



2025

MEDIA INFORMATION

Including our industry portal fleischnet.de

PUBLISHER AND OBJECT DESCRIPTION



OBJECT

FT Fleischerei-Technik/Meat Technology is a technically oriented, association-independent trade magazine for the meat products industry. In addition to product and industry information, it focuses in particular on new and further developments of meat processing machines and plants with extensive best-practice examples and thus offers corresponding orientation and decision-making aids.

TARGET GROUPS

Responsible persons, executives and decision makers in the management of the slaughtering and cutting industry as well as the meat product industry. Due to its bilingualism (German, English), it offers butchery technology companies in about 30 countries worldwide provide important information for professional support and development.

PUBLISHER:

B&L MedienGesellschaft mbH & Co. KG,
Verlagsniederlassung München

POSTAL ADDRESS:

Postfach 21 03 46, D-80673 München

HOUSE ADDRESS:

Garmischer Straße 7, D-80339 München

CONTACT:

Phone: +49 (0) 89/370 60-0

Fax: +49 (0) 89/370 60-111

E-Mail: muc@blmedien.de

Homepage: www.fleischnet.de

SALES:

Verlagsniederlassung München

Ansprechpartner: Basak Aktas

Phone: +49 (0) 89/370 60-270

E-Mail: b.aktas@blmedien.de

PUBLISHED: 6 times a year thereof

3 x as special edition FF Future Foods

FORMAT: 212 mm cross x 280 mm up

VOLUME: 41rd. year 2025

SUBSCRIPTION PRICE:

(incl. shipping costs):

Annual subscription price domestic 97 €

Annual subscription price abroad 114 €

CIRCULATION:

Print run 7.600 Expl.

Circulation 7.519 Expl.

OUR COMPETENCE YOUR CONTACT PERSONS

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b.moeser@blmedien.de

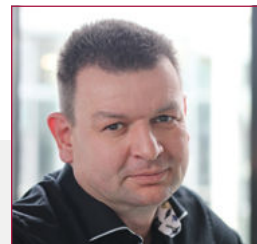
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PUBLISHER AND OBJECT DESCRIPTION



OBJECT

FF FUTURE FOODS Informs its expert readers as a new special issue about the current, often revolutionary developments in the entire food production. Meat alternatives are just as much a matter of course as looking beyond the end of one's plate in the search for sustainably produced foods. There will also be information from research and from machine and packaging technology..

TARGET GROUPS

Managers, decision-makers and responsible parties across the entire spectrum of modern food production, manufacturers and suppliers of food processing machinery, and equipment suppliers to the industry. Being bilingual (German, English), Future Foods provides industry-relevant information to companies in around 30 countries worldwide.

PUBLISHER:

B&L MedienGesellschaft mbH & Co. KG,
Verlagsniederlassung München

POSTAL ADDRESS:

Postfach 21 03 46, D-80673 München

HOUSE ADDRESS:

Garmischer Straße 7, D-80339 München

CONTACT:

Phone: +49 (0) 89/370 60-0

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AWARD ON THE TOPIC OF SUSTAINABILITY

With the specialist magazines **FH Fleischer-Handwerk**, **FT Fleischerei Technik/Meat Technology** and the special edition **FF Future Foods**, we publish high-quality information media for decision-makers in meat and food production.

Since 2012, we have been honoring future-oriented developments in the meat industry with the **FH Fleischer-Handwerk Award** and the **FT Fleischerei Technik Award**. Companies in the equipment and supply industry as well as service providers whose developments achieve a sustainable advantage for production and sales in craft businesses or for the production processes of meat processing and sausage producing companies can apply.

Since the topic of SUSTAINABILITY, keyword climate change, is becoming increasingly important for the future of food production, we are launching the 2025 Awards in this context. We recognize the commitment of companies to corresponding machines, concepts, food products and services in various categories. Further information will be available in due course by email and in the respective issues in advance. Award ceremony at IFFA 2025 in Frankfurt/Main.

AWARD PACKAGE:

We offer the winners of both awards the affordable price possibility of achieving your success identically in **FT Fleischerei Technik/Meat Technology** and **FH Fleischer-Handwerk** to present:

Package price: Winner ad 1/1 page for 8,200 euros net/net

Package price: Winner advertisement 1/2 page for 5,400 euros net/net



OUR SPECIAL WHO'S WHO

The economic upheaval caused by the war in Ukraine and the consequences of the coronavirus pandemic have brought the importance of domestic global players back into focus.

