

# WEINWIRTSCHAFT

WEINHÄNDLER DES JAHRES Herbig Weinimport | WINE PARIS Erfolg trotz Covid 4 | 2022

EINE MEININGER PUBLIKATION 25. Februar | P 7101 | EUR 7,20

## WEINWIRTSCHAFT

www.weinwirtschaft.de



Immer für eine Überraschung gut.



ProWein  
15.-17. Mai 2022  
Halle 1 / C29

**ProWein**  
Frühjahrs-Neuheiten der Erzeuger

**Marktforschung**  
Ein neuer Ansatz

Die wichtigste TOP U...

## RATE CARD 2023



# 1

## Magazine Profile



## ADDRESSING THE ISSUES THAT MATTER – REACHING THE PEOPLE THAT MATTER

WEINWIRTSCHAFT is the German trade paper serving the entire professional trade in wines and spirits with the highest number of copies sold. Its circulation has been verified by the German Association for Verification of the Circulation of Advertising Media.

WEINWIRTSCHAFT is written by professionals for professionals, providing informed comment, analysing trends, and anticipating future market developments.

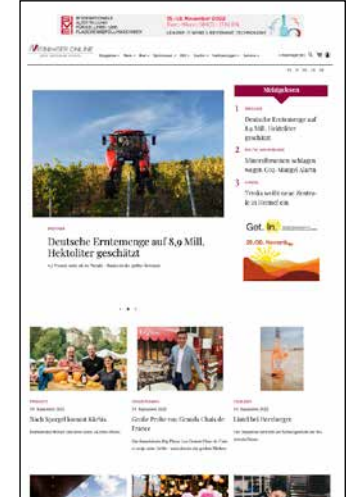
WEINWIRTSCHAFT is the essential element in any communications strategy designed to address industry professionals in charge of purchase decisions.

WEINWIRTSCHAFT is of quite vital importance to producers and importers seeking to maintain and boost existing sales levels.

WEINWIRTSCHAFT is Germany's No. 1 for wine.

## WEINWIRTSCHAFT

Other  
MEININGER  
publications



# 2

## Publisher's Details

## WEINWIRTSCHAFT

**Publishing house:** **MEININGER VERLAG GmbH**  
Maximilianstr. 7-15 • 67433 Neustadt  
Germany

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**Internet:** www.meininger.de / www.weinwirtschaft.de

**Publishing Frequency:** Biweekly (Fridays)

**Subscription Price:** On request

**Terms of Payment:** Immediately without discount.  
If paid in advance, deduct 2 % discount.

**Bank:** Sparkasse Rhein-Haardt  
IBAN: DE 22 5465 1240 0001 9261 46  
BIC: MALA DE 51DKH

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

# 3.1

## Editorial Calendar and Publication Schedule 2023

## WEINWIRTSCHAFT

Issue	Publication date	Advertising deadline	Artwork deadline	Major topics / Articles
1	13.01.2023	02.01.2023	05.01.2023	TOP 100 2022   Baden   Liv-ex Fine Wine 100 report
2	27.01.2023	13.01.2023	19.01.2023	Fair guide Paris   Rosé international   Greece
3	10.02.2023	27.01.2023	02.02.2023	Organic – Extra 2023   Countdown to ProWein   Oversea wines
4	24.02.2023	10.02.2023	16.02.2023	Fair guide ProWein   Top 100 international   Wine at Insta & co.
5	10.03.2023	24.02.2023	02.03.2023	ProWein – the latest news   Friuli   Innovative packaging
6	24.03.2023	10.03.2023	16.03.2023	Fair guide Vinitaly   Rhinehessen   English sparkling
7	07.04.2023	24.03.2023	30.03.2023	Wine mixes   Rosé Germany   Merchandising in retail
8	21.04.2023	07.04.2023	12.04.2023	Review Vinitaly   Summer wines   Alsace
9	05.05.2023	21.04.2023	27.04.2023	Rosé France   Tuscany   Sustainability
10	19.05.2023	05.05.2023	11.05.2023	Mulled wines & co.   South Tyrol
11	02.06.2023	19.05.2023	24.05.2023	Wuerttemberg   Bordeaux
12	16.06.2023	02.06.2023	08.06.2023	Austria – Extra   Sparkling wines   Onlinetrade 2023
13	30.06.2023	16.06.2023	22.06.2023	Non-alcoholic wines   Spain   Prosecco DOCG
14	14.07.2023	30.06.2023	06.07.2023	German cooperatives   Portugal   Prosecco DOC
15	28.07.2023	14.07.2023	20.07.2023	French cooperatives   Mosella   Top new products 2023
16	11.08.2023	28.07.2023	03.08.2023	Italian cooperatives   International wine brands   Future varieties

