

# WEINWELT



## DONNÉES MÉDIA 2012



# 1 Profil du magazine

# WEINWELT



## Un aperçu de ses caractéristiques

WEINWELT est le titre d'un magazine, destiné à l'amateur de vin souhaitant acheter des bons crus d'une qualité excellente à des prix raisonnables, à apprécier en toute simplicité.

WEINWELT mise sur le plaisir de la dégustation – et se propose de faire connaître à ses lecteurs tout ce qui concerne le vin, en apportant de multiples informations pratiques et de nombreux conseils astucieux. Des thèmes ayant trait au style de vie, tels que les voyages, la gastronomie, les spiritueux ainsi que les rencontres avec des célébrités viennent compléter le concept rédactionnel.

Le lecteur mise sur les plaisirs de l'existence, fait partie du groupe cible de 30 à 50 ans, accro de la consommation, appréciant la qualité et orienté vers les marques.

**Maison d'édition:** **MEININGER VERLAG GmbH**  
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67433 Neustadt/Allemagne

**Téléphone:** +49 (0) 63 21 / 89 08-0  
Rédaction: -93  
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Direction d'annonces: -67/-71  
Secrétariat des annonces: -49  
Gestion des annonces: -78  
Direction de la production: -16

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**Mode de parution:** bimestriel

**Tarif:** Abonnement pour 1 an € 41,05

**Conditions de paiement:** Règlement immédiat sans escompte.  
2 % d'escompte pour les paiements d'avance et les prélèvements bancaires

**Coordonnées bancaires:** Sparkasse Rhein-Haardt  
Compte n° 1 926 146, code banque 546 512 40

**Conditions contractuelles:** L'exécution des commandes est soumise aux conditions générales dans le secteur de l'édition (cf. la confirmation de commande respective)

**Annonces en noir et blanc:** 1/1 page € 5.435,--

**Annonces en couleur:** 1/1 page € 5.935,--

**Remises:**

**Remise de bon client**

2 x 3 %  
4 x 5 %  
6 x 7 %  
8 x 10 %

**Remise de quantité**

1 page 3 %  
2 pages 5 %  
4 pages 10 %  
6 pages 15 %

**Tirage:** 53.297

**Diffusion effective:** 44.603

**Numéros vendus:** 42.844

**Abonnements:** 6.378



**Format de la revue:** Largeur 230 mm x hauteur 300 mm

**Surface d'impression:** Largeur 195 mm x hauteur 260 mm  
4 colonnes de 45 mm de large chacune  
3 colonnes de 61 mm de large chacune

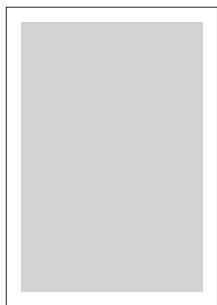
**Procédé d'impression:** Impression par rotative trame 70

**Façonnage:** Reliure sans couture

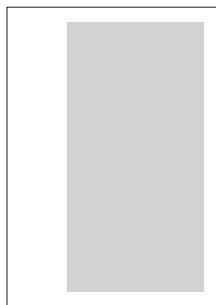
**Documents d'impression:** voir les caractéristiques techniques

**Annonces rognées à vif:** Il n'est facturé aucun supplément

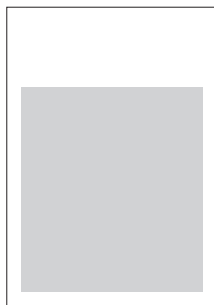
**Commission de médiateur:** 15 % (à l'étranger également)



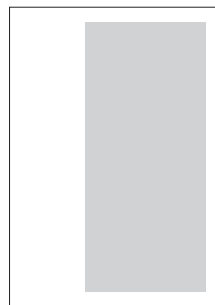
1/1 page mm  
Format : l 195 x h 260



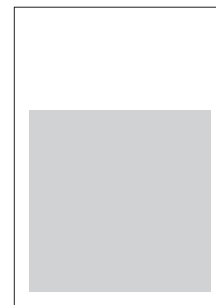
3/4 de page, form. vert. mm  
Format : l 145 x h 260



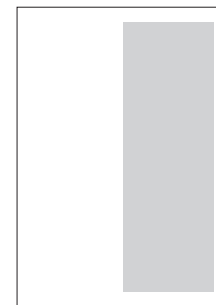
3/4 de page, form. horiz. mm  
Format : l 195 x h 193