They have never been more important than in these times! Do you also belong to this select group of companies that are successful with the right mix of down-to-earthness and future-orientated action? Then take advantage of this interesting opportunity to showcase your special features in this supplement in 2025. You should not miss out on this opportunity!

The who's who supplement will be included in our trade magazines **FT Fleischerei Technik/Meat Technology**, **FH Fleischer-Handwerk** and **FM Fleisch Marketing**.

With a cross-media presence on our industry portal www.fleischnet.de.








Editorial deadline: October 24, 2025

Closing date for advertising: October 31, 2025

Release date: November 28, 2025



SCHEDULE- AND EDITORIAL PLAN 2025

ISSUE	SPECIALS	TECHNOLOGY & DIGITAL	MANAGEMENT	TRADE FAIRS/EVENTS
1  AD 04.02.25 CA 06.02.25 RD 27.02.25	Special: Cultivated Meat: From laboratory to production	<ul style="list-style-type: none"> Innovations in food and meat substitute production Organic, meat substitute & hybrid products AI as a savior? FF preview of IFFA in Frankfurt/Main 	<ul style="list-style-type: none"> Software and merchandise management Recipes for veggie and vegan products: What's really in them? 	<ul style="list-style-type: none"> Int. Grüne Woche, Berlin 17-26. January 2025 Biofach, Nuremberg 11-14. February 2025 Circular Valley Convention, Dusseldorf 12.-13. March 2025 Internorga, Hamburg 14.-19. March 2025 IFFA, Frankfurt am Main 03.-08. May 2025
2  AD 02.04.25 CA 04.04.25 RD 25.04.25	Special: Big preview of IFFA in Frankfurt /Main with FF special pages on the trade fair of the year	<ul style="list-style-type: none"> News from meat and sausage production Injecting, curing & tumbling Spice trends Clip technology 	<ul style="list-style-type: none"> Occupational safety and current trends in workwear Industrial floors & walls Planning a modern production facility 	<ul style="list-style-type: none"> SIAL, Shanghai, China 19.-21. May 2025 Fi Africa, Cairo, Egypt 02.-04. June 2025 Fachpack, Nuremberg 23.-25. September 2025 Anuga, Cologne 04.-08. October 2025
3  AD 03.06.25 CA 05.06.25 RD 27.06.25	Specials: Big IFFA review with FF special pages, FT/FH Awards: The winners	 <ul style="list-style-type: none"> Grinding, cutting, slicing & sawing Quantities & mixing Cultivation, smoking & maturing techniques Digitalization & AI 	<ul style="list-style-type: none"> Data management in the food and meat industry Supply chains threatened by new border controls and global crises? Animal welfare: risk or success factor? 	
4  AD 29.07.25 CA 31.07.25 RD 22.08.25	Special: IFFA Review, Part 2: Ingredients, Cultivated Meat, Proteins etc.	<ul style="list-style-type: none"> Plant-based meat and fish substitutes Food research: a look inside the laboratories Weighing, sorting and labeling Preview Fachpack Nuremberg, Anuga Cologne 	<ul style="list-style-type: none"> Hygiene in hybrid production Energy-efficient refurbishment & product changeover Disposal technology and waste water treatment 	
5  AD 30.09.25 CA 02.10.25 RD 24.10.25	Special: One line, many different products: This is the smart factory of today and tomorrow	<ul style="list-style-type: none"> Sausage: artificial and natural casings Production & processing of frozen products Trends from Fachpack: Sustainable yet attractive packaging 	<ul style="list-style-type: none"> Use of social media internally and in the external presentation of your company Safety technology and fire protection Vehicles: e-mobile or combustion engine? Reducing the CO₂ footprint in meat/sausage production 	
6  AD 27.11.25 CA 01.12.25 RD 17.12.25	Special: Traditional foods and recipes rediscovered for the nutrition of the future Supplement: who's who	<ul style="list-style-type: none"> Goodbye factory farming, right? Vertical & indoor farming Insects as the food of the future 	<ul style="list-style-type: none"> Avoiding food waste Skilled staff in short supply: How smart recruiting works Strategies: From start-up to global company 	

AD FORMATS AND PRICES

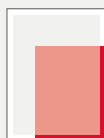
Bleed ads: format plus 3 mm bleed on all outer pages.
The statutory VAT shall be added to all prices.

