



2025

MEDIA DATA

# MAGAZINE DESCRIPTION AND PUBLISHER



**IDM International Dairy Magazine** – The leading trade journal for the international milk processing and related food manufacturing industry.

**IDM International Dairy Magazine** is a bi-monthly English language trade publication that provides readers with an actual overview on developments in the international dairy industry. The publication focuses on technology, automation & IT, packaging and ingredients and bases on thoroughly researched background information, analyses and reports.

## PUBLISHER:

B&L MedienGesellschaft mbH & Co. KG

## POSTAL ADDRESS:

P.O. Box 13 63, 53492 Bad Breisig, Germany

## KONTAKT:

Phone: +49 (0) 2633 4540-0

Fax: +49 (0) 2633 4540-99

E-mail: [IDM@blmedien.de](mailto:IDM@blmedien.de)

Homepage: [www.international-dairy.com](http://www.international-dairy.com)

## SUBSCRIPTIONS:

B&L MedienGesellschaft mbH & Co. KG

Roland Ertl

Phone: +49 (0) 89/37060-271

E-mail: [r.ertl@blmedien.de](mailto:r.ertl@blmedien.de)

## VOLUME FREQUENCY:

6 x yearly

## FORMAT:

215 mm wide x 280 mm high

## SUBSCRIPTION PRICES

Single copy	€16 incl. postage, subscribers in Germany add VAT
Trial-Subscription (3 months):	€32 incl. postage, subscribers in Germany add VAT
Annual subscription	€94 incl. postage, subscribers in Germany: €82 incl. postage + VAT

Subscribers receive either ePaper or print edition.