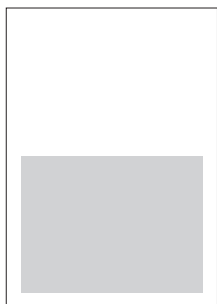
2/3 de page, form. vert. mm  
Format : l 128 x h 260



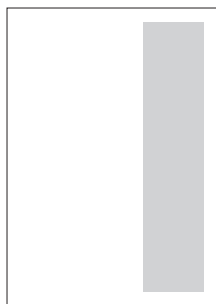
2/3 de page, form. horiz. mm  
Format : l 195 x h 171



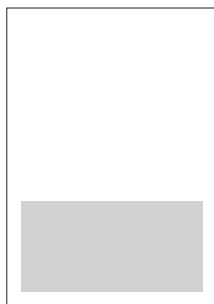
1/2 page, form. vert. mm  
Format : l 95 x h 260



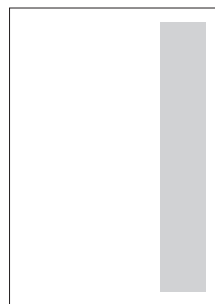
1/2 page, form. horiz. mm  
Format : l 195 x h 127



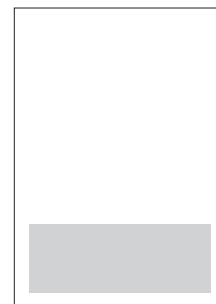
1/3 de page, form. vert. mm  
Format : l 61,5 x h 260



1/3 de page, form. horiz. mm  
Format : l 195 x h 83



1/4 de page, form. vert.. mm  
Format : l 45 x h 260



1/4 de page, form. horiz. mm  
Format : l 195 x h 61



1/4 de page, format d'angle mm  
Format : l 95 x h 127

Dimension exprimée en portions de page	Formats des surfaces d'impression (format utile)		Annonces rognées à vif (pleine page) plus 5 mm de rogne sur tous les côtés		Prix des annonces	
	Largeur (mm)	Hauteur (mm)	Largeur (mm)	Hauteur (mm)	noir et blanc	couleur*
1/1 page	195	260	230	300	€ 5.435,--	€ 5.935,--
3/4 de page, format vertical	145	260	165	300	€ 4.985,--	€ 5.485,--
3/4 de page, format horizontal	195	193	230	223	€ 4.985,--	€ 5.485,--
2/3 de page, format vertical	128	260	148	300	€ 4.120,--	€ 4.620,--
2/3 de page, format horizontal	195	171	230	197	€ 4.120,--	€ 4.620,--
1/2 page, format vertical	95	260	115	300	€ 3.550,--	€ 4.050,--
1/2 page, format horizontal	195	127	230	147	€ 3.550,--	€ 4.050,--
1/3 de page, format vertical	61,5	260	81	300	€ 2.050,--	€ 2.550,--
1/3 de page, format horizontal	195	83	230	96	€ 2.050,--	€ 2.550,--
1/4 de page, format vertical	45	260	65	300	€ 1.525,--	€ 2.025,--
1/4 de page, format horizontal	195	61	230	86	€ 1.525,--	€ 2.025,--
1/4 de page, format d'angle	95	127	115	147	€ 1.525,--	€ 2.025,--

\*Les prix s'entendent pour des couleurs spéciales selon l'échelle européenne

Taille minimale dans la partie rédactionnelle: 1/4 de page; annonces calculées en millimètre dans la rubrique »Schaufenster« (»Vitrine«)

Formats sur pages doubles						
2/1 de page	420	260	460	300	€ 10.700,--	€ 11.000,--

Formats spéciaux/ Positionnements spéciaux						
2 <sup>e</sup> page de couverture	195	260	230	300	--	€ 7.300,--
3 <sup>e</sup> page de couverture	195	260	230	300	--	€ 7.300,--
4 <sup>e</sup> page de couverture	195	260	230	300	--	€ 7.300,--

Délai de résiliation pour page-couverture 6 semaines avant date de parution

Formats spéciaux : Si le format d'annonce souhaité n'est pas mentionné dans ce tarif, n'hésitez pas à nous consulter.

