

drinkworld

Technology + Marketing

2018 Media Information

All about print + web



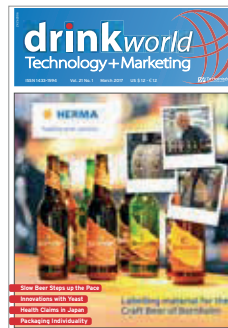
Aims and Scope

drinkworld is the leading magazine for the entire drinks industry worldwide. Feature articles and short communications cover the whole spectrum of processing, bottling, raw materials, logistics, packaging and marketing of beverages. We also report on special topics of regional interest and the trends in the beverage industries worldwide. Readers are executives and decision-makers in the brewing, dairy and mineral water industries, manufacturers of non-alcoholic drinks, wine growers and bottlers.

drinkworld is published in English. Covering the entire sector, it offers the possibility of large-scale communication, especially as it reaches the fast developing regions worldwide. With one single magazine you can reach all areas of the drinks industry worldwide. A reader service is offered.

With its publications Food Marketing & Technology, Food Technologie Magazin, Getränke! Technologie & Marketing (German), Wellness Foods & Supplements and Food Nonfood & Getränke, Dr. Harnisch Verlag is already one of the world's leading specialist publishing companies in the food and drinks sectors.

Magazines in English



Magazines in German



Publishing company

Publishing company: Dr. Harnisch Verlagsgesellschaft mbH
drinkworld
Blumenstr. 15
90402 Nuremberg, Germany

Telephone: +49 (0) 911 2018 - 0
Telefax: +49 (0) 911 2018 - 100
E-mail: drink@harnisch.com
Internet: www.drink-tm.com
FTP On request

Actual circulation 11,200 copies
Place of publication: Nuremberg
Volume/Year: Vol. 22 / 2018
Number of issues: 4 times per year
Type area: 244 x 184 mm
Rates: See Advertisement Rates
No. 22/01.01.2018

Printing process: Offset, CTP (Computer to Plate)
Printing materials: Digital as PDF, TIF, JPG in 300 dpi

Your partners

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Circulation details with readership breakdown

Total print run:	11,800 copies
Actual circulation:	11,200 copies
Specimen copies, file copies:	600 copies

Geographic circulation breakdown*

Germany	1,860 copies
Western Europe	2,089 copies
Eastern Europe, Russia	522 copies
USA/Canada	4,173 copies
Latin America	809 copies
Africa	361 copies
Australia/Oceania	225 copies
Asia	1,037 copies
Middle East	224 copies
Total	11,250 copies

Circulation breakdown by function*

Managing directors, factory managers	15.9 %
Process engineers, technologists, including R&D, product development	62.3 %
Product manager	15.8 %
Others (buying departments etc.)	6.0 %

Circulation breakdown by product area*

Beverage:		
• Beer	2,903 copies	25.3 %
• Non-alcoholic (Softdrinks, carbonated water & mineral springs, juices, bottlers)	3,635 copies	31.5 %
• Wine, sparkling wine, spirits	1,089 copies	10.2 %
Milk	1,013 copies	8.7 %
Beverage: Wholesale + Trade (partly with drink processing)	793 copies	7.2 %
Raw materials, additives suppliers	734 copies	6.7 %
Component supplier	483 copies	5.3 %
Associations, universities, special colleges	330 copies	2.9 %
Others	220 copies	2.2 %

*Source: Data analysis publishing house, July 2017

Suppliers' guide

All issues include a list of supply sources which is also intended as an alternative to small size advertisements.

Selection Terms; Key Words:

Selection terms and key words figure as headings. This service is free of charge.

Layout: 3 columns, column width 57 mm

Price: € 5.- / US\$ 6.- per millimeter, discount: 10 % if all four issues of one volume are covered. Text type setting costs and translations are included.

Internet: At the same time the supply sources can be booked on the internet. For more information please refer to "Online advertising".



Technical specifications

Printing materials in digital form for CTP (Computer to plate)
print ready PDF-X3-files (with bleed and incl. embedded fonts, pictures and logos)
EPS-files

DOC (Word documents); RTF (Rich Text Format)

TIFF/JPG (high resolution)

EPS

Adobe CS4 (Please supply fonts and links)

By FTP: Information on request.

By E-mail: drink@harnisch.com (reference to issue requested).

We strongly recommend providing a proof along with your digital data.