# YOUR CONTACTS OUR COMPETENCE

## OBJECT MANAGER:

**Burkhard Endemann**

Phone: +49 (0) 26 33/45 40-16

Cell phone: +49 (0) 172/70 68 185

E-mail: be@blmedien.de

## MEDIA CONSULTING:

**Heike Turowski**

Cell phone: +49 (0) 151/22 64 62 59

E-mail: ht@blmedien.de

## EDITOR:

**Anja Hoffrichter**

Cell phone: +49 (0) 178/23 30 047

E-mail: ah@blmedien.de

## ONLINE EDITOR:

**Roland Sossna**

Cell phone: +49 (0) 170/41 85 954

E-mail: r.sossna@blmedien.de

## GRAPHICS, LAYOUT AND PRODUCTION:

**Silvia Schneider**

Cell phone: +49 (0) 170/29 75 864

E-mail: s.schneider@blmedien.de

## PUBLISHER'S REPRESENTATIVE INTERNATIONAL:

**dc media services, David Cox**

21 Goodwin Road, Rochester,  
Kent ME3 8HR, UK

Phone: +44 (0) 1634 221360

Cell phone: +44 (0) 7967 654369

E-mail: david@dcmediaservices.co.uk



HEIKE TUROWSKI  
Media consultant

+49 (0) 151/22 64 62 59

ht@blmedien.de



ANJA HOFFRICHTER  
Editor in chief

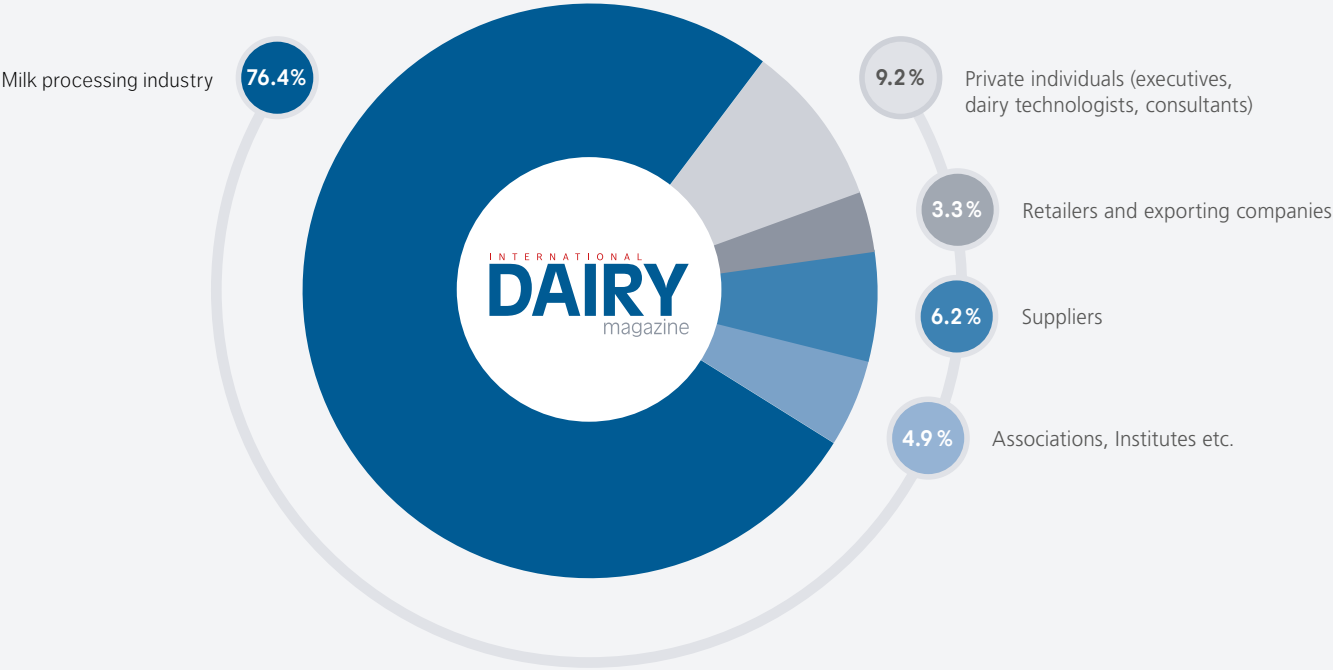
+49 (0) 178/23 30 047

ah@blmedien.de



# READERSHIP ANALYSIS

Share of actually distributed circulation



Using the example of issue 7/8/2024  
(Survey method according to recipient file)

# CIRCULATION AND DISTRIBUTION ANALYSIS



**PRINT RUN**  
**4,950**

Yearly average  
per issue



**DISTRIBUTED  
CIRCULATION**  
**4,780**

Source: Sales  
database B&L  
MedienGesellschaft



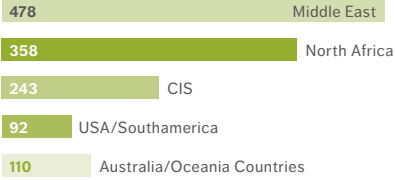
**ePAPER  
RECEIVER**  
**820**

Source: Sales  
database B&L  
MedienGesellschaft

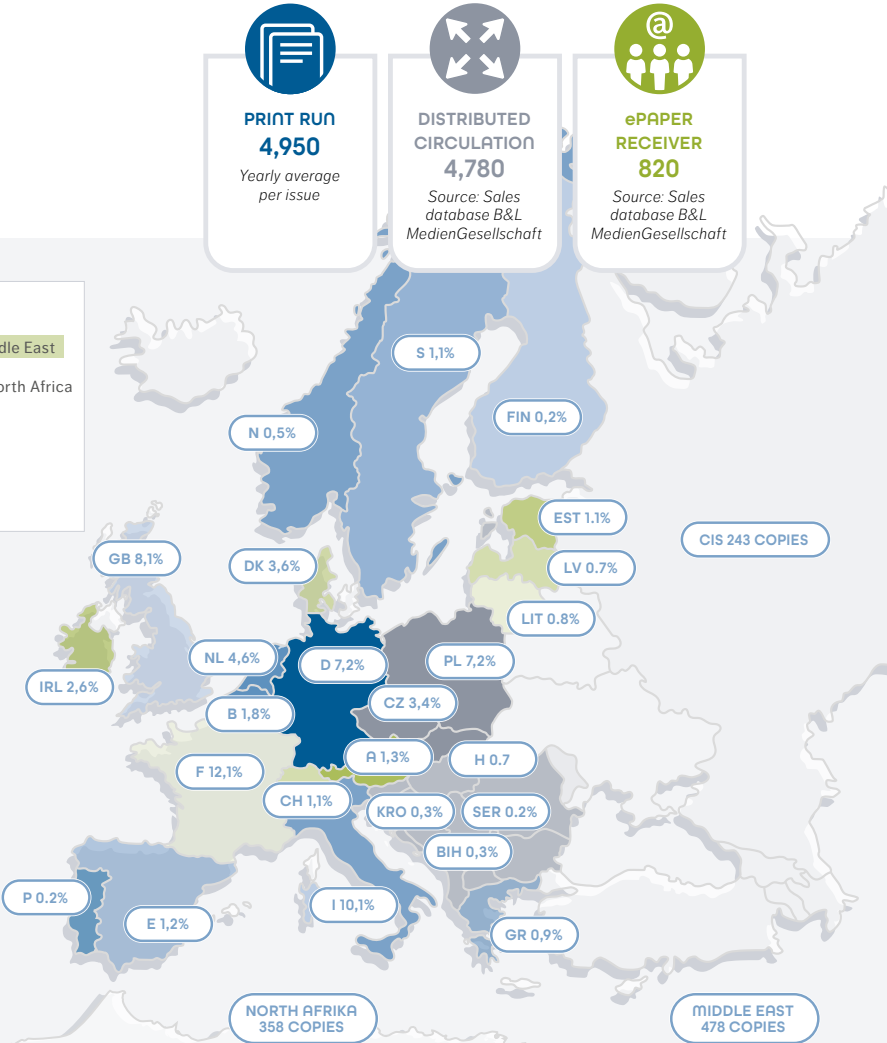
**COPIES EUROPE: 3,499**  
**TOTAL COPIES: 4,780**