Nous procédons immédiatement à vérification des possibilités. Prescriptions de positionnement (taille minimale 1/2 page) : 15 %

Encarts <i>incl. les frais de distribution</i>	Suppléments publicitaires	Encarts autocollants <i>incl. les frais de distribution</i>	
jusqu'à 25 g € 95,-- par mille	4 pages € 97,-- par mille	Carte postale format DIN	€ 53,-- par mille
jusqu'à 50 g € 110,-- par mille	6 pages € 128,-- par mille	Enveloppes jusqu'au format DIN C6	€ 64,-- par mille
jusqu'à 75 g € 130,-- par mille	8 pages € 185,-- par mille	Echantillons de marchandises, etc. sur demande	Annonces au moins 1/1 page en noir et blanc
jusqu'à 100 g € 180,-- par mille	12 pages € 210,-- par mille		

Nous n'accordons pas de remises sur les encarts, suppléments publicitaires et encarts autocollants. Suppléments partiels possibles dans plusieurs régions Nielsen; tirage minimum 20.000 exemplaires; possibilité de tirages supplémentaires par tranches de 10.000 exemplaires

<b>Annonces rubrique "Schaufenster" (Vitrine) petit annonces</b>	Annonces commerciales / Achat - vente	<b>Prix au millimètre :</b> € 5,20 (Colonne de 45 mm de large)	<b>Frais d'annonce chiffrée:</b> € 7,00 <b>Supplément couleur:</b> 25 %
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Numéro	Date de parution	Date limite de remise des annonces (= date de retrait)	Date limite de remise des documents d'impression	Thèmes principaux
2/2012	11.01.2012	02.12.2011	05.12.2011	<ul style="list-style-type: none"> <li>- Açores : vin &amp; patrimoine mondial de l'Unesco</li> <li>- Changement de profession : viticulteur</li> <li>- Les meilleurs vins de 2011 : Les Top 100 en grandes et moyennes surfaces</li> <li>- Rapports de vendange du monde entier</li> <li>- Association de grands vigneron allemands VDP : grands crus ROUGE</li> <li>- Ni trop – ni trop peu : gestion moderne de l'acidité en période de changement climatique</li> <li>- Que se passe-t-il outre-mer ? Nouveautés du nouveau monde</li> <li>- Espagne : ville viticole de Valladolid</li> </ul>
3/2012	07.03.2012	03.02.2012	10.02.2012	<ul style="list-style-type: none"> <li>- Vignerons bio de la vallée du Rhône</li> <li>- Résultats du Concours International de Vins MUNDUS VINI BioFach</li> <li>- Les vins de sommeliers (sommeliers possédant leur propre vignoble)</li> <li>- Bars à vin/Flagship-Stores italiens</li> <li>- Amérique du sud : grands producteurs sur le marché allemand</li> <li>- Pays de Bade</li> <li>- Algarve, Portugal</li> </ul>
4/2012	09.05.2012	05.04.2012	13.04.2012	<ul style="list-style-type: none"> <li>- Comparaison par pays : Chardonnay</li> <li>- Bordeaux – Primeurs + visite de Bordeaux</li> <li>- Greffage de vigne : du greffon et du portegreffe jusqu'à la première vendange</li> <li>- La Slovénie en pleine expansion</li> <li>- Vénétie</li> <li>- Thaïlande</li> <li>- Actualités ProWein</li> <li>- Vins d'été</li> </ul>
5/2012	11.07.2012	08.06.2012	15.06.2012	<ul style="list-style-type: none"> <li>- Dégustation : Riesling 2011</li> <li>- Wine light</li> <li>- Provence</li> <li>- Géorgie</li> <li>- Best-seller Espagne</li> <li>- Californie</li> <li>- Le jeune nord de la Hesse Rhénane</li> <li>- PIWI (cépages robustes) : Que sont les PIWI, les plus connus et leur potentiel), avec dégustation</li> </ul>
6/2012	12.09.2012	10.08.2012	17.08.2012	<ul style="list-style-type: none"> <li>- Caves Coopératives (avec remise des prix)</li> <li>- Cépage Dornfelder</li> <li>- Résultats du Concours International des Spiritueux ISW</li> <li>- Région autrichien Weinviertel (nouveaux projets touristiques)</li> <li>- Grappa (avec dégustation)</li> <li>- Cascoigne (Madiran, Côtes de Saint-Mont, Tursan ...)</li> <li>- Grèce</li> <li>- Espagne : Andalousie</li> </ul>
1/2013	07.11.2012	05.10.2012	12.10.2012	<ul style="list-style-type: none"> <li>- Bourgogne : cuisiniers-vignerons, vigneron-gastronomes</li> <li>- Eaux-de-vie de vin</li> <li>- Voyage œnologique dans le sud de l'Italie</li> <li>- Comparaison de vins effervescents</li> <li>- <i>Goldene Perle</i> (médaille allemande du vin effervescent)</li> <li>- Uruguay</li> <li>- Sites viticoles comme investissement : quel est aujourd'hui le coût de vignobles?</li> <li>- Reines du vin et leurs tâches</li> </ul>