# 3.2

## Editorial Calendar and Publication Schedule 2023

## WEINWIRTSCHAFT

Issue	Publication date	Advertising deadline	Artwork deadline	Major topics / Articles
17	25.08.2023	11.08.2023	17.08.2023	Crémant   Emilia-Romagna
18	08.09.2023	25.08.2023	31.08.2023	Autumn buying issue   Logistics   Premium concepts in retail   Influencer marketing
19	22.09.2023	08.09.2023	14.09.2023	German wine brands   Packaging & gifts and give-aways   Veneto
20	06.10.2023	22.09.2023	28.09.2023	France – EXTRA   Palatinate   Management consulting
21	20.10.2023	06.10.2023	12.10.2023	South Africa / Sicily   Non-alcoholic premium
22	03.11.2023	20.10.2023	26.10.2023	Top sellers from Spain   Languedoc-Roussillon   Pricing/costs in retail
23	17.11.2023	03.11.2023	09.11.2023	Topsellers from Italy   Rhône   Croatia
24	01.12.2023	17.11.2023	23.11.2023	Topsellers from France   Wuerttemberg
25	15.12.2023	01.12.2023	07.12.2023	Austria – the market   Trentino
26	29.12.2023	15.12.2023	21.12.2023	Review 2023   Abruzzo   Australia & New Zealand

### FAIRS/EVENTS

<b>Millésime Bio, Montpellier</b>	30.01. – 01.02.2023	<b>ProWine Asia, Hongkong</b>	10.05. – 12.05.2023
<b>Barcelona Wine Week</b>	06.02. – 08.02.2023	<b>100 % Champagne, Munich</b>	02.07. – 03.07.2023
<b>Wine Paris &amp; Vinexpo Paris, Paris</b>	13.02. – 15.02.2023	<b>MUNDUS VINI summer, Neustadt</b>	01.09. – 04.09.2023
<b>BIOFACH, Nuremberg</b>	14.02. – 17.02.2023	<b>Alimentaria Food Tech</b>	26.09. – 29.09.2023
<b>MUNDUS VINI spring, Neustadt</b>	22.02 – 27.02.2023	<b>FORUM VINI, München</b>	03.11. – 05.11.2023
<b>ProWein, Dusseldorf</b>	19.03. – 21.03.2023	<b>MEININGER'S FINEST 100, Neustadt</b>	21.11.2023
<b>Vinitaly, Verona</b>	02.04. – 05.04.2023	<b>FINEST SPIRITS, München</b>	February 2024

WEINWIRTSCHAFT: Trade paper with distinct, clearly delimited target audience, and an attractive editorial environment offering you optimum insertion conditions.

# 4

## Advertisement Formats and Prices €

(excluding VAT / Discount  
Table No. 48, effective from  
01/10/2022)

Sizes in Side Sections	Formats in Printing Area		Trimmed Advertisement plus 3 mm trimming of all edges		Advertisement Prices Colour*
	Width (mm)	Height (mm)	Width (mm)	Height (mm)	
Coverpage	–	–	215	205	€ 6,395
1/1 page	200	250	225	285	€ 5,500
3/4 page	141	250	156	285	€ 4,745
1/2 page broadside	200	122	225	142	€ 3,850
1/2 page upright	112	250	126	285	€ 3,850
1/3 page broadside	200	80	225	100	€ 2,925
1/3 page upright	83	250	97	285	€ 2,925
1/4 page broadside	200	59	225	79	€ 2,360
1/4 page upright	53	250	68	285	€ 2,360
1/4 page corner placement	83	122	–	–	€ 2,360

