Rate Card No. 17 valid from 01.11.2017



2018

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www.packaging-journal.de www.pack-finder.de





Magazine profile: packaging *journal* is one of the leading professional journals of the packaging industry. As an integrative information medium for decision-makers, it reports independently and in a compact form and is the only packaging magazine which is published in two languages (German/English). Due to its mainly user-specific coverage it represents an ideal guide in a permanently expanding market sector. It serves as a platform for the makers of the industry. The editorial department focuses on innovations from all sectors in regard to the newest packaging solutions.

Frequency of Publication: 8 x annually

Volume: 17. Volume 2018

Web-Adress: www.packaging-journal.de

Membership: IVW

Editor: Elke Latuperisa

Publisher:ella Verlag - Elke Latuperisa e.K.Postal Adress:Postfach 56 01 35 • 50986 Cologne

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Subscription Price: plus mailing expenses

Annual Subscription:

Students/Pupils:
Individual Copies:

Annual Subscription:

Domestic
80,00 Euro (incl. VAT)
40,00 Euro (incl. VAT)
12,50 Euro (incl. VAT)
Annual Subscription:
Foreign Country
108,00 Euro (without VAT)

0:00.00

2016

ISSN: 1610-0336

Dublication Analysis

Publication Analysis:	2016	9 issues	
Total Volume:	622	Pages	100,0 %
Editorial Section:	471	Pages	75,72 %
Advertising Section: Hereof are:	151	Pages	24,28 %
Bound-in inserts:	4	Pages	2,65 %
Ads of the Publisher:	3	Pages	1,99 %
Loose inserts:	4		
Editorial Content Analysis:	2016	471 Pages	

according to topics: **Packaging Machines** 132 **Pages** 28.0 % Packing Material/Packs 62 Pages 13.2 % Labelling, Coding 32 Pages 6.8 % Packaging Print/Finishing 23 **Pages** 4.9 % Marketing and Design 19 **Pages** 4.0 % From the companies 57 12.1% **Pages** 8 Packaging protection **Pages** 1.7 % **Exhibitions and Events** 94 Pages 20.0 % Miscellaneous 44 **Pages** 9.3 % 471 100,0 % **Pages**





Circulation analysis

Circulation control



Circulation analysis*:

Printed Copies: 13.813 Copies
Actually circulated Number of Copies: 13.784 Copies
For Abroad: 340 Copies
*Average over the period 1. July 2016 - 30. June 2017

Format

Magazine Format: 210 mm width, 279 mm height, DIN A4

Type Area: 190 mm width, 262 mm height

Number of columns: 3 columns, column width: 50 mm

Print

Printing Process: Rotary offset **Binding Process:** Adhesive binding

Data Format: As the standard format for the transfer of digital data, we require PDF Data (Version 1.3 PDF/X-1a), created with Acrobat Distiller

(Version 4.0). Please take care that all type-face and image data required for the document are complete. Image data must at least feature 300 dpi high-resolution, the color model must always be

CMYK.

FTP-Access: Access data available upon request

Sectors/Industries/Company types

Section	R. Category/recipient groups	atio of actually circulated o	circulation in Copies
Processors and	Users	71,5	9.856
10/11 20/21/ /80.92 13/26/27/31/	Food, beverages Chemicals, pharmaceuticals, cosmetics Filling and packaging industry, Contract packers	41,0 28,6	5.652 3.942 262
32/32,5/38	Utility goods manufactures, nonfood, textile goods, medical technology etc.	, 1,9	262
Suppliers		22,3	3.073
28	Packaging machine manufactures, manufactures of control Systems, automation or robotics	process 6,1	841
17.1/17.2/22.2/ 23//25.92	Packaging closures, packaging materials and packs, pulp, plastic, cardboard, metal and glass	wood, paper, 16,2	2.232
Other sectors		6,2	855
46/47 18 71.12/73.11	Wholesalers and retail Printing industry Product and packaging design, counsellors, etc. Other	2,3 1,6 0,4 1,9	317 221 55 262
Actually circula	ated circulation*	100,0	13.784

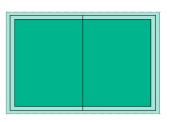
Job Characteristics: Position in the Company

