# #spielzeug dasspielzeug.de

# **MEDIAKIT 2020**

Ad rates no. 48, valid from 1 October 2019, as per: 18 September 2019







The trade magazine for the toy industry



Special publication in advance of the Spielwarenmesse



Up-to-date from the Spielwarenmesse

### Target group:

Buyers/decision-makers from the brick-and-mortar retail trade and online stores, trading in toys, games, books, arts & handicrafts and related areas. Furniture and interior design stores, department stores, pharmacies, health and beauty stores, trading companies, sports shops, buying groups, wholesalers and agencies.

### Print run:

7,408 copies\*

### Qualified circulation:

7,171 copies\*

### Frequency:

9 issues per year

### Jahrgang:

111th volume 2020

### Membership/Participation:

IVW (Information Community for the Assessment of the Circulation of Media)
ITMA (International Toy Magazines Association)
LIMA (Licensing Industry Merchandisers' Association)

















<sup>\*</sup>Source, IVW 1st Quarter 2019

# **Brief Description**

Appearing nine times per year, the trade magazine «das spielzeug» has been the mouthpiece of the trade and industry since 1909. Editorial coverage includes reports on specialist stores and company portraits, as well as detailed product introductions presented under different sections, such as licences, wooden toys, construction, games + puzzles, summer + outdoor. Easy-read current industry news, exclusive articles and guest contributions as well as reports on trade fairs, associations and manufacturers round off the editorial offering.

Since 2013, the team of the trade magazine Handel und Industrie has been preparing for the upcoming international Spielwarenmesse in Nuremberg with its high-circulation bilingual "Toy Fair Special by das spielzeug".

Our magazine "Toy Fair News by das spielzeug and baby&ijunior" appears on the first three days of the Spielwarenmesse, featuring up-to-theminute news and trends from the tov fair.

The website, www.dasspielzeug.de, complements the print edition with current news items and industry reports as well as product information, competitions and interactive elements such as our live blog at the Spielwarenmesse. Our online portfolio also includes the «das spielzeug» Newsletter and our social media presence on Facebook, Instagram, YouTube and Twitter



Kerstin Barthel Responsible Editor Tel.: +49 951 861-163 Fax: +49 951 861-149

E-Mail: k.barthel@dasspielzeug.de













# **Topics and Dates**

das spielzeug 1/2020

Editorial deadline 20.11.2019

Advertising deadline 27.11.2019

> **Publication date** 19.12.2019

### Focal themes

- Preview of the leading international fairs 2020: - Spielwarenmesse, Nuremberg

  - Nordstil, Hamburg
- Creativeworld, Paperworld, Christmasworld, Frankfurt/Main
  - Summer/Outdoor highlights

### Trade fairs

Spielwarenmesse, Nuremberg Nordstil, Hamburg Creativeworld, Paperworld, Christmasworld, Frankfurt/a.M.

## das spielzeug 2/2020

Editorial deadline 11.12.2019

Advertising deadline 18.12.2019

**Publication date** 

### Focal themes Exhibition issue featuring the Spielwarenmesse

2020 in Nuremberg • E-mobility

### Trade fairs

Spielwarenmesse Nuremberg, Ambiente, Frankfurt Kid's Time, Kielce

## das spielzeug 3/2020

Editorial deadline 07.02.2020

Advertising deadline 11.02.2020

> **Publication date** 04.03.2020

### Focal themes

- · Report issue with product highlights from the Spielwarenmesse in Nuremberg and a big Easter special
- Sustainability/alternative production materials





















# **Topics and Dates**

das spielzeug 4/2020

Editorial deadline 28.02.2020

Advertising deadline 06.03.2020

> **Publication date** 30.03.2020

Focal themes

- Licences Wooden toys
- Advent calendar special (the original)
  - On-trend products
    - Toys2Go