Other formats on request

\*All rates quoted are for spot colours as per Euro scale

**Bleed-off advertisements: There must be sufficient space (at least 10 mm) between advertising text and image blocks and the trim-off in bleed-off advertisements.**

Dossiers and Specials	on request
<b>Prices for preferred placements</b> (Format: plus 3 mm trimming of all edges)	<b>Colour</b>
2nd, 3rd and 4th cover page (Format: 225 mm x 285 mm)	€ 5,965
1/3 page upright counterpart content (Format: 97 mm x 285 mm)	€ 3,485
All other special positions (minimum size 1/3 page):	increase 15 %
Special size on request and under 5.	

(Preferred placements cancellation: 6 weeks prior to publication)

<b>Small ads: (column width 47 mm)</b>	
per mm, b/w	€ 5.55
per mm, coloured	€ 12.50
<b>Classifieds/Recruitment:</b>	
Situations vacant or wanted per mm	€ 4.30
Other classified ads per mm	€ 4.50
Box fee	€ 7.50
Box fee Foreign	€ 9.00

Max. height of column: 240 mm

Columns	Series discount	Volume discount
1 column: 47 mm	3 insertions = 5 %	1 page = 3 %
2 columns: 98 mm	6 insertions = 10 %	3 pages = 5 %
3 columns: 149 mm	12 insertions = 15 %	6 pages = 10 %
4 columns: 200 mm	24 insertions = 20 %	9 pages = 15 %
		12 pages = 20 %

Scales for discount by frequency and volume cannot be combined.  
**Agency commission: 15 %**



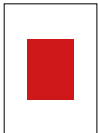

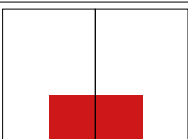

No discount on classified ads.

# 5

## Other and Special Advertisement Formats and Prices €

(excluding VAT / Discount Table No. 48, effective from 01/10/2022)

Full-issue <i>incl. distribution costs</i>		Tip-on-cards <i>incl. distribution costs</i>		Inserts	
up to 25 g	€ 3,150	<i>Tip-on cards on bound inserts or full-page advertisements.</i>		4-page	€ 4,395
up to 50 g	€ 4,005	Gluing costs (by machine)	€ 155 per thsd	8-page	€ 8,145
up to 75 g	€ 4,510	Gluing costs (by hand)	€ 245 per thsd		
up to 100 g	€ 4,955				
over 100 g	on request	<b>Grammage of supplement paper: no less than 90 g. Format: maximum 210 mm width x 275 mm height. No accordion folds. No discount on supplements and inserts.</b>			

Special advertisements inside pages	Width x height in mm + 3 mm bleed	Description	Price
L advert 	64 or 225 width and 285 or 64 height	Your advert as an L – Leaf margin on the left side and a stripe on the bottom	6,155 €
Strip advert, centred 	225 x 80	Your advert (1/3) in the middle of the page, surrounded up and below by text parts	3,310 €
Island advert 	112 x 142	Your advert in the middle of the page, surrounded on all sides by text parts	3,650 €
Island advert slim 	83 x 122	Your advert in the middle of the page, surrounded on all sides by text parts	3,145 €
Spread fireplace 	305 x 122	Your advert will be placed on a double page at the bottom (bleeding) – equal parts over spine	4,600 €
1/2 page diagonal 	diagonal 225 x 285 1/2	Your advert runs diagonally on the right page with bleeding on the right side	4,440 €

## Advertorial



**WInzer Krems**  
**Let's Twist**

Es stellt sich so an, die Meiningen des WInzer Krems, der Erfolgreiche Weinhandwerker Krems und der Fachhandel- und Gastronomie-Partner, wiederum? Heute, umgebenen laufen lassen. Mit dem Jahrgang 2012 die es in beiden Seiten eine besondere Neuerung. Die kompletten Seiten Weinhandwerker Krems für den qualifizierten Lebensmittelhandel und, mittlerweile Privatbesitz der Gastronomie & Fachhandel werden mit dem gerade erfolgten Jahrgangswechsel auf Schraubverschluss umgestellt.