	Ratio of mediate %	d readers in Recipient
CEO, managing board member, owner	31,5	4.341
Quality management, production, maintenance	17,6	2.426
Purchase	9,9	1.365
Research, development, construction	8,1	1.116
Sales and Marketing	23,8	3.281
Logistics	4,3	593
Others	4,8	662
Actually circulated circulation*	100,0	13.784
*Average over the period 1. July 2016 - 30. June 2017 Source: own survey 8/17		

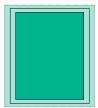




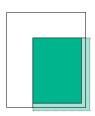
Format Specifications: Width x Height a: Type Area Format b: Bleed Format + 3 mm Trim



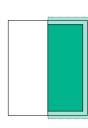
2/1 Page across Centerfold a: 396 x 262 mm b: 420 x 297 mm



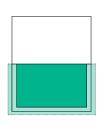
1/1 Page a: 190 x 262 mm b: 210 x 297 mm



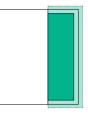
Junior-Page a: 132 x 184 mm b: 142 x 198 mm



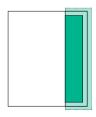
1/2 Page Upright a: 90 x 262 mm b: 100 x 297 mm



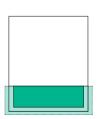
1/2 Page Landscape a: 190 x 128 mm b: 210 x 142 mm



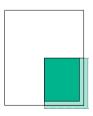
1/3 Page Upright a: 58 x 262 mm a: 190 x 83 mm b: 72 x 297 mm b: 210 x 97 mm



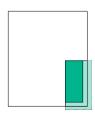
1/4 Page Upright a: 43 x 262 mm b: 53 x 297 mm



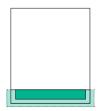
1/4 Page Landscape a: 190 x 61 mm b: 210 x 75 mm



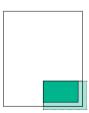
1/4 Page Block a: 90 x 128 mm b: 100 x 142 mm



1/8 Page Upright a: 43 x 128 mm b: 53 x 142 mm



1/8 Page Landscape a: 190 x 30 mm b: 210 x 44 mm



1/8 Page Block a: 90 x 61 mm b: 100 x 75 mm





Format	basic	5%	10%	15%	20%
	price	discount	discount	discount	discount
2/1 Page 4c	8.340,00	7.923,00	7.506,00	7.089,00	6.672,00
b/w	6.695,00	6.360,25	6.025,50	5.690,75	5.356,00
1/1 Page 4c	4.620,00	4.389,00	4.158,00	3.927,00	3.696,00
b/w	3.193,00	3.033,50	2.873,70	2.714,05	2.554,40
1/2 Page 4c	2.800,00	2.660,00	2.520,00	2.380,00	2.240,00
b/w	1.500,00	1.425,00	1.350,00	1.275,00	1.200,00
Junior Page 4c	2.990,00	2.840,50	2.691,00	2.541,50	2.392,00
b/w	1.750,00	1.662,50	1.575,00	1.487,50	1.400,00
1/3 Page 4c	2.300,00	2.185,00	2.070,00	1.955,00	1.840,00
b/w	1.070,00	1.016,50	963,00	909,50	856,00
1/4 Page 4c	1.790,00	1700,50	1611,00	1521,50	1432,00
b/w	930,00	883,50	837,00	790,50	744,00
1/8 Page 4c	1.020,00	969,00	918,00	867,00	816,00
b/w	500,00	475,00	450,00	425,00	400,00
Isolated ads Minimum size		50 mm/w	pro mm/h 30 mm/h	4c 10,50	

Discounts isolated ads:

3 editions 3% 6 editions 5 % 8 editions 10 %

All prices in EURO, 4c prices valid for Euroscale colors. Rates do not include VAT.

Surcharges:

Special color on request

Preferential placement:

€ 5.400,00
€ 5.250,00
on request
on request

Fixed placements.10% surcharge on basic rate

Special advertising:

Upon request we offer custom-tailored types of advertising such as banderole, cover-gatefolder, panorama view ad, corner-square ad, advertorial etc.

We offer individual cross-media solutions on request.