Format ads from 1/2 page upwards include a **free full-size banner** (468 x 60 pixels) in the industry section for 2 weeks on www.blgastro.de.
All format ads from the ePaper issue link to your homepage.



1/1 PAGE

Gate cut	212 x 280 mm	8.445,00€
Preferential placement U2/U3		
Gate cut	212 x 280 mm	9.735,00€
Preferential placement U4		
Gate cut	212 x 280 mm	10.175,00€



JUNIOR-PAGE

Gate cut	152 x 193 mm	6.545,00€
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1/2 PAGE

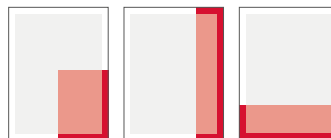
Cate cut		
up	104 x 280 mm	
cross	212 x 133 mm	5.855,00€



1/3 PAGE

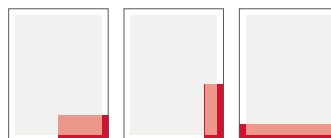
Cate cut		
up	72 x 280 mm	
cross	212 x 93 mm	5.015,00€

Advertising price list Nr. 27
from 1st January 2025



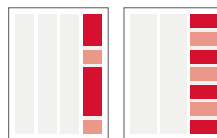
1/4 PAGE

Gate cut		
corner	104 x 133 mm	
up	56 x 280 mm	
cross	212 x 73 mm	3.600,00€



1/8 PAGE

Gate cut		
corner	104 x 73 mm	
up	56 x 133 mm	
cross	212 x 43 mm	2.050,00€



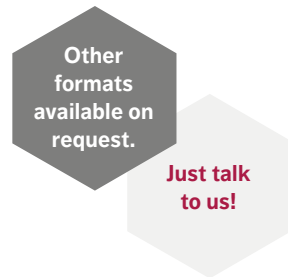
Brand display window

single column	43 mm wide, max. 75 mm high, per mm height 4c	9,10€
two columns	90 mm wide, max. 35 mm high, per mm height 4c	18,20€

Industry partner entry::

Minimum term 1 year , 43 mm wide,	
price per mm height b/w	4,95€
price per mm height 4c	7,10€

Binding placement regulations:
25% on the above base prices,
special colours HKS, Pantone etc. on request



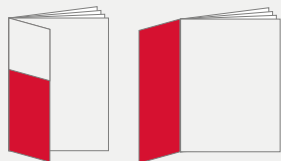
SPECIAL FORMS OF ADVERTISING AND PRICES

Format ads from 1/2 page upwards include a **free full-size banner** (468 x 60 pixels) in the industry section for 2 weeks on www.blgastro.de.
All format ads from the ePaper issue link to your homepage.



TITLE COVER

Sizes on request 12.915,00 €



TITLE FLAP

Sizes on request 12.260,00 €



FRONT PAGE

Sizes on request 10.350,00 €

DISCOUNTS

For purchase within one year within the publishing portfolio.
Same formats are discounted together in all our titles.

ACC. TO REBATE SCALE		ACC. TO QUANTITY SCALE	
from 3 ads	3%	from 1 page	3%
from 6 ads	5%	from 3 pages	5%
from 9 ads	10%	from 6 page	10%
from 12 ads	15%	from 8 page	15%
from 18 ads	17%	from 10 page	20%
from 24 ads	20%	from 12 page	22%

*Additional technical costs and space surcharges are not discountable.
Advertisements in the list of sources of supply and occasional/job advertisements
as well as partial supplements are also not eligible for discounts*

Other
formats
available on
request.

Just talk
to us!

BOUND-INS AND INSERTS



Delivery quantity:

8.000 copies, partial editions possible on request.

max. size: 205 x 280 mm

up to 25 g/1,000 340,00 €
 including postal charges

Inserts also include objects, data carriers, glued brochures.

Inserts and gluing costs for postcards are not discountable.

Delivery address for inserts::

Pipp Papierverarbeitung
 und Versandservice e.K.
 Zeppelinstr. 3
 84051 Essenbach-Altheim

INSERTS WITH FOLLOW-UP MAILING

Use our qualified addresses twice for your success:

- Insert in the print edition
- Direct mailing to the same addresses with your personal cover letter and response element

Price depends on the edition. We are pleased to give you individual information!

BOUND-IN INSERTS

Delivery quantity:

8.000 copies, partial editions possible on request.