Trade fairs

Tag der Lizenzen, Köln EK Fun, Bielefeld

das spielzeug 5-6/2020

Editorial deadline 06 04 2020

Advertising deadline 15.04.2020

**Publication date** 

Focal themes

- · Children's vehicles
- Books/Educational toys
  - Creative
  - Collectibles
  - Digital/RC

das spielzeug 7-8/2020

Editorial deadline 28.05.2020

Advertising deadline 04.06.2020

**Publication date** 29.06.2020

Focal themes

- Wooden toys Licences
- Let's Celebrate
- Toys for girls / boys
- Marketing/Growing sales/POS

Trade fairs Nordstil, Hamburg























# **Topics and Dates**

das spielzeug 9/2020

Editorial deadline

Advertising deadline

Publication date

### Focal themes

- Baby/Toddler
- Dolls/Plush
   Sefety First
- Safety FirstDigital/RC
- Organic toys
- organic toys

Trade fairs
Kind + Jugend, Cologne

## das spielzeug 10/2020

Editorial deadline

Advertising deadline

Publication date

### Focal themes

- Games/Jigsaws
- Christmas highlights
- Handicrafts/Stationery/Back-to-school
   Construction toys
  - Books

### Trade fairs

Insights-X, Nuremberg Spiel, Essen

## das spielzeug 11-12/2020

Editorial deadline

Advertising deadline 08.10.2020

Publication date

### Focal themes

- Models/Model construction
  - Licences
- On-trend products
   Spring innovations 2021
   EXTRA: Wall calendar 2021

Trade fairs

Licensing Market, Munich























# **Topics and Dates (Toy Fair News)**



Editorial deadline 13.01.2020

Advertising deadline 20.01.2020

> **Publication date** 29.01.2020

### Focal themes

- · Highlights of the PressPreview
  - New products and trends · News from the industry

### Distribution

Spielwarenmesse, Nuremberg hotels in Nuremberg and surroundings Distributed by promoters at the main train station in Nuremberg

## **Toy Fair News** 2/2020

Editorial deadline

Advertising deadline 20.01.2020

> **Publication date** 30.01.2020

### Focal themes

- Interviews with major industry players
  - · Product innovations and trends
  - ToyAward winners a portrait

### Distribution

Spielwarenmesse, Nuremberg hotels in Nuremberg and surroundings Distributed by promoters at the main train station in Nuremberg

## **Toy Fair News** 3/2020

Editorial deadline 13.01.2020

Advertising deadline 20.01.2020

> **Publication date** 31.01.2020

### Focal themes

- Product presentations and trend report
  - ToyAward winners a portrait
- Picture Gallery with major industry players

### Distribution

Spielwarenmesse, Nuremberg hotels in Nuremberg and surroundings Distributed by promoters at the main train station in Nuremberg

























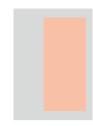
# Ad Rates and Ad Formats\*



## 1/1 page

PS: 185 mm x 264 mm B: 210 mm x 297 mm

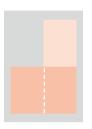
4,365.- €



## 2/3 page

PS: 122 mm x 264 mm

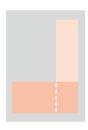
3,110.- €



## 1/2 page

PS: 185 mm x 130 mm B: 210 mm x 147 mm PS: 90 mm x 264 mm B: 103 mm x 297 mm

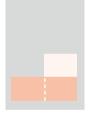
2,430.- €



## 1/3 page

PS: 185 mm x 85 mm B: 210 mm x 107 mm PS: 59 mm x 264 mm B: 67 mm x 297 mm

1,740.- €



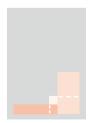
## 1/4 page

PS: 185 mm x 64 mm B: 210 mm x 75 mm PS: 90 mm x 130 mm

1,285.- €



## 1/6 page



## 1/8 page

PS: 185 mm x 30 mm PS: 90 mm x 64 mm PS: 59 mm x 96 mm

680.- €



5,800.- € 4,850.- € 4,635.- € 5,170.- € Surcharge for other compulsory placement instructions and confirmed placements

\* Special formats on request PS: Print Space B: Bleed Formats = width x height





€

PRINT







10%

## Ad Rates and Ad Formats

Placement agreements are invalid, if the publishing house is not provided on time with the necessary data by ad submission and closing date deadline.