Discounts:

For purchase within 12 months (Starting with the first advertisement)

Frequency discount rate	Quantity discount rate		
3 x publication	3 %	2 pages	5 %
6 x publication	5 %	4 pages	10 %
8 x publication	10 %	6 pages	15 %
		8 pages	20 %

All surcharges with the exception of technical fees and postal charges can be discounted

Terms of payment:

Payment within 14 days of invoice date. 2% discount for advance or direct debit.

Ust.-ID: DE 207 137 745

Bank details: Sparkasse KölnBonn

IBAN: DE19 3705 0198 1005 1026 27

SWIFT/BIC: COLSDE33



VERLA	ella Verlag • Emil-Hoffmann-Str. 55–59 • 50996 Cologne • Phone +49 (0)2236 84 88 0 • Fax +49 (0)2236 84 88 24 • Internet: www.packaging-journal.de • www.pack-finder.de							
Issue	1 February	2 March	3 April	4/5 June	6 August	7 September	8 November	9 December
Publication date	31.01.2018	09.03.2018	30.04.2018	11.06.2018	10.08.2018	20.09.2018	31.10.2018	12.12.2018
Editorial copy deadline	21.12.2018	05.02.2018	19.03.2018	27.04.2018	29.06.2018	09.08.2018	19.09.2018	31.10.2018
Advertising deadline	08.01.2018	14.02.2018	06.04.2018	11.05.2018	12.07.2018	24.08.2018	04.10.2018	14.11.2018
Art work deadline	10.01.2018	19.02.2018	09.04.2018	18.05.2018	19.07.2018	30.08.2018	11.10.2018	21.11.2018
Special	Labeling, Marking, Coding, RFID	ANUGA FOOD TEC	Pharmaceuticals, Cosmetics, Chemistry	Dairy products	Packaging Machines	→ FachPack	Automation, Control, Robotics	Food and sweets
Topic	Packing materials and packs Pharmaceuticals, Cosmetics, Chemistry Packaging Machines Closures and Sealing Systems Fresh produce / Fruit Logistica	Food Weighing and Dosing, Quality Assurance Automation, Control, Robotics Shrinking and Stretching, Palettizing Final Packaging, Logistics, Transport packaging, IBC	Trademark protection, Anti-Counterfeiting Environmental Engineering, Waste Management, Recycling Package Printing and Finishing Paper, Cardboard, Corrugated Cardboard Marketing and Design, Luxury Packaging and Promotion packaging	Automation, Control, Robotics Software, Image processing Filling Technology Packages made of Plastic, Glass, Metal, Composites Co-Packaging	Shrinking and Stretching, Palettizing Closures and Sealing Systems Non-Food and Pet-Food Packaging Labeling, Marking, Coding, RFID	Trends and News to FachPack fair Packaging Machines Packaging materials and packs Automation, Robotics Labeling, Coding End-of-line packaging, Logistics Pharma and Food	Pharmaceuticals, Cosmetics, Chemistry Weighing and Dosing, Quality Assurance Transport packaging, IBC, Big Bags Beverages Green Packaging	Packaging Machines Labeling, Marking, Coding, RFID Packages made of Plastic, Glass, Metal, Composites Marketing and Design, Packaging development
Preliminary Report	ANUGA FOOD TEC	Logi MAT 2018	ACHEMA2018	automatica Optimize your Production	→ FachPack	→ FachPack	BrauBeviale2018 sps ipc drives all4-pack	/sweets / COLOGNE
Trade fairs	Empack, Dortmund 2425.01.2018 Paperworld, Frankfurt 2730.01.2018 ProSweets, Cologne 2831.01.2018 Pharmapack, Paris 0708.02.2018 FRUIT LOGISTICA, Berlin 0709.02.2018 Biofach, Nuremberg 1417.02.2018 LogiMAT, Stuttgart 1315.03.2018	LOPEC, Munich 1415.03.2018 Anuga FoodTec, Cologne 2023.03.2018 Deutscher Verpackungskongress, Berlin 2223.03.2018 Empack, Label&Print, Packaging Innovations, Zurich 1112.04.2018 MEDTEC, Stuttgart 1719.04.2018 CeMAT / Hannover Messe 2327.04.2018 Control, Stuttgart 2427.04.2018	IFAT 2018, Munich 1418.05.2018 transport logistic, Munich 0912.05.2018 HISPACK, Barcelona 0811.05.2018 ACHEMA 1115.06.2018 IPACK-IMA / MEAT-TECH, Milan 29.0501.06.2018 Cosmetic Business, Munich 0607.06.2018	Pack & Gift, Paris 1314.06.2018 Automatica, München 1922.06.2018		iba, Munich 1520.09.2018 intersupply, Dortmund 2123.09.2018 FachPack, Nuremberg 2527.09.2018 MOTEK, Stuttgart 0811.10.2018 Fakuma, Friedrichshafen 1620.10.2018 Glasstec, Düsseldorf 2326.10.2018	INTERVITIS INTERFRUCTA HORTITECHNICA, Stuttgart 0406.11.2018 VISION, Stuttgart 0608.11.2018 SCHÜTTGUT & RECYCLING-TECHNIK, Dortmund 0708.11.2018 Brau Beviale, Nuremberg 1315.11.2018 ALL4PACK, Paris 2629.11.2018 SPS/IPC/DRIVES, Nuremberg 2729.11.2018	