Please deliver bound-in inserts untrimmed folded.

Size:

212 x 280 mm + Bleed allowance
 3 mm/waistband, 5 mm/outside each

2-sided 6.260,00 €
 4-sided 11.495,00 €

Discounts only according to the quantity scale, taking into account half the volume.

Delivery address for bound-in inserts::

Ortmaier Druck GmbH
 Birnbachstraße 2
 84160 Frontenhausen

Would you like to have your bound-in inserts printed directly by Ortmaier?

We will be happy to provide you with a offer.

TECHNICAL REQUIREMENTS

Printing process: Web offset

PRINTING MATERIAL: Must be sent by the day of the deadline for printing documents (see Appointment plan/editing plan).

For technical production reasons, we ask you only to send digitised print documents by e-mail to f.hesse@blmedien.de or by CD, plus proof/ colour print by post. We ask you to save your advertisement in TIFF format or as a printable PDF if possible as open files can lead to discrepancies. Please ensure that your digitised advertisement has an image resolution of 300 dpi in CMYK mode and a size of 1:1. In case of delivery of final artwork, slides, photos or reproducible originals, the cost price will be charged for the production/completion of the advertisement.

TERMS OF PAYMENT:

3 % discount for advance payment and direct debit.
 2 % discount for payment within 8 days of invoice date, otherwise 14 days after invoice date at the latest without deduction.

Bank account::

Commerzbank AG, Hilden
 IBAN: DE 58 3004 0000 0652 2007 00
 BIC: COBADEFFXXX
 Creditor-ID: DE 13ZZZ00000326043

The general terms and conditions for advertising apply.

YOUR ADVERTISING IN OUR **FLEISCHNET.DE** PORTAL

FH
FLEISCHER-HANDWERK

FM
FLEISCH MARKETING

FT
FLEISCHEREITECHNIK
MEAT TECHNOLOGY

FF
FUTURE FOODS

FLEISCHNET.DE offers target group-oriented individual platforms for the meat and food industry, butchery and food retail sectors. In contrast to classic news portals, our industry platforms provide targeted market information tailored to the target groups. Users will find user-oriented background reports, reports, best practice examples and much more. m. for sustainable and successful business management. The industry platforms are responsive and adapt to all devices.



FLEISCHNET.DE

more information on
www.fleischnet.de



NEWSLETTER

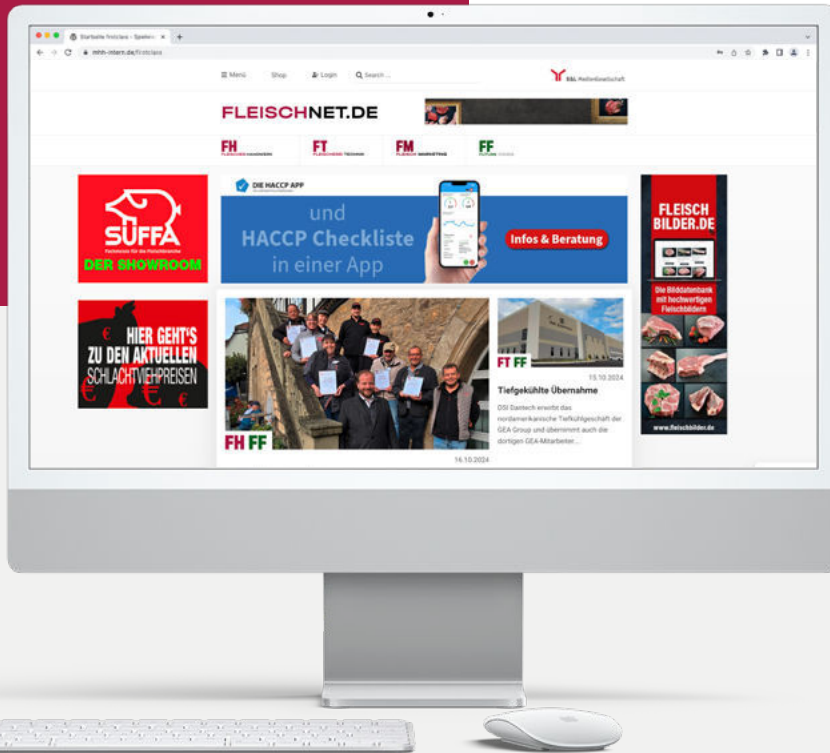
Regular newsletters for registered users with high opening and click rates are published once a week. We send out special newsletters on market-relevant dates and topics.