**PLUS :** vous trouverez dans chaque numéro les bonnes bouteilles du commerce de détail de l'alimentation et du commerce spécialisé, ainsi que des découvertes exceptionnelles. Sans oublier les tendances et les conseils en direct du marché. Le calendrier rédactionnel est en permanence adapté à l'actualité.

<b>Procédé d'impression</b>	Impression par rotative trame 70		<b>Suppléments publicitaires</b>	Même format que WEINWELT, en fonction du massicotage 230 x 300 mm (largeur x hauteur). 3 mm de marge de massicotage par page dans l'assemblage; identique à page double de 6 mm. Massicotage en-tête 5 mm, massicotage extérieur 4 mm, massicotage pied de page 5 mm maxi. Pli croisé pour 8 pages En-tête et marge intérieure coupés en alignement (y compris massicotage)
<b>Papier</b>	Couverture	200 g/m <sup>2</sup> sans bois, blanc brillant, couché, impression d'illustrations	Leur format:	Largeur maxi: 237 mm (massicotage compris) Hauteur maxi: 310 mm (massicotage compris) Largeur minimum: 95 mm Hauteur minimum: 140 mm
	Pages intérieures	80 g/m <sup>2</sup> LWC (Light Weight Coated) amélioré, brillant		
	Une transparence éventuelle du verso des pages n'est pas exclue pour les motifs d'annonce plus clairs			
<b>Annonces en couleur</b>	Couleurs de l'échelle ISO 2846-1. Les couleurs spéciales ou les teintes ne pouvant être obtenues par surimpression de couleurs issues de l'échelle utilisée, requièrent des accords particuliers. Détails sur demande. L'éditeur se réserve le droit de réaliser, pour raisons techniques, des couleurs décoratives à partir de la quadrichromie. Les faibles écarts de teinte s'expliquent par la plage de tolérances du procédé d'impression offset.		Poids du papier:	Poids minimum: feuille individuelle à partir de 100 g/m <sup>2</sup> Poids maximum: 2-8 pages jusqu'à 200 g/m <sup>2</sup>
<b>Documents d'impression</b>	La fourniture des données doit se faire sous forme de fichier imprimable (300 dpi) au format PDF et être accompagnée d'une épreuve papier ferme en conformité avec la norme ISO 12647-7. Les configurations pour le format PDF peuvent être téléchargées sur le site Internet <a href="http://www.pva.de">www.pva.de</a> . Si le format PDF n'est pas possible, il convient d'envoyer les données-image en 300 dpi sous forme de fichiers TIF et/ou de fichiers EPS non comprimés comprenant toutes les polices utilisées. Le standard d'impression offset constituera la ligne directrice sous-jacente pour les données-image. La couverture de surface ne doit pas dépasser 300 % au total.		<b>Encarts</b>	Format maximum: 220 x 290 mm Format minimum: 105 x 148 mm
			Leurs formats:	
<b>Transmission de données</b>	Courriel : <a href="mailto:keck@meininger.de">keck@meininger.de</a> Les travaux d'épreuves et de composition nécessaires sont facturés au prix de revient. Veuillez tenir compte des conditions générales de vente données dans la confirmation de commande.		<b>Encarts autocollants</b>	150-200 g/m <sup>2</sup>
			Poids du papier:	
			Formats des encarts autocollants:	Taille minimum collage machine: 100 x 100 mm uniquement possible pour le format horizontal. Format maximum: 110 x 200 mm collage machine: uniquement possible pour le format horizontal.
				Emplacement : à une distance de 30 mm au moins du bord supérieur et inférieur de la revue et à 10 mm de la marge intérieure (écartement maxi de la marge intérieure 50 mm) Tolérances d'emplacement jusqu'à 5 mm lors du processus de collage.
			<b>Livraison d'encarts spéciaux</b>	Date de livraison: 3 semaines avant le premier jour de la vente, avec note sur le bordereau de livraison pour WEINWELT n°...  Adresse pour la livraison : à convenir avec la direction de la production Tél. + 49 (0) 63 21 / 89 08-16

**Touchez votre coeur de cible de manière actuelle et moderne.**

Durée de réservation minimum : 4 semaines, respectivement à partir du lundi.