Bound-in inserts, inserts, glued-on advertising media

Bound-in inserts for total circulation:

Bound inserts must be delivered folded, untrimmed, without back stapling

 Volume
 Paper weight
 min.
 up to 120 g/m² up to 170 g/m² > 170 g/m² > 170 g/m²

 2 Pages
 120 g/m²
 € 3.300,00
 € 3.430,00
 € 3.560,00

 4 Pages
 80 g/m²
 € 5.275,00
 € 5.539,00
 € 5.670,00

For details please contact: Elke Latuperisa - Phone: +49 (0)22 36 - 84 88 11

E-Mail: el@ella-verlag.de

sample upon order placement

Inserts for total circulation:

Loosely inserted, max. paper size 205 mm x 285 mm

Insert weight price per thousand incl. shipping

 $\begin{array}{ll} \text{up to 25 g} & \qquad & \in 255,00 \\ \text{up to 50 g} & \qquad & \in 375,00 \\ \text{For each additional 25 g} & \qquad & \in 115,00 \\ \end{array}$

Partial inserts with extra charge.

Copies required: on request

sample upon order placement

Glued-on advertising media (total circulation only)

In conjunction with an ad or bound-in insert

Adhesive costs € 120,00/per thousand Brochures/Samples on request after a sample

Copies required on request

Delivery Date 12 days prior to publication date

Delivery address:

Bonifatius GmbH

Karl-Schurz-Straße 26 · 33100 Paderborn

Telefon: 05251 - 1530

Delivery note: for "packaging journal", Issue ...

Suppliers guide

The buyers guide of the packaging journal.

Our readers will find their suppliers - the suppliers their customers.

Minimum size: one column 43 mm wide x 20 mm height

Multiple columns available.

Price per mm height/

per column/per issue: b/w \in 2,20 4c \in 3,00

Discount: 8 issues 10 %

Terms of payment: Direct debit with 2% discount

Tags: free of charge and of your own choice

Changes: semi-annually, in writing to the publisher to the respective

closing dates (see schedule, page 6-7)

Conditions: The order covers 12 calendar months after which it runs until

retraction. Terminations are required within a six-week notice prior to the end of the term. The charge is for one year in advance.

Combination offer: 50% discount on a online business entry in category "Plus"

on our B2B portal www.pack-finder.de (see page 11)

п	_	L	
	О	D	

Job offer: per mm (1-column) b/w € 2,20 4c € 3,00

1/1 page b/w € 2.305,60 4c € 3.144,00

(262 mm high/4-column)

Column widths: 1-column = 43 mm 2-column = 90 mm

Job wanted: per mm (1-column) b/w € 1,10 4c € 1,50

Combination offer: free online entry for a period of 6 weeks

www.packaging-journal.de

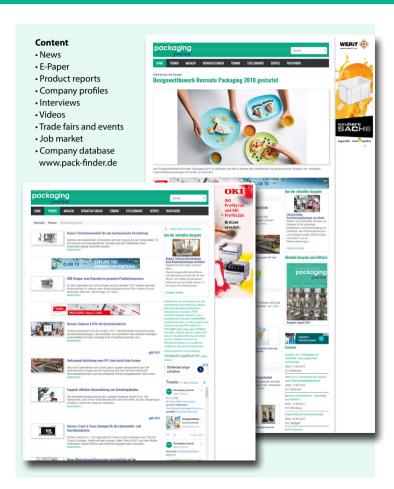


Traffic

ella Verlag • Emil-Hoffmann-Str. 55-59 • 50996 Cologne • Phone +49 (0)2236 84 88 0 • Fax +49 (0)2236 84 88 24 • Internet: www.packaging-journal.de