Als Anhänger einer naturnahen und nachhaltigen Produktion haben sich die WInzer Krems bewusst sehr lange Zeit gelassen mit dieser Entscheidung und am Naturlock kuscheln. Letztlich hat der Wunsch des Marktes nach dem praktischen, sicheren den Ausschlag für den Umstieg gegeben. Die die höchsten Reifegrad Weine und auch Rotweine sehen wir den Schraubverschluss in puncto Qualitätssicherung und Konsequenz als besten Produktionsweg, begründet die WInzer Krems ihre Entscheidung. Die Firmennamen aus dem Erstenrang WInzer Waidberg Grüner Veltliner und WInzer Waidberg Riesling sowie die im Hofhaus ausgebaute Rotweine, sollen jedoch weiterhin im Hochwertigen Naturlock verpackt werden. Parallel zum Schraubverschluss wurde auch die Ausstattung vorzüglich weiterentwickelt, mit einem modernen Schriftbild und einem noch klareren Fokus auf die Hauptbotschaft.

Einmal mehr mit einem deutlich überproportionalen Vorstoß bei der Serie weinreife, naturförmiger Krems. Geduldet wird das erfreuliche Bild nur ein wenig durch die geringe Entwerferkosten in 2012, denn die Ernte war nach 2010 die meiste Menge der letzten 30 Jahre. Dennoch gibt WInzer für seine Kunden wichtige Informationen: „WInzer Waidberg“ sieht können wir bei der normierten Absatzentwicklung gerade über die Runden, das heißt wir, wie die auf eine gute Ernte 2013. Hoch ist es natürlich viel zu früh, um tatsächlich von einer großen Ernte 2013 zu sprechen zu können. Doch die ersten Reifepunkte hat die Reifezeit mit Krems gemeldet. Ein langer Winter, jedoch ohne Frostschüben, und aussergewöhnlich feucht in Winter und im Frühjahr führen zu einem perfekten, gleichmäßigen Anstieg, wie ihn die WInzer im Donauraum lange nicht erlebt haben. Auch die Gefahr von Spätfrost ist ab jetzt weitgehend gebannt.

Das sind Jahre unvorstellbarer Führung. Quartiert trägt an einem Strang.

Mehr als 30.000 Besucher pilgern Jahr für Jahr auf den WInzer 12.

Die 30 Jahre Jubiläum und kongeniale Team erweist.

WInzer Krems AG  
Sandgrube 13 A-3300 Krems  
www.winzerkrems.at, Tel. (+43) (0) 2732 85511

**FULLSERVICE:** The professional production of your advertorials is guaranteed by the editorial and design expertise of the Meiningen Verlag.

You, as the client, only supply the basic information – raw text and images. Our editorial and design departments assume text preparation and layout. Coordination and approval of advertorial upon agreement.

Prices and conditions by request: sievers@meiningen.de

# 6.1

## Online Advertisement Formats

(excluding VAT, effective from 01.10.2022)

### Formats & Prices 2023 [www.meininger.de](http://www.meininger.de)

Banner websites, promotions (2 weeks)		
format	size	meininger.de
Half Page Ad	300x600px	1,285 €
Medium Rectangle	300x250px	1,200 €
Large Leaderboard	970x90px	1,375 €
Large Mobile Banner (mobil only)	320x100px	550 €

format	size	MWBI
Medium Rectangle top	300x250px	1,200 €
Medium Rectangle	300x250px	950 €
Super Banner	680x280px	1.050 €

Advertorial	meininger.de/MWBI
Full Service (2.500 hits)	3,895 €
Self Service (2.500 hits)	3,350 €

prices for two weeks; two weeks minimum; maximum rotation: 3; no deduction


Advertorial ADD-ONS:	
Instagram Post Feed	€ 535
Instagram Story	€ 535
Facebook Post	€ 535
Banner Newsletter (600x250px)	€ 535
Teaser Newsletter	€ 535

## WEINWIRTSCHAFT

### Large Leaderboard 970x90px

**WEINWIRTSCHAFT** News WeinHandel WeinErzeuger Weinköpfe Meinung Service - Abo > mehr Themen |


ES IT FR EN DE



**ERZEUGER**

### Clessidra kauft Mehrheit an Botter


Der Investor hat große Pläne für das Unternehmen und will mit ihm weiter wachsen.