With b/w adverts a fax or enclosed copy is sufficient.

By CD-ROM: All digital data on CD-ROM need to be provided no later than by the closing deadline.

(Annual subscription, 4 issues)

Domestic: € 57.- incl. p+h + VAT.

Abroad: Surface mail € 69.-/US\$ 90 incl. p+h

Airmail € 85.-/US\$ 110 incl. p+h

List of Topics and Publication Schedule*

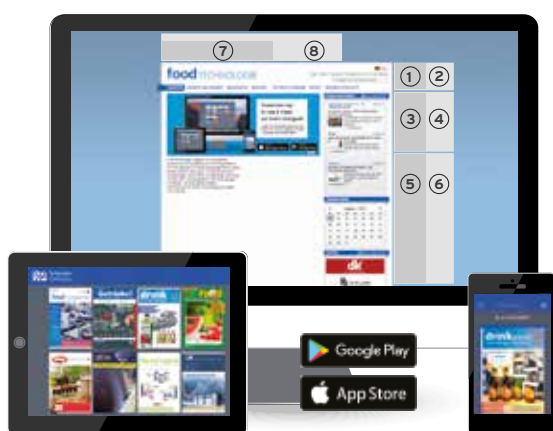
Issue Closing date ads/editorial Publication date	Trade Fairs Special Topics	Ingredients	Processing	Packaging
1/2018 09. February 2018 09. March 2018	AnugaFoodtec, Cologne 20. - 23. March Vitafoods Europe, Geneva 15. - 17. May	Sports Nutrition Colors Beverage Trends Wellness Beverages Water	Filtration & Separation Automation Cooling Pumps + Compressors Color Testing	Aseptic Packaging Canning Labelling Logistics PET update
2/2018 21. May 2018 22. June 2018	IFT Food Expo, Chicago 15. - 18. July	Sweeteners Nutraceuticals Dietary Fiber Dairy Beverages Malt & Hops	Sterilization Carbonation Robotics Quality Control Filling Systems	Carton Packaging Storage & Handling Bottles Recycling Cleaning
3/2018 20. August 2018 17. September 2018	Pack Expo International, Chicago 14. - 17. October	Spirits & Liqueur Colors Dairy Ingredients Vitamins Water with Flavors	Separation & Filtration Quality Control Automation Color Testing Cooling	Conveying Aseptic Packaging Palletizing Labelling PET update
4/2018 05. October 2018 02. November 2018	Brau Beviale, Nuremberg 13. - 15. November HiEurope, Frankfurt 27. - 29. November	Beer Beverages Superfruits Sweeteners Flavors Dietary Fiber	Filling Sterilization Pumps + Compressors Hygiene Carbonation	Logistics Carton Glass Packaging Canning Recycling

*Subject to change

Online advertising - Our digital portfolio at a glance

With a continually growing outreach, drinkworld digital platform is proving itself a strong advertising partner. Around 40 % of the users are from German-speaking countries. The multi-channel proposal from Dr. Harnisch Publications is made up of the following:

1. Standard Display Ads: Banners



Banner type	Size (WxH)	www.drink-tm.com
① Button	120 x 90 Pixel	€ 105.- (\$ 120.-)
② Button XL	240 x 90 Pixel	€ 160.- (\$ 185.-)
③ Vertical Banner	120 x 240 Pixel	€ 150.- (\$ 175.-)
④ Vertical Banner XL	240 x 240 Pixel	€ 230.- (\$ 265.-)
⑤ Skyscraper	120 x 600 Pixel	€ 295.- (\$ 340.-)
⑥ Skyscraper XL	240 x 600 Pixel	€ 450.- (\$ 520.-)
⑦ Fullsize-Banner	468 x 60 Pixel	€ 165.- (\$ 190.-)
⑧ Leaderboard	728 x 90 Pixel	€ 265.- (\$ 305.-)

All banner prices are for a complete four week period.
(Acceptable formats: JPEG, PNG, GIF, HTML)

2. Mobile Magazine App: E-Zine

Adverts placed in the print magazines are also published in the digital edition. Each can include interactive elements such as direct links (e.g. links from the adverts to a specific landing page, videos, photos, photo galleries and more).

In the corresponding App "Dr. Harnisch Publications", which can be downloaded free of charge in the popular App-Stores, the digital edition can be read online and offline on all mobile devices (iOS or Android) and browsed through at any time, in any place.