Web-address (URL) www.packaging-iournal.de **Profile** B2B communication for decision-makers in the packaging industry. News, reports, information on fairs and events, e-paper editions of the magazine, company database www.pack-finder.de and job market **Target group** Opinion leaders and decision makers in the entire packaging industry **Publishing house** ella Verlag - Elke Latuperisa e.K. Margot Cremer E-Mail: mcremer@ella-verlag.de Contact Susanne Julia Gorny E-Mail: sg@ella-verlag.de Andrea Vogel E-Mail: av@ella-verlag.de **Data delivery** at least 3 weeks prior to placement by E-Mail to ph@ella-verlag.de Banner: (animated) GIF-Format, JPG, PNG, Flash-, HTML-Banner Image files or graphics files (banners) always as RGB (color scheme). Maximum file size: 500 KB Job market Job wanted € 200.00 Job offer € 200.00 for 4 weeks In combination with print (see page 8) free

on request





Ad type	Format in Pixel (width x height)	Placement	Price per week	
Halfsize Banner*	234 x 60	Start page + Categories	120,00€	
Fullsize Banner*	468 x 60	Start page + Categories	200,00 €	
Square Ad*	230 x 230	Start page + Categories	400,00 €	
Superbanner/Leaderboard*	max. 728 x 90	Start page + Categories	600,00€	
Skyscraper*	max. 200 x 600	total rotation except pack-finder.de	500,00 €	
Billboard*	max. 800 x 250	total rotation except pack-finder.de	700,00 €	
Wallpaper*	max. 728 x 90 + 200 x 600 (+ Background optional)	+ 200 x 600 (+ Background total rotation except pack-finder.de		
Content Ad + Advertorial**		Details on request 990,		
Online Advertorial**	Det	Details and Price on request		
White Paper**		Details on request 350,00 €		
*incl. linking. These ad types will b **Videointegration possible.	e displayed in rotation v	vith max. 2 other advertising partners.		

New

Newsletter

Please contact us for the current conditions. newsletter@packaging-journal.de







Web-Adress (URL) www.pack-finder.de

www.packaging-journal.de/pack-finder

Profile Business directory for companies in the packaging industry

Target group Opinion leaders and decision makers in the

packaging industry

Publishing house ella Verlag - Elke Latuperisa e.K.

Contact Margot Cremer – E-Mail: mcremer@ella-verlag.de Susanne Julia Gorny – E-Mail: sq@ella-verlag.de

Andrea Vogel – E-Mail: av@ella-verlag.de

Data delivery at least 2 weeks prior to placement by E-Mail to

ph@ella-verlag.de

Banner: (animated) GIF-Format, JPG, PNG, Flash-, HTML-Banner Image files or graphics files (banners) always as RGB (color scheme). Maxi-

mum file size: 500 KB

pack-finder.de

Company entry:	Basic	Plus	Premium
Company entry including postal adress			
and at least one keyword	✓	✓	/
Telephone and fax number	✓	✓	/
E-Mail		✓	/
Tie-in with your product reports,			
industry articles, news, events		✓	✓
Link to Homepage		✓	/
Company logo		✓	✓
Product program		✓	✓
Company profile		✓	✓
Top position			
above the search terms			✓
Price/year	€0	€ 380,00	€ 490,00

The order covers 12 calendar months after which it runs until retraction. Terminations are required within a six-week notice prior to the end of the term. The charge is for one year in advance.