COUNTRY	%	COPIES
A	1.3	62
B	1.8	86
BG	0.5	24
BIH	0.3	14
CH	1.1	53
CY	0.2	10
CZ	3.4	163
D	7.2	344
DK	3.6	172
E	1.2	57
EST	1.1	53
F	12.1	578
FIN	0.2	10
GB	8.1	387
GR	0.9	43
H	0.7	33
I	10.1	483
IRL	2.6	124

**COPIES OVERSEAS: 1,281**



COUNTRY	%	COPIES
KRO	0.3	14
L	0.1	5
LIT	0.8	38
LV	0.7	33
N	0.5	24
NL	4.6	220
P	0.2	10
PL	7.2	344
ROM	0.3	14
S	1.1	53
SER	0.2	10
SK	0.6	29
SLO	0.2	10



# SCHEDULE AND EDITORIAL PLAN 2025

ISSUE	EDITORIAL FOCUS		TRADE SHOWS/EVENTS
<b>1/2</b>	Ad closing date: 24 January 2025  Date of publication: 10 February 2025	<ul style="list-style-type: none"> <li>• Cheese making technology</li> <li>• Cultures/Starters</li> <li>• Portioning and Cutting of Cheese</li> <li>• Packaging of Cheese</li> </ul> Plus: <a href="#">SPECIAL Plant-Based-Dairy Alternatives</a>	
<b>3/4</b>	Ad closing date: 28 March 2025  Date of publication: 14 April 2025	<ul style="list-style-type: none"> <li>• Packaging of dairy products</li> <li>• Coding &amp; Labelling</li> <li>• IT in the dairy industry</li> </ul> <ul style="list-style-type: none"> <li>• Quality Control in food plants</li> <li>• Ingredients</li> <li>• Colours &amp; Flavours</li> <li>• Sweeteners</li> </ul>	Vitafoods Europe 2025, Barcelona 20.-22.05.2025  IPACK-IMA 2025, Mailand 27.05.-30.05.2025
<b>5/6</b>	Ad closing date: 23 May 2025  Date of publication: 10 June 2025	<ul style="list-style-type: none"> <li>• Cheese making technology</li> <li>• Cultures/Starters</li> <li>• Portioning and Cutting of Cheese</li> <li>• Packaging of Cheese</li> </ul>	
<b>7/8</b>	Ad closing date: 1 August 2025  Date of publication: 18 August 2025	<ul style="list-style-type: none"> <li>• Filling &amp; Dosing Equipment</li> <li>• Packaging of dairy products</li> <li>• Sustainable processing of milk</li> <li>• Plant automation</li> </ul> <ul style="list-style-type: none"> <li>• Fluid Transfer</li> <li>• Valves &amp; Fittings</li> <li>• Weighing &amp; Detection</li> <li>• Energy efficiency in milk processing</li> </ul>	drinktec 2025, Munich 15.-19.09.2025
<b>9/10</b>	Ad closing date: 19 September 2025  Date of publication: 6 October 2025	<ul style="list-style-type: none"> <li>• Filtration &amp; Separation</li> <li>• Drying Technology</li> <li>• Butter &amp; Spreads (Manufacturing, Ingredients, Packaging)</li> </ul> <ul style="list-style-type: none"> <li>• Yoghurts &amp; Fermented Milk Products</li> <li>• Ingredients</li> <li>• Ice Cream</li> </ul> Plus: <a href="#">SPECIAL Plant-Based-Dairy Alternatives</a>	
<b>11/12</b>	Ad closing date: 30 October 2025  Date of publication: 17 November 2025	<ul style="list-style-type: none"> <li>• Filling &amp; Dosing Equipment</li> <li>• Ingredients</li> <li>• Sweeteners</li> </ul> <ul style="list-style-type: none"> <li>• Colours &amp; Flavours</li> <li>• Air conditioning and air management</li> </ul> Plus: <a href="#">Company Profiles 2025</a>	FiE Food Ingredients Europe 2025 November 2025

# ADVERTISING SIZES AND PRICES

Adverts in bleed:  
**Sizes plus 3 mm bleed** on all sides.

VAT must be added to all prices.



## COVER PAGE

Trim Size 215 x 190 mm €5,500

Inside Front Cover and Outside Back Cover (1/1 page)

Trim Size 215 x 280 mm

Type Area 184 x 250 mm €5,200



## 1/1 PAGE

Trim Size 215 x 280 mm

Type Area 184 x 250 mm €4,800



## 2/1 ADVERTORIAL

Editorial content €3,300



## 2/3 PAGE

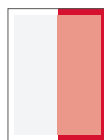
Trim Size  
vertical 139 x 280 mm  
horizontal 215 x 181 mm

Type Area  
vertical 122 x 250 mm  
horizontal 184 x 166 mm €3,600



## JUNIOR-PAGE

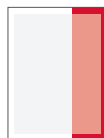
Trim Size 139 x 200 mm €2,600



## 1/2 PAGE

Trim Size vertical 108 x 280 mm  
horizontal 215 x 140 mm

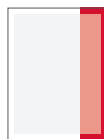
Type Area vertical 90 x 250 mm  
horizontal 184 x 125 mm €2,600