BANNER

Our forms of advertising are without exception on all devices, be it desktop computers, tablet or smartphone played.

CONTENT-MARKETING-TOOL

Content marketing tool that fits seamlessly into the editorial content on the homepage or in the newsletter. Advertorials must be marked as advertisements.

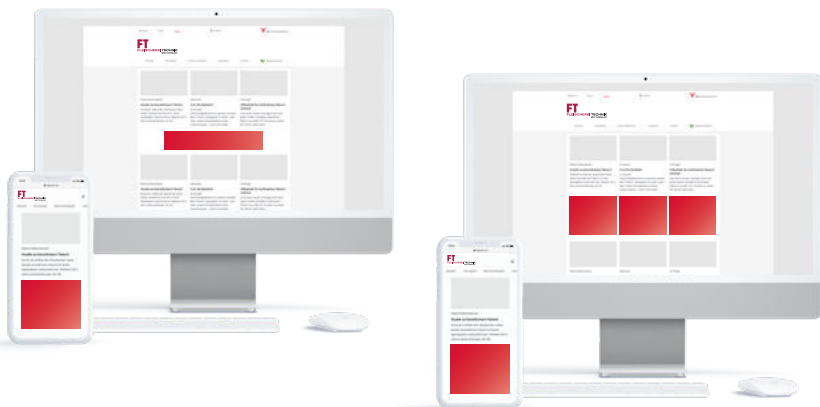


OUR **FLEISCHNET.DE** SPECIALIST PORTAL

As in our management magazines for the meat industry, butchery and food retail, our newly relaunched specialist portal **FLEISCHNET.DE** is aimed at the specific needs of decision-makers in the meat processing industry, butchery and food retail. We provide information about the background, challenges and trends of these industries and offer competent decision-making aids for investments in them all areas.

ONLINE FORMS OF ADVERTISING

on the pages of our specialist portals **FT** FLEISCHEREI TECHNIK MEAT TECHNOLOGY **FF** FUTURE FOODS



LEADERBOARD specialist portal

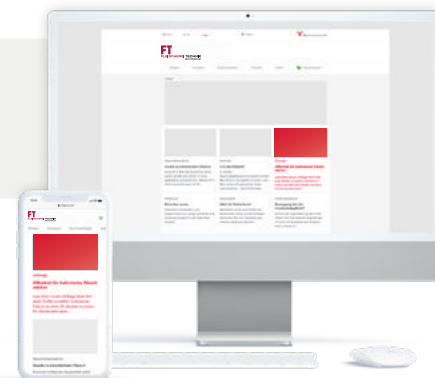
Size desktop: 728 x 90 Pixel
Size mobil: 300 x 250 Pixel
Duration: 2 weeks
Price: 1.450,00€

RECTANGLE specialist portal

Size desktop: 300 x 250 Pixel
Size mobil: 300 x 250 Pixel
Duration: 2 weeks
Price: 1.150,00€

These forms of advertising are displayed on the homepage in all sections and in all articles of the specialist portal.

Price list valid from January 1, 2025
 We accept GIF, JPEG and HTML file formats. Banner sizes up to a maximum of 50 kB.



CONTENT AD

direct link to a desired URL

Duration: 2 Weeks pinned
Price: 1.100,00€

ADVERTORIAL

Link to the complete article on **FLEISCHNET.DE**/Industry and from there a link to a desired URL

Duration: 2 Weeks pinned
Price: 1.600,00€

Required material for Advertorials:

- Text / press release with at least 300 words for SEO optimization
- 1 to 3 images (without text or logo in the image) in landscape format
 Image format for the header image ideally 940 x 500 pixels
 (or approx. 33 x 18 cm), 72 dpi

Several specialist portals can be combined.
Each additional specialist portal: plus 15%

The following specialist portals can be booked:

FH
 FLEISCHER-HANDWERK

FM
 FLEISCH MARKETING

FT
 FLEISCHEREI TECHNIK
 MEAT TECHNOLOGY

FF
 FUTURE FOODS

ONLINE FORMS OF ADVERTISING RUN-OF-SITE

These forms of advertising are used across industries displayed on all specialist portals.