Content

- Company profile
- Contact details
- Logo
- · Link to company website
- Offers
- Service
- Product information
- Product photos
- Product videos

Basic entry



Premium entry





- The general terms and conditions of business for advertisements and third-party inserts in magazines published by ella-Verlag shall be applied exclusively - in the case of future advertisement orders too. Any conflicting or different terms and conditions specified by the party placing the order shall not be recognised.
- 2. The publishing company reserves the right to refuse advertisements and / or insert orders because of their content, origin or technical form, if their content violates laws or government regulations or if publication of them by the publishing company cannot reasonably be expected. Orders for inserts shall only be binding on the publishing company when a sample of the insert has been submitted and approved. The party placing the order shall be informed immediately when an order is rejected.
- Advertisements designed editorially in such a way that they are not recognisable as advertisements shall be identified clearly as such by the publishing company by the inclusion of the word. Advertisement".
- 4. The party placing the order is responsible for supplying the text for the advertisement and flawless printing documents or the inserts in good time.
- 5. The publishing company guarantees the printing quality that is normal for the publication booked, within the framework of what is possible on the basis of the printing documents.
- 6. The party placing the order shall pay the costs of producing reproducible originals, of optimising printing documents that are received damaged and of making changes to originally agreed versions that the party placing the order requests or is responsible for.
- 7. If a smaller number of advertisements than planned is placed within the 12-month period, the relevant discount amount shall be charged in retrospect. If a larger number of advertisements than planned is placed within the 12-month period, the relevant higher discount shall be credited in retrospect.
- 8. If the advertisement is partly or completely illegible, incorrect or incomplete when it has been printed, the party placing the order shall have the right to a reduction in price or a faultless replacement advertisement, but only to the extent that the purpose of the advertisement has been impaired. If the publishing company lets a reasonable deadline pass that has been set for it in this context or if the replacement advertisement is not flawless either, the party placing the order shall have the right to a reduction in payment or cancellation of the order.
- Complaints must be submitted immediately, within four weeks of the receipt of the invoice in the case of faults that are not obvious. It shall not be possible to enforce warranty claims otherwise
- 9. There shall be no right to damages for whatever legal reason except in cases of intent or gross negligence on the part of the publishing company, its legal representatives or persons it employs to discharge its duties. In commercial business transactions, claims to damages shall in addition be limited to replacement of the foreseeable damage up to the payment that has to be made for the advertisement or insert in question. Liability on the part of the publishing company for damage because of the lack of warranted characteristics shall not be affected by this.

- 10. The publishing company does not accept any liability for mistakes made in communication in the case of advertisements, changes in the date and issue, text corrections and cancellations that are made by telephone.
- 11. The party placing the order vouches for the content and legal admissibility of the text and picture documents made available for publication; The party placing the order is required to exempt the publishing company from claims made by third parties for whatever legal reason including any court and / or lawyers' fees that may be incurred. In placing the order for an advertisement, the party placing the order is undertaking to pay the costs of the publication of a correction that relates to claims actually made in the advertisement published, on the basis of the price list for advertisements applicable at the time in question. The same applies to orders for inserts.
- 12. The place of performance shall be Cologne / Germany. The place of jurisdiction in the case of legal action relating to business transactions with merchants, legal entities under public law or special public funds shall be Cologne / Germany. Where claims by the publishing company cannot be enforced in summary proceedings for orders to pay debts, the place of jurisdiction for non-merchants shall be determined by their place of residence.
- If the place of residence or customary place of abode of the party placing the order, including non-merchants, is unknown at the time when legal action is taken, or if the party placing the order moves his place of residence or customary place of abode outside the area in which the law applies after conclusion of the contract, Cologne / Germany shall be arranged as the place of jurisdiction.

Additional Terms and Conditions of the Publisher:

- 1. The cancellation of orders regarding advertisements, supplements and inserts must be conducted until the advertisement deadline. The publisher is entitled to charge the client any costs occurred for typesetting, respectively production.
- 2. The publisher does not assume any warranty in case of the loss in the mail of individual inserts.
- 3. Should it not be possible to immediately detect faults in the printing material and should the same not be detected until printing has commenced, the client is not entitled to any claims against the publisher in case of unsatisfactory print.
- 4. Any confirmations regarding placings, with the exception of permanently confirmed preferential placings, are only conditionally valid and are subject to technical change. In any such event, the publisher can not be held liable.
- 5. The publisher is entitled, within the scope of his technical and operational options, to also publish the commissioned advertisement orders in online services on a supplementary basis. The publisher hereby reserves the right to align the printing material forwarded for print to the requirements of the internet. The online presentation may deviate from the print result in the printed edition.