## 1/3 PAGE

Trim Size vertical 76 x 280 mm  
horizontal 215 x 98 mm

Type Area vertical 58 x 250 mm  
horizontal 184 x 83 mm €2,000



## 1/4 PAGE

Trim Size vertical 61 x 280 mm  
horizontal 215 x 77 mm  
corner 108 x 140 mm

Type Area vertical 43 x 250 mm  
horizontal 184 x 62 mm  
corner 90 x 125 mm €1,400

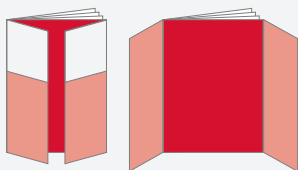
Price per mm  
deep and column  
for advertisements in  
the editorial part:  
**7 €**

Special colours  
(price net):  
**460 €**

Price list valid from 1 January 2025

# ADVERTISING SPECIALS SIZES AND PRICES

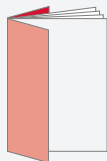
All advertising specials **include free linking** of the advert in the ePaper (not possible for inserts).



## BARN-DOOR-COVER

Outside Cover 2/3 page  
Inside Cover 2 x 1/1 page

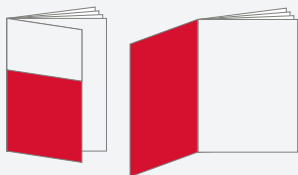
Trim Size 215 x 280 mm €9,500



## COVER-JACKET

Cover and Back Cover  
4 x 1/2 page vertical

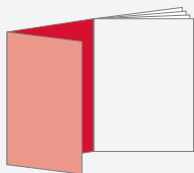
Sizes on request €7,500



## COVER-FLAP

Outside Cover 2/3 page  
Inside Cover 1/1 page

Sizes on request €5,500



## GATEFOLD- AND INSIDE-COVER

Outside Page 1/1 page  
Inside Pages 2/1 page

Trim Size 215 x 280 mm €9,500

## DISCOUNTS

apply on space within 12 months period

FREQUENCY DISCOUNTS		QUANTITY DISCOUNTS	
2 ads	3%	2 pages	5%
4 ads	5%	4 pages	10%
6 ads	10%	6 pages	15%
8 ads	15%	8 pages	20%
10 ads	20%		

*Additional charges and credit notes are invoiced according to the actual quantity actually purchased at the end of the calendar year.*

*All prices plus VAT.*

*Additional technical costs and space surcharges are not discountable. Advertisements in the supplier directory, occasional and job adverts are also not discountable.*

More  
interesting  
ad specials on  
request

Please call  
for more  
information!



# B2B MARKETPLACE SIZES AND PRICES

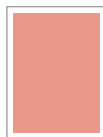
Each issue of IDM has an independent advertising section called B2B Market Place. In this section, you can place classified advertisements (buying, for-sale, vacancies, etc.) at a special low price rate. The B2B Market Place is located at the rear of every issue of IDM. Special positioning requests are not available, agency discount for B2B Market Place ads is granted.

## Adverts in Type Area:

Sizes plus 3 mm bleed on all sides.

Sizes width x height in mm.

Millimetre price  
per column  
for adverts in the  
marketplace:  
**3 €**

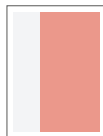


### 1/1 PAGE

Type Area

184 x 280 mm

€2,750



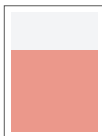
### 2/3 PAGE

Type Area

vertical 122 x 250 mm

horizontal 184 x 166 mm

€2,000



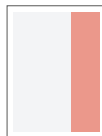
### 1/2 PAGE

Type Area

vertical 90 x 250 mm

horizontal 184 x 125 mm

€1,500



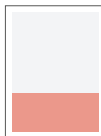
### 1/3 PAGE

Type Area

vertical 58 x 250 mm

horizontal 184 x 83 mm

€1,000



### 1/4 PAGE

Type Area

vertical 43 x 250 mm

horizontal 184 x 62 mm

corner 90 x 125 mm

€800

# SUPPLIER DIRECTORY

The **IDM supplier directory** is the comprehensive guide from A to Z to equipment, products and services for the international dairy industry.

ENTRY	DETAILS	PRICE
Supplier directory entry	per mm depth/1-column (58 mm width), 4-coloured	€ 2.50

All prices are indicated per entry and issue.

Minimum duration: 1 year (6 issues)

For any further information, please mail to [ht@blmedien.de](mailto:ht@blmedien.de)

# SUPPLEMENTS AND INSERTS

## SUPPLEMENT

Required quantity:

2,900 copies

Max. size: 210 x 275 mm  
(DIN A4 only possible when folded)

Price per 1000 copies: € 800

Please deliver inserts trimmed and folded.

Inserts also include objects, data carriers  
and glued-on brochures. Inserts and gluing  
costs for postcards are not discountable.

## DELIVERY ADDRESS FOR INSERTS

Ortmaier-Druck GmbH  
Birnbaumstraße 2  
84160 Frontenhausen  
Germany

Would you like to  
have your inserts  
produced by our  
print shop?