### Colour:

Colours from the Euro Colour Scale CEI 12-66 / DIN 16539 for special colours

(No discount available) each 1,060.- €

### Magazine format:

DIN A 4, 210 mm wide x 297 mm high

### Discounts:

Ads within 12 months (insertion year):

Frequency discount

3 Ads 5% 6 Ads 10%

10 Ads 15%

12 Ads **20**%

### Ad rate for job offers (mm-ad rate in b/w):

, ,	
1 column, 59 mm width	3.18 €
1,5 columns, 90 mm width	4.77 €
2 columns, 122 mm width	7.06 €
3 columns 184 mm width	9.54 €
coloured logo surcharge:	75 €
4c ad surcharge:	30%

### Ad specials:

Inserts

up to 25g:  $390.- \in o/oo$  up to 50g:  $480.- \in o/oo$ 

Maximum format available for loose inserts: 210 x 297 mm

Rates for bound inserts

1 sheet: **2,784.** − € every further sheet: **900.** − €



### Iris Lepach

Advertising Sale: Tel.: +49 951 861-123 Fax: +49 951 861-149

E-Mail: i.lepach@dasspielzeug.de















## **Advertorial Print**

An increasingly popular advertising medium, the Advertorial offers you plenty of scope to communicate content. The reading flow is not interrupted, on the contrary - the text and images are embedded in the editorial section both in terms of look and feel.

# ADDED VALUE FROM ADVERTISING WITH ADVERTORIALS:

Your advertising message will benefit from intensive exposure with an enduring impact – creating reader value that lasts! Don't just give your B2B target group advertising input but use storytelling to build long-term trust in your company. By including your logo, you will enhance the profile of your brand. In addition, the strong and trusting relationship we have with our readers will automatically transfer to your advertorial!

# 1 page Advertorial: 3.950.- €

You send us your text and images and we take care of the layout, embedding your text in an editorial setting, both in terms of look and feel. We need: 3-4 images | Company logo | Main text minimum: 1,600 characters | Maximum: 3,500 characters (incl. spaces, headings and captions): The price includes one proofing cycle.\*

# Plus 600.- € for texts researched and written by our editors:

The text is written by our editors in consultation with you and then adapted to the dasspielzeug layout. The price includes one proofing cycle.

# 1/2 page Advertorial: 2.150.- €

You send us your text and images and we take care of the layout, embedding your text in an editorial setting, both in terms of look and feel. We need: 2 images | Company logo | Main text minimum: 600 characters | Maximum: 1,200 characters (incl. spaces, headings and captions): The price includes one proofing cycle.\*

# Plus 300.- € for texts researched and written by our editors:

The text is written by our editors in consultation with you and then adapted to the dasspielzeug layout. The price includes one proofing cycle.

























# Toy Fair News by das spielzeug and baby&junior



The magazine «Tov Fair News by das spielzeug and baby&junior» appears on the first three days of the Spielwarenmesse toy fair in Nuremberg. The publication is presented in an i-pad format for improved navigation around the fair, providing visitors with everything they need to know about the Spielwarenmesse.

Each issue comprises an exhibition guide, featuring tips on what is really relevant and which stands are not to be missed.

Thanks to the extensive distribution with promoters at Nuremberg main station and in the surrounding hotels, visitors are already prepared for the day in the morning before the start of the fair.

As part of our communications mix, the print issues are complemented by our online concept. Newsletters before and during the fair, das spielzeug's online presence and, above all, the LIVETICKER and social stream during the Spielwarenmesse quarantee you all-round brand exposur!

### Benefit from the added value:

All three daily editions are also available as e-papers at www.dasspielzeug.de (IVW-tested).

### Target group:

All visitors to the Spielwarenmesse and specialist retailers/manufacturers in the toy and baby & infant segments as well as their agencies and associations.