Link to advert per issue in the digital edition € 350.- (\$ 400.-)

Link to an article in the digital edition

A specific link to an editorial article, which is of course also available in the digital version, can be posted for a minimum of five months.

Link per feature article in the digital edition € 350.- (\$ 400.-)

Digital edition branding

It is possible to sponsor an entire digital edition. Each single page and double page spread will include a prominent advertising space which will bring the sponsor into the additional focus of the users and digital edition readers.

2/1 page only in the digital edition (incl. link) € 2000.- (\$ 2300.-)

Digital edition branding for the complete issue € 990.- (\$ 1139.-)

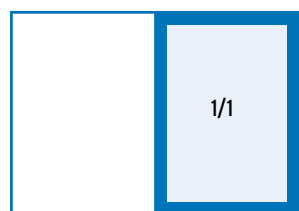
3. Sponsored content, combined with social media (Facebook)

On www.drink-tm.com it is now possible to publish a story under "NEWS" for one week, which will also be featured on the publisher's Facebook page

Sponsored posts in combination with social media (Facebook) € 350.- (\$ 400.-)

Advertisement sizes and prices from 01.01.2018

Format	black/white	full color	3 colors	2 colors
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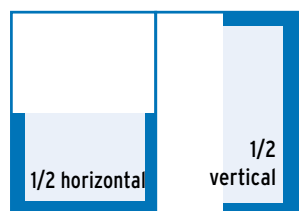


	€ 3.800,-	€ 5.500,-	€ 5.030,-	€ 4.760,-
	US\$ 4,375,75.-	US\$ 6,325.-	US\$ 5,784,50.-	US\$ 5,474.-

Type area: W 184 mm x H 244 mm Bleed*: W 216 mm x H 303 mm (Trim size 210 x 297 mm)

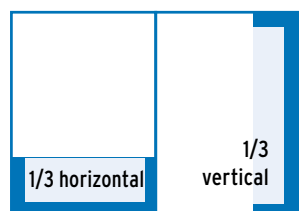
2/1 page spread	€ 5.730,-	€ 7.650,-	€ 7.345,-	€ 7.000,-
	US\$ 6,589,50.-	US\$ 8,797,50.-	US\$ 8,446,75.-	US\$ 8050.-

Type area: W 394 mm x H 244 mm Bleed*: W 426 mm x H 303 mm (Trim size 420 x 297 mm)



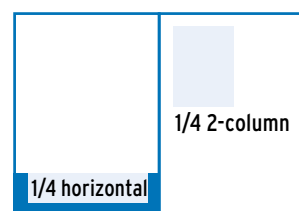
1/2 page	€ 2.010,-	€ 3.120,-	€ 2.950,-	€ 2.750,-
	US\$ 2,311,50.-	US\$ 3,588.-	US\$ 3,392,50.-	US\$ 3,162,50.-

vertical Type area: W 92 mm x H 244 mm Bleed*: W 108,5 mm x H 303 mm (Trim size 102,5 x 297 mm)
horizontal Type area: W 184 mm x H 122 mm Bleed*: W 216 mm x H 154,5 mm (Trim size 210 x 148,5 mm)



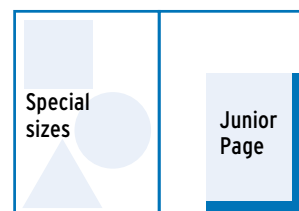
	€ 1.410,-	€ 2.365,-	€ 2.225,-	€ 2.040,-
	US\$ 1,621,50.-	US\$ 2,719,75.-	US\$ 2,558,75.-	US\$ 2,346.-

vertical Type area: W 57 mm x H 244 mm Bleed*: W 76 mm x H 303 mm (Trim size 70 x 297 mm)
horizontal Type area: W 184 mm x H 81,5 mm Bleed*: W 216 mm x H 105 mm (Trim size 210 x 99 mm)



1/4 page	€ 1.090,-	€ 1.730,-	€ 1.630,-	€ 1.520,-
	US\$ 1,253,30.-	US\$ 1,989,50.-	US\$ 1,874,50.-	US\$ 1,742,25.-