We look  
forward to  
submitting an  
offer to you.

## BOUND INSERT\*

Required quantity:

2,900 copies

Supply bound inserts untrimmed  
and unfolded.

Four-sided

Open format:

430 x 280 mm (plus bleed)

Closed format:

215 x 280 mm (plus bleed)

Price: € 3,500

## GLUED INSERT\*

Required delivery quantity:

2,900 copies

Partial inserts possible on request

Two-sided

Format:

215 x 280 mm + bleed 3 mm

Price: € 3,200

*\* Bound inserts and stickers are not discountable*

## TECHNICAL REQUIREMENTS

**Printing Process:** Sheet offset

**Printing material:** must be submitted by the  
ad closing date (see editorial plan 2025).

We request only digitised print documents by E-mail:  
ht@blmedien.de

### Data type:

PDF-file: (pdf/X-4:2010) – Acrobat 7 compatibility (PDF 1.6).  
CMYK – Coated Fogra39 (ISO 12647-2:2004)

eps-files: please convert fonts to characters

photos/images: 4-colour images, CMYK – Coated Fogra39  
(ISO 12647-2:2004), resolution 300 dpi; all image files (.pdf, .eps,  
.tif or .jpg) must be uncompressed

InDesign: CC 2024 and idml template, please attach fonts  
and image material, open files only on request;  
CMYK – Coated Fogra39 (ISO 12647-2:2004)

**Data transmission:** E-mail: ht@blmedien.de

**Printers:** Ortmaier-Druck GmbH,  
Birnbaumstraße 2, 84160 Frontenhausen, Germany

## TERMS OF PAYMENT

Payment within 14 days net cash

Payment within 8 days with 2% discount

Advance payment with 3% discount

### 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.

Price list valid from 1 January 2025

# SUPPLEMENT

## COMPANY PROFILES

**COMPANY PROFILES 2025** are published as a bound in supplement within the November issues of **IDM International Dairy Magazine** and **molkerei-industrie** – the leading European dairy magazines.

The special 'pull-out' section offer the highest level of company promotion through detailed and colourful profiles of your company, its products and services. In turn, our readers are supplied with everything they need to make an informed decision concerning new technology and potential new business partners.

**COMPANY PROFILES 2025** include approximately 250 words of text, your company contact details, logo and up to 3 colour pictures and are professionally designed as a full page. They are published in alphabetical order.

Also included in the cost, your company will be listed under up to 5 keywords in our supplier's directory which precedes the profiles and is at the same time a useful content overview for the pull-out section. This unique supplement can be taken out of the main issue and archived as an invaluable supplier's directory.



	DAIRY magazine	molkerei industrie
<b>Size:</b>	1/1 page = 210 x 279 mm, Type Area, 4-coloured coloured	
<b>Prices:</b>	€1,750	€1,750
	€3,000 package price when booking both profiles	
<b>Placement:</b>	in alphabetical order	
<b>Printing process:</b>	Offset printing, booklet-in-booklet with separate stitching	
<b>Printing material:</b>	The layout of the COMPANY PROFILES will be handled by the publisher. Please send text, logo and images by e-mail to <a href="mailto:ht@blmedien.de">ht@blmedien.de</a> .	
<b>Ad closing date:</b>	30 October 2025	30 October 2025
<b>Date of publication</b>	17 November 2025	17 November 2025

Price list valid from 1 January 2025



# SPECIAL



## PLANT BASED DAIRY ALTERNATIVES

The market segment for plant-based dairy alternatives continues to grow steadily. Our **IDM SPECIAL "Plant Based Dairy Alternatives"** addresses the question of how plant-based alternatives can be produced and improved, as ultimately, the goal is to create great-tasting products. Solutions and suggestions from various fields will be presented – from relevant technologies, ingredients, and the latest scientific findings to analytics – focusing on the category of plant-based products.

This special edition, which also appears in our German-language trade journal **molkerei-industrie**, aims to provide dairies and companies from other sectors with an approach to tackle some of the challenges in producing plant-based alternative products.