FH
FLEISCHER-HANDWERK

FM
FLEISCH MARKETING

FT
FLEISCHEREI TECHNIK
MEAT TECHNOLOGY

FF
FUTURE FOODS



Skyscraper and Rectangle can be played on the right or left

BILLBOARD	FULLSIZE HEADER BANNER	SKYSCRAPER	RECTANGLE
<p>Size desktop: 940 x 250 Pixel</p> <p>Size mobil: 300 x 480 Pixel (Pop-Up)</p> <p>Duration: 2 weeks</p> <p>Price: 4.300,00€</p>	<p>Size desktop: 468 x 60 Pixel</p> <p>Size mobil: 300 x 120 Pixel</p> <p>Duration: 2 weeks</p> <p>Price: 1.850,00€</p>	<p>Size desktop: 200 x 600 Pixel</p> <p>Size mobil: 300 x 120 Pixel</p> <p>Durtion: 2 weeks</p> <p>Price: 3.600,00€</p>	<p>Size desktop: 300 x 250 Pixel</p> <p>Size mobil: 300 x 250 Pixel</p> <p>Duration: 2 weeks</p> <p>Price: 3.300,00€</p>

Price list valid from January 1, 2025
We accept GIF, JPEG and HTML file formats. Banner sizes up to a maximum of 50 kB.

NEWSLETTER FORMS OF ADVERTISING

These forms of advertising appear in the newsletter from **FLEISCHNET.DE** – 1sent out regularly once a week.



ADVERTORIAL as top-news

Required material:

- Text/press release with at least 300 words
- 1-3 images (without text or logo in the picture) in landscape format, picture format ideally for the header image 940 x 500 pixels (or approx. 33 x 18 cm)

Duration: once

Price: 1.950,00€

ADVERTORIAL as news

Required material:

- Text/press release with at least 300 words
- 1-3 images (without text or logo in the picture) in landscape format, picture format ideally for the header image 940 x 500 pixels (or approx. 33 x 18 cm)

Duration: once

Price: 1.650,00€

MEGABANNER in the newsletter

Size desktop: 520 x 215 Pixel

Size mobil: 300 x 250 Pixel

Duration: 2 weeks, 2 circuits

Price: 2.485,00€

RECTANGLE in the Newsletter

Size desktop: 300 x 250 Pixel

Size mobil: 300 x 250 Pixel

Duration: 2 weeks, 2 circuits

Price: 1.950,00€

Price list valid from January 1, 2025

We accept GIF, JPEG and HTML file formats. Banner sizes up to a maximum of 50 kB.

ONLINE FORMS OF ADVERTISING

Industries-online-package

Optimal attention through the presence over 4 weeks



INDUSTRIES-ONLINE-PACKAGE

1. week

Your advertorial as a contribution in the industry section and as a post in the same week's newsletter (at least 300 words + image in landscape format) (The Industry section appears on all specialist portals played out identically)

2. week

Rectangle in the Newsletter (300 x 250 Pixel)
Duration 1 week = 1 circuits

3. week

New advertorial as a contribution in the industry section and as a post in the same week's newsletter (at least 300 words + image in landscape format)

4. week

Rectangle in the Newsletter (300 x 250 Pixel)
Duration 1 week = 1 circuits

Material required for advertorials:

- Text / press release with at least 300 words for SEO optimization
- 1 to 3 images (without text or logo in the image) in landscape format
- Image format for the header image ideally 940 x 500 pixels (approx. 33 x 18 cm)

Price: 3.750,00€

Price list valid from January 1, 2025

We accept GIF, JPEG and HTML file formats. Banner sizes up to a maximum of 50 kB.