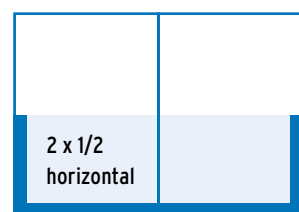
horizontal Type area: W 184 mm x H 61 mm Bleed*: B 216 mm x H 80,25 mm (Trim size 210 x 74,25 mm)
2-column Type area: W 89,5 mm x H 122 mm Bleed*: B 108,5 mm x H 154,5 mm (Trim size 102,5 x 148,5 mm)



Junior Page	€ 2.220,-	€ 3.330,-	€ 3.150,-	€ 3.000,-
	US\$ 2,547,25.-	US\$ 3829,50.-	US\$ 3,628,25.-	US\$ 3,450.-

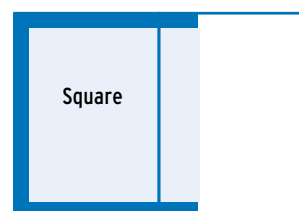
Bleed*: W 139,5 mm x H 194 mm

Special sizes (Circle, Square...) on request



Special size: 1/2-double page spread	€ 5.300,- (4c)
	US\$ 6,095.-

horizontal Type area: W 394 mm x H 122 mm Bleed*: W 426 mm x H 154,5 mm (Trim size 420 x 148,5 mm)



Special size: Square (2nd cover page plus overrun into editorial)	€ 6.530 (4c)
Bleed*: W 273 mm x H 303 mm	US\$ 7,509,50.-

*Bleed surcharge: 10% of the basic rate; W = Width, H = Height

Please note: Prices in US\$ are based on an exchange rate of € 1 : US\$ 1.15 which is subject to change.

Discounts

• Quantity discounts

On advertisements ordered at the same time:

- 3 adverts 5%
- 5 adverts 10%
- 10 adverts 15%

Adverts to be published within 3 years.

• Combination discounts

Combination discounts are valid for all our Food and Beverage publications.

On advertisements ordered at the same time:

- 3 adverts 5%
- 5 adverts 10%
- 10 adverts 15%

These discounts are valid for one year and can be combined with quantity discounts.

Discounts are calculated from the basic (b/w) price.

For example:

Booking of three adverts each in two different Dr. Harnisch magazines qualifies for 5% discount in each magazine plus an additional 10% combination discount. This gives 15% discount in total.

General Terms of Business Dr. Harnisch Verlags GmbH

1. These General Terms and Conditions as well as the advertising media information supplied to the customer are strictly applicable to all business relations between the customer and the publishing house. Different terms and conditions of the customer do not apply, even when they are not expressly contradicted by the publisher.
2. In cases of doubt, advertisement orders are to be completed within one year of conclusion of order. The publishing company guarantees the best possible reproduction of the advertisement in print but dependent on the time and printing location.
3. For any mistakes in the publication, for which the publishing company can be held responsible, the orderer shall be entitled to replacement in the form of free advertising space to the extent to which the purpose of the advertisement has been affected.
4. Claims to defects are struck by the statute of limitations within one year after the legal date of commencement of the limitation period.
5. The publishing company shall reserve the right to reject orders for advertisements or inserts as well as individual called up insertions within one advertisement order for reasons of content, source or the technical form in accordance with the basic principles of the publishing company. Orders for inserts or bound-in inserts are binding for the publisher only after the presentation of a sample of original size and after a written confirmation for the customer issued by the publisher. A possible refusal of the order will be communicated to the customer in writing. The refusal of an individual call does not give rise to the withdrawal of the total contract.
6. The customer will furnish the publishing house with the printing templates according to its specifications. The specification of the printing templates and the deadline for their presentation are set out in the advertising media information. The costs for layouts, printing material, etc. which are to be produced by the publishing company will be invoiced to the orderer, likewise the costs for any major alterations to the original agreed to advertisements. Ordered advertisements which are not to hand or only incomplete by the copy date as laid down in the publication schedule, will be published in the following issue in the manner determined by the publishing company.
7. Proofs are only supplied when expressly requested. The orderer is responsible for the correctness of the returned proofs. Should the orderer fail to return the proofs supplied in good time by the set date, this shall be considered as approval for printing. After the publication, the publisher will send the customer a specimen copy free of charge or a copy of the page with reference to the advertisement.
8. The invoice is to be paid within the given period as stipulated on the advertising rates based on the date of invoice in so far as no reduced terms of payment or payment in advance has been agreed to in the odd case. In the case of default in payment or extension of date for payment, interest shall be charged at a rate of 5%. The publishing company can hold back the completion of a current order in the case of default in payment and demand payment in advance for the rest of the advertisements still to be published.
9. In the case of legal proceedings, non-payment, out-of-court settlement or bankruptcy, any discounts shall be waived and the full amount for the advertisements still to be published shall become immediately due for payment without any discounts or obligations on the part of the publishing company. The customer will only be entitled to offset with undisputed or legally valid claims. The customer is only entitled to the assertion of his right of retention due to counterclaims arising from this contract.
10. Changes in advertising and insert rates which may occur within four months after the signing of the contract shall be borne by the orderer, this even being applicable to running orders.
11. Printing material will only be returned at the express demand of the orderer. The deadline for the storage of such printing material shall end three months after the advertisement has been published.
12. If, as a result of Acts of Providence or other reasons for which the publishing company cannot be held responsible, it is impossible to fulfil the order or for the same reasons publication of the journal or different issues is stopped, the publishing company shall have the right to defer publication or withdraw from the rest of the order.
13. The publisher will store all customer data disclosed to him within the context of the business relation and required for the performance of the contract. These data will only be used for the fulfillment of the contract.
14. The seat of the publishing company is the sole place of jurisdiction and fulfilment also in respect of bills of exchange and cheques made out in connection with the order.