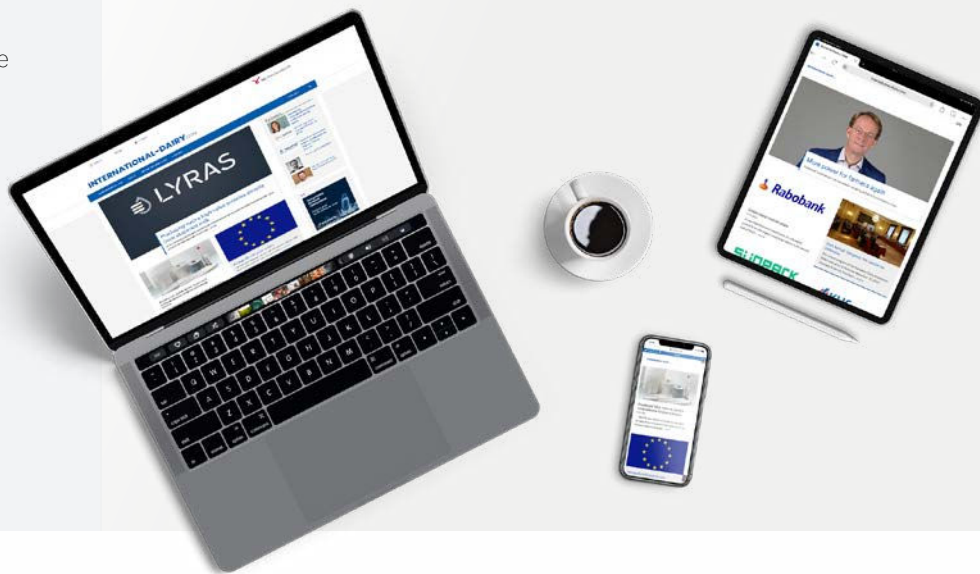
# YOUR ADVERTISING OUR INDUSTRY PORTAL

[international-dairy.com](http://international-dairy.com) is the leading internet portal for news and information dedicated to the needs of the dairy industry. We help specialists from industry and trade to stay up-to-date on the latest market developments. Once a week, a newsletter summarises the most important economic events for approx. 1,800 recipients.



**INTERNATIONAL-DAIRY.COM**

More information at  
[www.international-dairy.com](http://www.international-dairy.com)



## NEWSLETTER

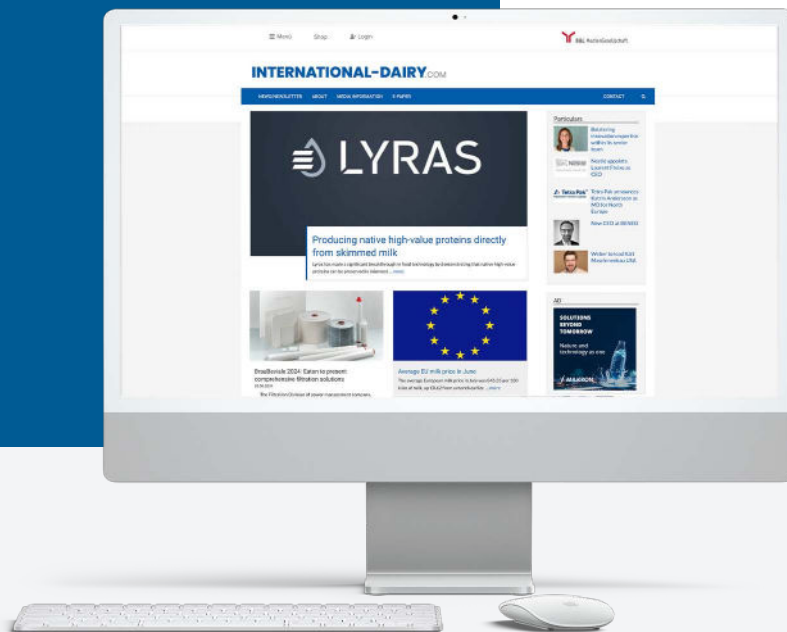
Regular newsletters are published once a week for registered users with high opening and click rates. We also send out special newsletters on market-relevant dates and topics.

## BANNER

Our advertising opportunities appear without exception on all devices, such as desktop computer, tablet or smartphone.

## ADVERTORIAL

Content marketing tool that integrates perfectly into the editorial content on our homepage or in our newsletter. Advertorials must be labelled as advertisements.



## OUR **INTERNATIONAL-DAIRY.COM** SPECIALISED PORTAL

In contrast to traditional news portals, our specialised portal stands for targeted market information, tailored to target groups. Users will find user-orientated Background information, reports, best practice examples and much more for sustainable and successful business management.

- Our advertising opportunities are displayed on all end devices without exception, be it desktop computers, tablets or smartphones.
- The industry platforms are responsive and adapt to all end devices.
- Regular newsletters are published once a week for registered users with high opening and click rates. We send out special newsletters on market-relevant dates and topics.