**EVENTS**

Vinitaly auf 2022 verschoben

Veronafiere reagiert auf die fortwährende Corona-Pandemie.




**PRODUKTE**

Piwi für den LEH


Reb-Kesdemann erzielt in einem Gemeinschaftsprojekt eine nationale Neulistung.

**Medium Rectangle 300x250px**

Anmelden - Diese di. Seite ist ein Produkt von Meininger Weinberggeschichte zurück. Im Einklang mit der Natur werden Weine erzeugt, die weit über die Grenzen Italiens hinaus bekannt sind.



Piwi-Power




Verkostungsdatum: 26.08.2021 - 29.08.2021

2021 MUNDUS VINI Summer Tasting 2021

**Teilnahmegebühr pro Probe: 165,00€ (zzgl. MwSt)**

**Anmeldeschluss: 30.06.2021**

**Einsendeschluss: 02.07.2021**




Verkostungsdatum: 20.07.2021

ISW Juli Tasting - Rum

**Teilnahmegebühr pro Probe: 165,00€ (zzgl. MwSt)**

**Anmeldeschluss: 02.07.2021**

**Einsendeschluss: 06.07.2021**



Verkostungsdatum: 11.05.2021 - 02.06.2021

Best of Riesling

**Teilnahmegebühr pro Probe: 65,00€ (zzgl. MwSt)**

**Anmeldeschluss: 16.04.2021**

**Einsendeschluss: 21.04.2021**

**Half Page Ad 300x600px**



# 6.2

## Online Advertisement Formats

(excluding VAT,  
effective from 01.10.2022)

### Formats & Prices 2023 Newsletter

Banner newsletter		
Meininger Newsletter (2 weeks)		
<b>format</b> Content Ad	<b>size</b> 600x250px	<b>price/2 weeks</b> 1,045 €

Weinwirtschaft Newsletter (2 weeks)		
<b>format</b> Content Ad	<b>size</b> 600x250px	<b>price/2 weeks</b> 1,045 €

*placement specification fee is 250 €; availability provided;  
frequency: one time per week minimum; more than 25,000 recipients; no deduction*

DDW/FIZZ/MWEW (per insertion)		
<b>format</b> Content Ad	<b>size</b> 600x250px	<b>price/insertion</b> 525 €

MWBI (2 weeks)		
<b>format</b> Content Ad	<b>size</b> 600x250px	<b>price/2 weeks</b> 1,200 €

*more than 18,000 recipients worldwide; frequency: one time per week; no deduction*

## WEINWIRTSCHAFT

Der Newsletter für alle Weindomänen.  
einen Newsletter jetzt im Browser lesen.

Newsletter vom 06.10.2022

### WEINWIRTSCHAFT



#### Mega-Fusion um Château Latour

Zwei Schwergewichte aus Bordeaux und Burgund fusionieren.

[»»» Jetzt weiterlesen](#)

#### Breite ProWein

Erste Details zur Aufplanung der Messe werden bekannt.

[»»» Jetzt weiterlesen](#)

#### Ein Drittel weniger Weingüter in Italien

Konzentration hält an – Weinguts-Rebfläche im Friaul durchschnittlich am größten.

[»»» Jetzt weiterlesen](#)

Content Ad  
600x250px



#### »Der Konsument sucht Ankerpunkte«

Seit gut einem Jahr steht Jens Gardthausen an der Spitze von Eggers & Franke, Deutschlands zweitgrößtem Weindistributeur. Zeit für Bilanz, Ausblick und Markteinblick. Ein Interview.

[»»» Jetzt weiterlesen](#)

#### Bahn sucht Wein

Ausschreibung für das Weinsortiment in der Bordgastronomie hat begonnen.