ONLINE FORMS OF ADVERTISING

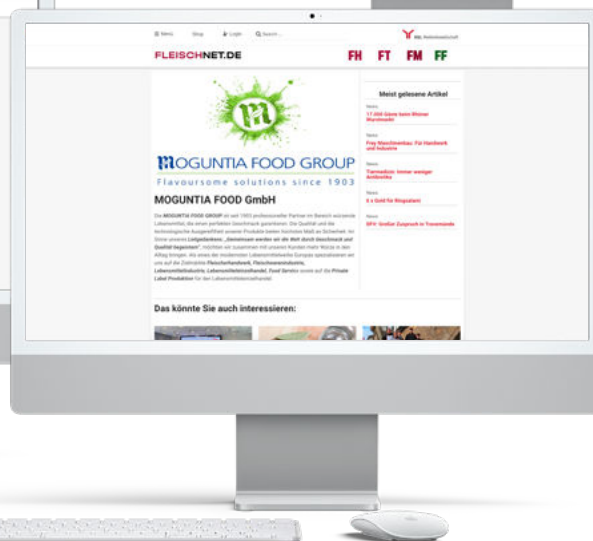
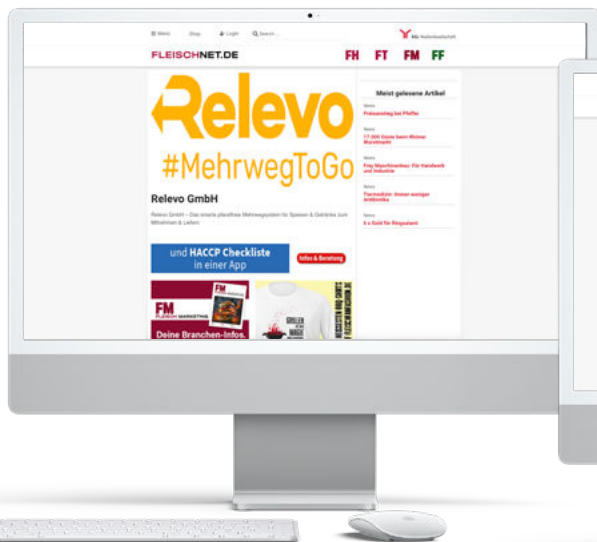
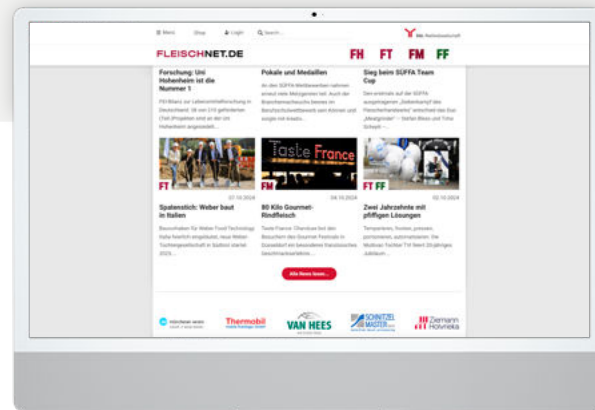
Industrie partner link

INDUSTRIE PARTNER LINK

Visible in the industry section in the industry partner category and on the homepage (Logo, contact details, short description and link)

Duration: 1 year

Price: 480,00€



General terms and conditions for advertisements in newspapers and magazines

1. An "advertisement order" within the meaning of the following General Terms and Conditions of Business is a contract with respect to the publication of one or more advertisements of an advertiser or space buyer in a publication for advertising purposes.

2. If there is any doubt, advertisements to be called up for publication within one year of the conclusion of the contract. If the advertisement rate should change after the conclusion of the contract, the Publisher is entitled to charge the price in effect according to the price list valid at the time of publication.

3. Discounts as quoted in the price list are only allowed for advertisements that one client orders for one publication within one year after the appearance of the first advertisement.

4. If the advertiser has, at the beginning of the one year time limit, ordered multiple advertisements with claims to a price reduction, and calls in additional advertisements within that time limit, he/she has retroactive claims to a price reduction corresponding to his actual purchase.

5. If an order is not fulfilled due to circumstances beyond the control of the publishing house, the advertiser has, regardless of any other legal obligations which might arise, to reimburse the publishing house for the difference between the discount that was granted and the discount that would correspond to the amount actually purchased. No claims on the part of the advertiser shall ensue if, owing to force majeure.

6. The publication of advertisements in particular places within the printed work or in particular issues cannot be guaranteed. Orders for ads that are expressly only to be published in specific issues or positions in the magazine have to arrive at the publishers in sufficient time for the advertiser to be informed prior to the closing date for advertisements should it not be possible to execute the order in the requested manner. If the client has reserved the right to withdraw, a notice period of at least 8 weeks prior to the first month of release must be observed. Withdrawing from contract is not possible in the case of calendars.

7. Advertisement orders can be cancelled up to the advertisement deadline. The cancellation has to be made in written form (via post, fax or e-mail). If the advertisement is already in print, the client has to pay for it. Otherwise, the publisher may demand reimbursement of the costs incurred up to the cancellation in accordance with the legal rules and regulations.