**3,500**

Number of visits  
per month



**2,600**

Number of users  
per month



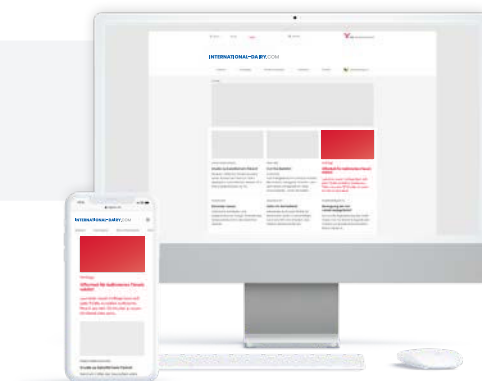
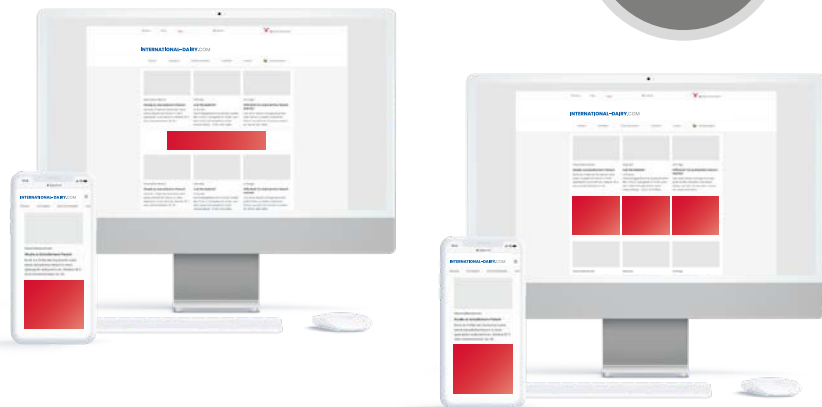
**6,800**

Page views  
per month

# ONLINE ADVERTISING

on international-dairy.com

**File size:**  
max. 300 KB, for  
larger files please  
contact us.



## CONTENT AD

**Direct link to**  
a requested URL

**Duration:**  
pinned for one week

**Price:**  
€1,200

## ADVERTORIAL

**Link to the complete article on**  
international-dairy.com and from  
there a link to a requested URL

**Duration:**  
pinned for one week

**Price:**  
€1,200

### LEADERBOARD Specialised portal

<b>Size desktop:</b>	728 x 90 Pixel
<b>Size mobile devices:</b>	300 x 250 Pixel
<b>Duration:</b>	4 weeks
<b>Price:</b>	€1,000

### RECTANGLE Specialised portal

<b>Size desktop:</b>	300 x 250 Pixel
<b>Size mobile devices:</b>	300 x 250 Pixel
<b>Duration:</b>	4 weeks
<b>Price:</b>	€900

### Material required for advertorials:

- Text /press release with max. 1,000 characters
- 1 image (without text or logo in the image) in landscape format 940 x 500 pixels (approx. 33 x 18 cm), 72 dpi

Following specialised portals can be booked:

**DAIRY**  
magazine

**molkerel**  
industrie

**Milch-**  
Marketing

**KÄSE-**  
THEKE

## Terms and conditions

1. "Advertising order", in the sense of the following General Terms and Conditions, refers to the agreement to publish one or more than one advertisement of an advertiser or other space buyer in a printed publication for purposes of circulation.

2. In the event of doubt, advertisements are to be requisitioned for publication within one year after the conclusion of the contract. According to the contract the advertiser has the right to requisition advertisements within the time period of the contract, beyond the number of advertisements originally agreed upon.

3. The prices of the advertisements are consequent on the Publisher's Advertising Rate Card in effect at the time the contract is concluded. 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; this does not apply to business transactions with non-traders, insofar as no more than 4 months have elapsed between the conclusion of the contract and the time of publication. Advertising agencies and advertising agents are prohibited from passing on the agent's fees granted by the Publisher wholly or in part to their clients.

4. If order should not be carried out owing to circumstances for which the Publisher is not responsible, then the Advertiser must reimburse the Publisher for the difference between the discount granted and that corresponding to the actual sales, regardless of any further legal obligations. If the non-fulfillment of the contract is caused by force majeure within the limitations of the Publisher's risk, then the client has no claim for reimbursement.

5. In the calculation of quantities ordered, millimetres of text lines shall be converted into millimetres of advertisement corresponding to the price.

6. Orders for advertisements and advertising supplements which are placed with the declared intention of being published only in specific issues, in specific editions or in specific places in the publication, must be submitted to the Publisher early enough that the Advertiser can be informed before the closing date if the order cannot be executed in this manner. Rubricated advertisements shall be printed in the respective column, and do not require an express agreement to this effect.

7. Text advertisements are advertisements having at least two sides bordering on text and not on other advertisements. The Publisher is entitled to mark with the word "Advertisement" those advertisements whose editorial design is such that they are not readily recognizable as advertisements.

8. The Publisher reserves the right to refuse advertising orders – including individual requisitions under the terms of a transaction – and advertising supplement orders on the basis of their technical form or their origin, in accordance with uniform, objectively justified principles; the same applies if the contents violate laws or official regulations, or if the publication is unacceptable to the Publisher. This also applies to orders placed with agencies, receiving offices or representatives. Advertising supplement orders are not binding for the Publisher until a sample of the advertising supplement has been submitted and approved. Advertising supplements which either in form or appearance give the reader the impression that they are an integral part of the newspaper or magazine or which contain outside advertising shall not be accepted. The Advertiser will be informed immediately if an order is refused.

9. The Advertiser is responsible for the punctual delivery of the advertising copy and reliable printing data or the advertising supplements. The Publisher will immediately apply for new printing data if the originals are seen to be unsuitable or damaged.