**Frequency:** 3 daily issues (29.01.2020 +

30.01.2020 + 31.01.2020Print-run/daily: 5,000 copies

Qualified print-run:/daily: 4,900 copies

The issues are distributed at the hotels in and around Nuremberg, exclusively by promoters at Nuremberg main station and to subscribers to das spielzeug and baby&junior. They are also displayed at das spielzeug's exhibition stand and our advertisers' stands

### Languages:

bilingual - English/German

### Advertising rates/per day /per issue: (advertisement size width x height in mm)

1/1 page 4c (170 x 240): 2.950.- € 1/2 page 4c (170 x 120 o. 82,5 x 240): 1,650.- € 1/3 page 4c (170 x 80 o. 56 x 240): 1,150.- € 1/4 page 4c (170 x 60 oder 70,5 x 99): 825.- € 1/8 page 4c (70,5 x 49): 399.- €

front cover page: 3,850.- € 2nd cover page: 3,450.- € 4th cover page:3,600.-€

4-page bound insert: 2,800.- € Rates do not include VAT

Quantity discount: 2x=3%, 3x=5%, 4x=10%



Format: Width 170 mm x Height 240 mm



€

**PRINT** 











# Toy Fair Special by das spielzeug 2021



The «Toy Fair Special by das spielzeug» provides our national and international readers in the retail trade with all the information they need to prepare their trip to the Spielwarenmesse in Nuremberg. Focal themes include the presentation of product innovations as well as background reports of international relevance on current issues facing the industry such as licensing, trends, safety and multichannel.

This is complemented with interviews with and statements from leading personalities in the toy industry. Our editorial team is supported by its colleagues from the International Toy Magazines Association (ITMA).

### Benefit from the added value:

The print issue is also available as e-papers at www.dasspielzeug.de (IVW-tested). In addition we push the coverage of the e-papers with promotions in our newsletters before and during the Spielwarenmesse.

### Target group:

Buyers and decision-makers from the brick-and-mortar retail trade and online stores, owners and agencies and manufacturers involved in the national and international toy industry

Publication date: 14.12.2020

Advertising deadline: 20.11.2020

Print-run:12,500 copies

Qualified print run: 12,400 copies

Language: German/English

### Distribution:

14.12.2020: International distribution 18.12.2020: loose insert in the January preview issue of das spielzeug During Spielwarenmesse distribution at hotels in Nuremberg

Format: 170 mm x 240 mm

# Available at the Spielwarenmesse (27.01.–31.01.2021):

Specialist press stand at the Spielwarenmesse and "das spielzeug's" exhibition stand

## Advertising rates

### (ad sizes width x height in mm):

1/1 page 4c (170 x 240)	1,976€
1/2 page 4c (170 x 120 o. 82,5 x 240)	1,029€
1/3 page 4c (170 x 80 oder 56 x 240)	790€
1/4 page 4c (170 x 60 oder 70,5 x 99)	590€
1/8 page across 4c (70,5 x 49)	350€





















# **Specifications**

Magazine format: 210 mm wide x 297 mm high

Print space: 185 mm wide x 264 mm high

Printing and binding methods: 4c offset printing (80 lpc-screen) on coated paper (chlorine free). Wire stitching or adhesive binding. For colour ads genuine proofs are necessary.

Data creation and delivery: Please send us your ads ready for publishing in one of the programs and formats mentioned above, if possible as PDF/X-4 data (Output Intent: PSOcoated v3.icc) with 3 mm bleed. We are happy to provide you for InDesign PDF job options and color profiles for PDF creation. Binding proofs are desirable for colour advertisements.

Should it be necessary to edit other files or adapt the layout, we will have to charge you our cost price of 72.- €/hour.

Your data can be processed by us with the following programs:

- Adobe Acrobat Version XI
- Adobe InDesign (Version CC 2015)

- Adobe Illustrator (Version CC 2015)
- Adobe Photoshop (Version CC 2015)
- Microsoft Office (Version 2013 for MAC and PC)

Image data in original sizes requires a resolution of 300 dpi (min. 600 dpi for line drawings). Indexed, LAB and RGB image data are converted by an in-house generated separation curve into the CMYK mode (the colour space is modified). This can lead to colour deviations. for which we cannot assume any liability.