8. The publishing house reserves the right to reject advertisement orders – also individual release orders within the scope of a contract – and insert orders, on account of their content, origin or technical form in accordance with uniform, objectively justified principles of the publishing house if their contents violate laws or official regulations or it cannot reasonably be expected that the publishing house print them. This also applies to orders placed with branch offices, advertisement offices or representatives. Insert orders only become binding for the publishing house once a sample of the insert has been submitted and approved. Inserts which give the reader the impression that they are part of the newspaper/ magazine on account of their format, or layout, or include advertisements from third parties, will not be accepted. The advertiser will be informed immediately that his advertising order has been rejected.

9. The advertiser is responsible for ensuring that the advertisement text and faultless artwork or the insert is delivered to the publishing house in good time. The publishing house will be prompt to demand a replacement for any artwork that is visibly unsuitable or damaged. The Publisher does not accept any liability that handwritten ads or ads placed by phone and/or changes and cancellations made in these ways are factually correct. The publishing house guarantees the usual printing quality of the booked title within the scope of the means arising from the artwork submitted.

10. If the printed version of the advertisement is partially illegible, not correct or incomplete, the advertiser is entitled to a reduction in payment or to a replacement that is free from defect, but only to the same extent as the purpose of the advertisement was impaired. Control data which are missing or defectively printed shall create no claim for the Customer unless something to the contrary has been agreed upon between the parties. Claims for

compensation for collateral negligence, culpa in contrahendo or wrongful act are excluded. Claims for compensation resulting from impossibility of performance and default are limited to compensation for foreseeable damage and the compensation payable for the advertisement or insert in question. The liability of the publishing house for damages due to the lack of characteristics or features that were promised remain unaffected. Complaints must be put forward within four weeks of receipt of the invoice and voucher copy.

11. Incoming requests, messages, cards and address printouts that are destined for the client will be forwarded by the publisher as normal mail, unless the publisher has a right of retention because the client is in default of payment. In the event of loss of a consignment, the client has no right to a price reduction.

12. Proofs will be supplied at the orderer's express wish. The orderer is responsible for the correctness of the returned proofs. The publishing company will act on all corrections to which attention is drawn within the period set at the time of despatch of the proof.

13. In the event that the advertiser does not make an advance payment, the invoice will, as far as possible, be sent five days after publication of the advertisement. The invoice is to be paid within the time period mentioned in the price list as from the date on which the invoice was received provided that no other terms of payment or advance payment has been agreed on in individual cases. Possible discounts for early payment will be granted in accordance with the price list. Annual invoices for prints of the category „Bezugsquellen“ are due with the publication of the first edition of the calculation period at the latest.

14. In the event that the advertiser defaults or requests an extension, interest and collection fees are charged. If the advertiser defaults the publishing house can defer the implementation of the remaining current order until payment has been made and demand that advance payment is made for the remaining advertisements. If there is reasonable or legitimate doubt about the advertiser's ability to pay, the publishing house is entitled, even while the advertising contract is running, to

make the appearance of further advertisements dependent on the advance payment of the sum and on the settlement of unpaid invoices irrespective of the terms of payment originally agreed on. Any approved discount shall cease to apply in the event of insolvency, compulsory composition proceedings or a lawsuit.

15. If requested to do so the publishing house will supply an advertiser's copy with the invoice. Depending on the nature and size of the advertisement order up to two clippings, tear sheets, or complete voucher copies will be supplied. If an advertiser's copy can no longer be procured, a legally binding certification from the publishing house confirming the publication and distribution of the advertisement will take its place.

16. The advertiser is to bear the cost of producing the necessary artwork and of any substantial modifications requested by the advertiser, or for which he is responsible, to the design originally agreed on.

17. Where a contract has been signed for the publication of a series of advertisements a claim can be deducted in the event of a reduction in the number of copies printed, if a certain circulation was stated in the price list and the circulation dropped by more than 20%. Claims to price reductions are excluded, however, if the publisher has informed the advertiser in due time of the drop in circulation (more than 10%) and has offered the advertiser the choice of withdrawing from the contract.

18. Artwork will only be returned to the advertiser if this has been specifically requested in writing. The publishing house is only obliged to keep such artwork for a period of three months from the time that the advertisement appeared in print. The transport risk of all printed documents returned to the client or third parties by the publisher are at the expense of the recipient.

18. Advertisements with content from competing publishers cannot be accepted.

19. Place of jurisdiction and place of performance is the office of the publishing house. The contractual relationships of the parties are subject to the laws of the Federal Republic of Germany.