Format	Dimensions en pixels	Prix de base pour 4 semaines	Semaine supplémentaire
Skyscraper	120 x 600	€ 480,00	€ 120,00

Remises sur volume:	Performance:
5 – 8 semaines: 3 % de remise	Impressions de pages par mois: 7.894 (mai 2011)
9 – 12 semaines: 5 % de remise	Visites par mois: 2.456 (mai 2011)
À partir de 13 semaines: 10 % de remise	

**Votre interlocutrice pour la fourniture des données:**

Silke Geiger  
 Tél.: +49 (0) 63 21 / 89 08-72  
 E-Mail: geiger@meininger.de

**Caractéristiques techniques:**

Merci de bien vouloir fournir les fichiers au format JPG ou GIF.  
 La taille de fichier ne doit pas excéder 60 Ko pour chaque bannière.  
 Les données doivent être envoyées à geiger@meininger.de au plus tard une semaine avant la première date de mise en ligne.

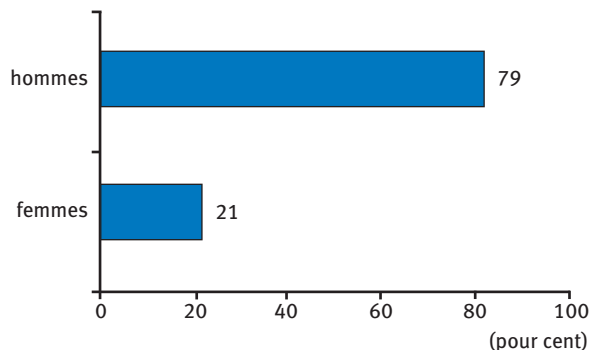


**Formats de bannière**

**Skyscraper:**

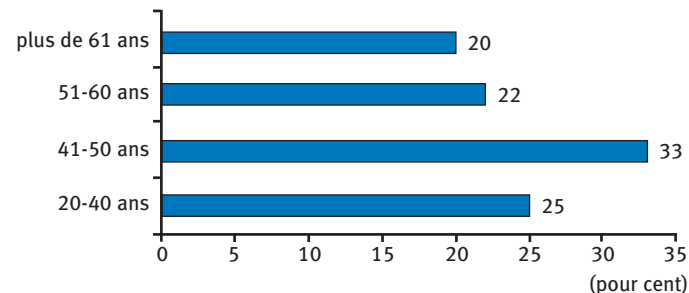
Le skyscraper est un format publicitaire vertical, placé à droite des contenus rédactionnels. Cette surface permet de donner un maximum d'informations et se prête parfaitement à la représentation graphique des contenus.  
 Dimensions : 120 x 600 pixels.

## Sexe



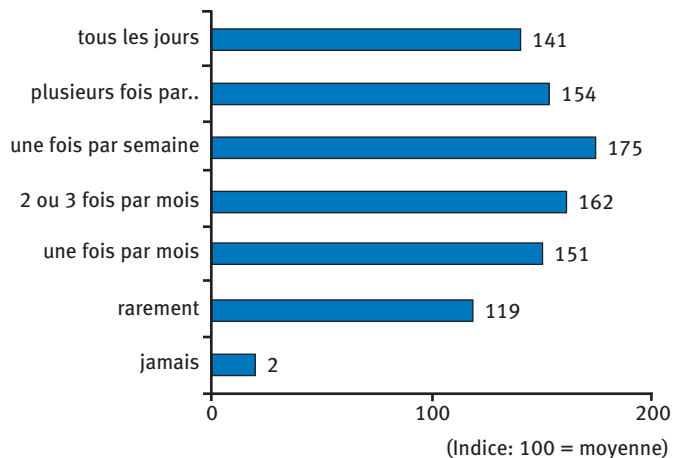
Environ les trois quarts des abonnés à WEINWELT sont des hommes. Ce chiffre correspond au volume de vin consommé tel qu'il est réparti entre les sexes.