10. If the advertisement is printed in such a way that it is unreadable, either wholly or in part, or if it is incorrect, or incomplete the client has the right to claim for either a reduction of the fee or a newly placed advertisement, but only to the extent that the purpose of the advertisement has been compromised. If the Publisher should exceed a reasonable period of time set for the publication of the substitute advertisement or if it should once again be incorrect, then the Advertiser has the right to a price reduction or a cancellation of the order. Indemnity claims from positive breach of obligation, negligence in contracting and tort are excluded – especially in the case of orders placed by telephone; indemnity claims from impossibility of performance and default are restricted to the replacement of the foreseeable loss and, in the amount, to the remuneration to be paid for the advertisement or advertising supplement in question. This does not apply to premeditation and gross negligence on the part of the Publisher, its legal representatives and its vicarious agents. A liability of the Publisher for damages owing to the lack of warranted qualities remains unaffected. Furthermore, the Publisher is not liable for gross negligence of vicarious agents in commercial business transactions; in the remaining cases, the liability towards merchants for gross negligence is restricted in its extent to the foreseeable damage up to the amount of the remuneration for the advertisement in question. Complaints must be put forward within 4 weeks of receiving the invoice and receipt – unless the defects are not obvious.

11. Proofs shall be delivered only when expressly requested. The Advertiser shall bear the responsibility for the correctness of the returned proofs. The Publisher shall take into account all error corrections of which it shall be informed within the period set at the time of forwarding the proofs.

12. If no specific size is stipulated, the actual print size customary for the type of advertisement will be used as a basis for invoicing.

13. In the event that the Advertiser does not make an advance payment, the invoice will be sent immediately, if possible, however, 14 days after the publication of the advertisement. The invoice is to be paid within the period evident from the price list, beginning from the time of receipt of the invoice, unless, in individual cases, another method of payment has been agreed upon or an advance payment has been made. Any discounts for advance payment shall be granted in accordance with the price list.

14. Interest and collection expenses will be charged if there is a delay in payment or a respite. In the event of default, the Publisher may postpone the further execution of the current order until payment and request advance payment for the remaining advertisements. If there is reasonable doubt regarding the Advertiser's ability to pay, the Publisher is entitled, even during the term of the transaction, to make the publication of further advertisements dependent upon advance payment of the amount charged and settlement of unpaid bills, regardless of previously agreed terms of payment.

15. Upon request, the Publisher shall deliver a specimen of the advertisement with the invoice. Depending on the type and size of the advertisement, the specimens shall be delivered as clippings, entire pages or entire issues. If a specimen can no longer be procured, a legally binding certification from the Publisher regarding the publication and distribution of the advertisement shall serve as a substitute.

16. The Advertiser shall bear the costs for the production of ordered printing data and drawings and for considerable changes in previously determined versions, which the Advertiser may request or be responsible for.

17. In the case of a transaction involving several advertisements, a claim to a reduction in price may result from a reduction in the circulation if the total average circulation in the insertion year beginning with the first advertisement is less than the average amount stated in the price list or otherwise, or – if no circulation amount is stated – is less than the average circulation of issues sold (for trade journals, this can also be the average number actually distributed) in the previous calendar

year. A reduction in circulation shall grant the right to a price reduction only if it amounts to

20% for a circulation of up to 50,000

15% for a circulation of up to 100,000

10% for a circulation of up to 500,000

5% for a circulation of more than 500,000

Claims to price reductions are excluded, however, if the Publisher has informed the Advertiser in due time of the drop in circulation and has offered the Advertiser the choice of withdrawing from the contract.

18. In the case of keyed advertisements, the Publisher shall take as much care in handling and punctually passing on the replies as would a responsible businessman. Registered and express letters will only be forwarded by ordinary post. The replies to keyed advertisements shall be kept for 4 weeks. Replies which are not collected within this period shall be destroyed. The Publisher shall return valuable documents without being obligated to do so. The publisher can be guaranteed the right in a specific contract to open incoming offers as a representative on behalf of, and in declared interests, of the customer. Letters which exceed the permissible DIN A4 size, as well as goods, books, catalogues and packages will be excluded from onward transmission and will not be accepted. Any acceptance or onward transmission can, however, be agreed by way of exception if the customer bears the charges/costs incurred as a result.

19. Printing data shall be returned to the Advertiser only if expressly requested. The obligation to save them shall end three months after the order has expired.

20. Discount credit notes and supplementary discount charges shall principally not take place until the end of the insertion year.

21. Placement confirmations are only conditionally valid and may be changed for technical reasons. In such cases, the Publisher may not be made liable.

22. The place of fulfillment is the principal place of business of the Publisher. The place of jurisdiction for legal proceedings involving business transactions with merchants, body's corporate or special assets is the principal place of business of the Publisher. Insofar as claims of the Publisher are not put forward by collection procedure, the place of jurisdiction for non-traders shall be determined according to their place of residence. It shall be agreed that the place of jurisdiction shall be the principal place of business of the Publisher if the place of residence or customary place of abode of the Advertiser, including non-traders, is unknown at the time that the legal proceedings are instituted or if the Advertiser's place of residence or customary place of abode should be moved outside the purview of the law after closing the contract.