Advertisement prices from 01.01.2018



Cover page

W 200 x H 210 mm. Price on request.

2nd cover page

Add 10% to basic rate. € 5,720.- / US\$ 6,578,00.-

4th cover page (4c only)

Add 25% to basic rate. € 6,270.- / US\$ 7,210,50.-

3rd page (next to table of contents)

Add 10% to basic rate. € 3,225.- / US\$ 3,708,75.-

• Bound inserts: (including p+h)

DIN A4 untrimmed, format: 303 x 216 mm (incl. 3 mm bleed)

- 2 pages € 2,990.- / US\$ 3,438,50-
- 4 pages € 3,350.- / US\$ 4,623.-
- 6 pages € 3,700.- / US\$ 4,255.-

• Loose inserts: (including p+h)

- up to 20 g € 280.- / US\$ 322.- / thousand
- up to 40 g € 410.- / US\$ 471,50.- / thousand
- up to 60 g € 515.- / US\$ 592,25.- / thousand

Bigger inserts on request.

Postal address: publishing house.

Our magazines and journals

food INTERNATIONAL
Marketing & Technology

food Marketing & Technology
www.food-mt.com

International magazine for the entire food industry worldwide.
17,700 copies

drinkworld
Technology+Marketing

drinkworld T+M
www.drink-tm.com

Magazine for the entire drink industry worldwide.
11,800 copies

Wellness Foods & Supplements

Wellness Foods & Supplements
www.wfs-mag.com

The European magazine for health ingredients, nutraceutical foods and beverages.
8,400 copies

foodTECHNOLOGIE

Food Technologie
www.food-technologie.de

German magazine for the food industry: Ingredients, Processing and Packaging.
12,000 copies

Getränke!

Getränke!
Technologie & Marketing
www.getraenke-tm.de

German language magazine for the entire beverage industry.
9,000 copies

HYGIENE Report

Hygiene Report
www.hygiene-report-magazin.de

German publication for quality management in the food and beverage industry.
17,800 copies

bb|guide

bb guide – Beverage & Brewing Suppliers' Guide
Suppliers' Guide for the beverage industry.
15,500 copies

fng

fng magazin
FOOD · NONFOOD · GETRÄNKE · TOBACCO
www.fng-magazin.de

The independent publication for supermarket managers in Germany.
23,000 copies

PK

PuK – Process Technology & Components
www.puk-mag.com

In German and English language.
24,500 copies

dihw

dihw
www.dihw-magazin.de

German Magazine for the manufacture, processing and application of diamond high performance tools.
9,000 copies

woodworking INTERNATIONAL

WIN Woodworking International
International magazine for the woodworking industry worldwide.
12,000 copies

dedica

dedica
www.dedica.de

German language magazine for business gifts, incentives & promotions.
21,000 copies

PK

PuK – Process Technology & Components
www.puk-mag.com

In Russian language.
12,000 copies

element+ BAU

element + BAU
www.element-und-bau.de

The magazine for architects: facility construction in German language.
6,800 copies

For all devices.

The App for our digital editions:

www.harnisch.com/app-e-paper or:



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International Publications

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