## Âge



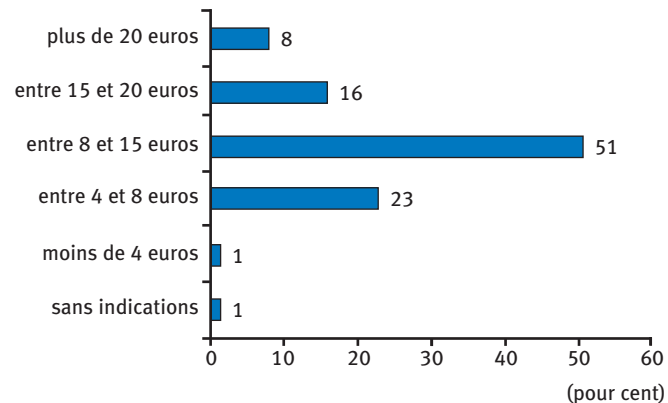
25 % des lecteurs ont entre 20 et 40 ans. Représentant 33 % du lectorat, le lecteur typique est âgé de 41 à 50 ans. Les 51-60 ans représentent 22 % et les plus de 61 ans à peine 20 %.

### Fréquence



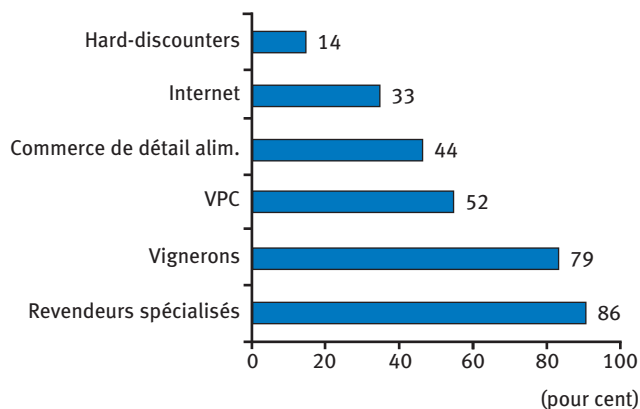
La consommation moyenne de vin (mousseux compris) par habitant est de 25 litres par an en Allemagne. Le lectorat visé par WEINWELT démontre naturellement un grand intérêt pour le vin, tant en termes de fréquence de consommation que de volume. Il s'agit donc d'une cible intéressante pour les professionnels du vin.

### Prix d'acceptabilité par bouteille



Le lecteur de WEINWELT privilégie les vins situés dans une gamme de prix moyenne ou supérieure. Ce faisant, il se démarque très nettement de la grande masse des consommateurs, qui ne sont pas prêts à dépenser plus de 2,50 euros par bouteille en moyenne.

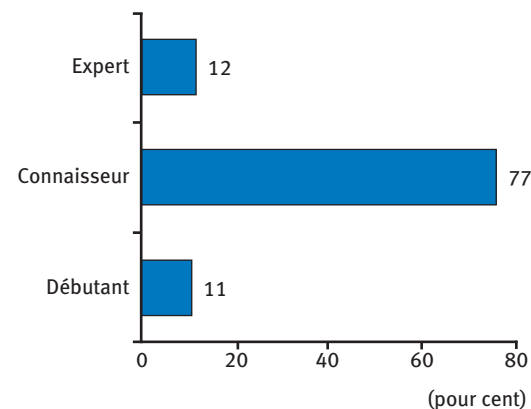
### Lieux d'achat



\*Plusieurs réponses possibles

S'agissant des sources d'achat\*, le lecteur de WEINWELT fait preuve de souplesse et d'ouverture d'esprit. Les discounters jouent un rôle marginal à cet égard. Le lieu d'achat privilégié reste le revendeur spécialisé et le vigneron. En ce qui concerne les autres modes de distribution, le commerce de détail de l'alimentation arrive en tête.

### Connaissance du vin chez les lecteurs de WEINWELT (auto-évaluation)



Le lecteur de WEINWELT se caractérise par un haut niveau de compétence dans le domaine du vin.

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 offers 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 counterstatement 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.