[»»» Jetzt weiterlesen](#)



#### Planeta übernimmt Feudi Spitaleri

Ältestes Weingut am Ätna in neuen Händen.

[»»» Jetzt weiterlesen](#)

# 7

## Technical Printing Information

<b>Colour advertisements</b>	Colours from Color scale ISO 2846-1. Specific approval is required for special colours or shades that cannot be created by combining colours from the scale used. 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.
<b>Special colours (HKS)</b>	by request Discount on colour surcharges
<b>Print process</b>	Sheetfed offset, 70 screen
<b>Paper</b>	Envelope: 150 g/m <sup>2</sup> wood-free, glossy, coated image print Inside: 100 g/m <sup>2</sup> LuxoSatin
<b>Ad design/ production</b>	Changes to the layout or design of existing origination will be billed to advertisers at cost price. All advertisements designed and produced by the Publishers remain the property of the Publishers, and may only be used elsewhere with the written consent of the Publishers.

### Artwork

Data to be supplied as a printable (300 dpi) PDF file and a binding galley proof in accordance with ISO 12647-7. **The settings for the PDF file (ISO coated v2 300 %) can be downloaded from [www.westermann-druck.de/downloads](http://www.westermann-druck.de/downloads).** The image data should be based on the offset print standard. Area coverage should not exceed 300 % in total. The print edition is accompanied by a digital Version. The print advertisements are converted so that they can be displayed on the digital version. In isolated cases, this may lead to minor colour deviations; in view of this, complaints relating to the digital issue shall not be accepted.

### Data transfer

Printable PDF (300 dpi) via  
eMail: [fassbender@meininger.de](mailto:fassbender@meininger.de)

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.

### Artwork to be sent to

MEININGER VERLAG GmbH  
Mrs. Sieglinde Faßbender  
Maximilianstr. 7-15  
67433 Neustadt/Weinstraße  
Germany

### Supplements to be sent to

westermann Druck | pva  
c/o johnen-druck GmbH & Co. KG  
Abt. Lettershop / TAV  
Bornwiese 5  
54470 Bernkastel-Kues  
Germany

## 1 Brief description of title

WEINWIRTSCHAFT is the German trade paper serving the entire professional trade in wines and spirits with the highest number of copies sold. Its circulation has been verified by the German Association for Verification of the Circulation of Advertising Media. Its target audience includes vintners, wine and spirits merchants and importers, and buyers working in the wholesale and retail food trade. An indispensable guide for everyone involved in professional purchase decisions, WEINWIRTSCHAFT offers extensive, in-depth coverage of market news and developments, and is thus considered the leading, most authoritative and reliable source of information on the wine trade by people inside the industry.

## 2 Official organ of -

**3 Publisher** Peter Meininger

**4 Editorial** Clemens Gerke (Editor-in-chief)  
Alexandra Wrann (Editor-in-chief)  
Sascha Speicher, Iris Trenkner-Panwitz,  
Simon Werner, Vincent Meßmer

**5 Advertising** Frank Apfel (Director Sales & Marketing)  
Silke Geiger (Assistant Director Sales & Marketing)  
Jörg Sievers (Sales Manager Media/Lead)  
Florian Stever (Sales Manager Media)

