assigns to the publishing house all the utilisation, property protection and other rights under copyright law required for use of advertising in print and online media of all kinds, including the internet, such rights being in particular the right of reproduction, dissemination, assignment, broad-casting, making publicly available, removal from a database and call. Said assignment is made to the extent necessary for performance of the order in terms of both time and content. The above rights are assigned without any geographical restriction in all cases.

23. In the event of operational disruptions or in cases of force majeure, illegal labour disputes, unlawful seizure, traffic disruptions, a general shortage of raw materials or energy and similar - both in the publishing house's operations and in external operations which the publishing house uses to meet its obligations - the publishing house has a claim to full payment of the published advertisements, provided that the published product was supplied by the publishing house with 80% of the print run sold on average in the last four quarters or warranted in some other way. If smaller quantities were supplied by the publishing house, the invoice amount will be reduced in the same ratio as that of the guaranteed sold or warranted print run to the print run actually supplied.

24. In compliance with Section 33 of the Bundesdatenschutzgesetz (BDSG; Federal Data Protection Act), we advise that the necessary customer and delivery data is stored with the help of electronic data processing for the purposes of the business relationship.

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