**6 Year of foundation** 1903  
**Frequency** Biweekly (Fridays)

**7 Publishing house** MEININGER VERLAG GmbH

**8 Postanschrift** Maximilianstraße 7-15  
D-67433 Neustadt an der Weinstraße - Germany

**9 Telephone** +49 (0) 63 21 / 89 08-0

**10 Internet** www.meininger.de / www.weinwirtschaft.de

**E-Mail** apfel@meininger.de  
sievers@meininger.de

## 11 Publication and copy dates

**Editorial schedule** Please refer to Editorial Calendar and Schedule 2023

**12 Subscription rates** On request

## 13 Editorial-to-advertising analysis 2021 = 25 issues

Book format: 225 mm width x 285 mm height

Total number of pages: 1,496 pages = 100.0%

Editorial matter: 1,130 pages = 75.5%

**Advertisements:** 366 pages = 24.5%

of which

Classifieds: 18 pages

Tip-ins, bound-ins: 0 pages

Inserts (no.) 4

Part inserts (no.) 0

## 14 Content analysis in 2021 = 1,130 pages

**WeinKompakt** 213 pages = 18.9%

- Background reports, Trade Fairs, Events,  
Short Interviews,

- News, Jobs & Careers, Terminal, Sector Ticker

Eins. Zwei. Drei 25 pages = 2.2%

WEINMacher 202 pages = 17.9%

- background stories, reports

Fassweinpreise 61 pages = 5.4%

WEINHandel 171 pages = 15.1%

- polls, market, reports, market research

Analytics 25 pages = 2.2%

Navigator 38 pages = 3.4%

Markets & Prices 50 pages = 4.4%

WEINTest 90 pages = 8.0%

Editorial 25 pages = 2.2%

Contents 42 pages = 3.7%

Final 25 pages = 2.2%

Dossier / Special 138 pages = 12.2%

Preview / Imprint 25 pages = 2.2%

**Total** 1,130 pages = 100,0%

15 Circulation audited by:  (German Audit Bureau of Circulations)

16 Circulation analysis: Based on average copies  
annual average 1 July 2021 to 30 June 2022

<b>Press run:</b>	7,000	
<b>Total circulation:</b>	6,952	
	1,890	<b>Mail subscriptions</b>
	766	<b>other sales</b>
<b>Paid circulation:</b>	2,656	
<b>Free distribution (comps/samples):</b>	4,296	
	48	<b>Copies not distributed (returns, file, checking copies)</b>

17 Breakdown of geographic distribution:

Region	Share of net circulation	
	Percentage	Copies
Federal Republic of Germany	95.6	6,647
Foreign circulation	4.4	305
<b>Total circulation</b>	<b>100.0</b>	<b>6,952</b>
<b>Nielsen-Region 1</b>	8.9	592
<b>Nielsen-Region 2</b>	10.9	725
<b>Nielsen-Region 3a</b>	45.4	3,018
<b>Nielsen-Region 3b</b>	18.3	1,216
<b>Nielsen-Region 4</b>	12.7	844
<b>Nielsen-Region 5</b>	2.5	166
<b>Nielsen-Region 6</b>	0.8	53
<b>Nielsen-Region 7</b>	0.5	33
<b>DOMESTIC</b>	<b>100.0</b>	<b>6.647</b>

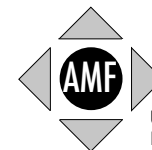
18 Lines of business/Sectors of industry/Specializations/

**Professional groups**

WEINWIRTSCHAFT is targeted at persons responsible for purchase and sales decisions in the wine/sparkling wine/champagne trades.

Ref. No. Readers	Audience groups Designation as per systematic classification of industries/trades of the Federal Office of Statistics	Share of net circulation	
		Percentage	Circulation
	<b>Wine and spirits trade</b>	<b>39.9</b>	<b>2,774</b>
4118	a) Specialty wine and spirits merchants, off licences	35.1	2,438
4316	b) Importers of wines and spirits	4.8	336
4111	<b>Food wholesalers and retailers</b>	<b>18.3</b>	<b>1,274</b>
4311	<b>Wine estates, wineries and wine cellars, winegrowing cooperatives/ sparkling wine bottlers/cellars</b>	<b>35.3</b>	<b>2,453</b>
	<b>Wines and spirits sales representatives, commission agents</b>	<b>1.1</b>	<b>76</b>
	<b>Government agencies, trade associations, schools, industry, bank</b>	<b>5.4</b>	<b>375</b>
	<b>Total</b>	<b>100,0</b>	<b>6,952</b>

Characteristics 20 (Size of business unit), 21 (Position/Function/Profession), 22 (Education/Vocational training), 23 (Age) and 24 (Size of municipality) were not investigated, as the audience value of this publication does not depend on these factors.



# 10

## Standard Terms of Acceptance for Advertisements and Inserts

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

# WEINWIRTSCHAFT

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.