Colours: Bio-Printing inks (CMYK. special colours available on request.

**Proof:** When making the proof please consider that our printer works with standard PSO-ISO 12647 values both in the preparatory and in the printing stages. If you are unable to provide us with a binding colour proof or can only supply a digital colour printout, please note that your file will be printed in compliance with the PSOcoated\_v3.icc If you are interested, please contact Monika Schmidt (m.schmidt@meisenbach.de, +49 951 861-100), who will also tell you the costs.

Data storage: Data will be archived. Unchanged rerun is generally possible. A data guarantee is, however, not assumed.

Guarantee: By sending incomplete or differing data (texts, colours or images) we do not assume any liabilities for the correct print. Faulty exposure caused by incomplete or flawed files, incorrect settings or incomplete information will be invoiced to the customer. This also applies to additional composition and reproduction work as well as the creation of flawed proofs.

### Contact:

Monika Schmidt, Order Management m.schmidt@meisenbach.de +49 951 861-100

### **Delivery address:**

Schleunungdruck GmbH Inserts: for attention of Thomas Gesell Eltertstraße 27 97828 Marktheidenfeld +49 9391 6005-33



















# Distribution

1 Circulation auditing: www.ivw.de
The IVW (Information Community for
the Assessment of the Circulation of
Media) is an independent auditing
organisation for the efficiency control of e.g.

print media based on standardised methods.

### 2 Subscription prices 2020

Subscription prices 2020*	
Issues per year	9
Domestic incl. postage and 7% VAT	99 €
Abroad Europe	108 €
Abroad world	162 €

<sup>\*</sup>All prices incl. delivery charges

**Terms of payment:** After invoicing by bank transfer or credit card. **European Union (EU):** If you provide us with your tax identification number, it will be tax-free, otherwise we will have to add 7% VAT for magazines.

Other foreign countries: VAT-free

### 3 Circulation anlysis:

Print run analysis From the IVW-circulation analysis 1/2019 * thereof abroad:	
Actual circulation:	7,171 (*741)
Paid circulation:	1,253 (*96)
Subscribed copies:	527 (*94)
Other sales:	725 (*2)
Free copies:	5,918 (*645)
Print run:	7,408

# 4 Geographical distribution analysis:\*

(Percentage of print run actually distributed)	
Germany	89.67 %
Abroad	10.33 %
Print run actually distributed	100.00 %

<sup>\*</sup>Average in percent- Issues July 2018 - June 2019

# 5 Classified potential of recipients: Distribution Germany, Austria, Switzerland (Multiple answers possible)

Trade	Number
Specialised retail trade	30,234
Toy products	4,901
Toys and sports shops	185
Hobby, handicraft, stationery	1,204
Model railway/-construction	441
Multimedia	561
Department stores	912
Book trade	1,234
Furniture	4,503
Baby products	2.322
Gift articles	8,325
Bags and leather goods	156
Other general retail	4,934
Mail order / Online	556
Wholesale, agencies	2,466
Manufacturers	2,149
Total of potential of recipients	34,849





















# **Cross-media Opportunities**

1 Circulation auditing: www.ivw.de
The das spielzeug website is a
member of the IVW Group for online
media. The number of visits is checked and
published by the IVW on a monthly basis.

coverage (print + or	iline)
das spielzeug	7,408 copies
Newsletter	ca. 2,800 recipients
Website	40,734 page impressions 10,460 visits

fans social media	
Facebook	1,550 fans
Twitter	630 follower
Instagram	680 subscribers

status: July 2019



















# Ad Banner on www.dasspielzeug.de



Size: 468 x 60 pixels Price\*: 1,435.- €



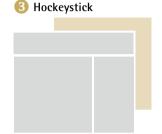
Size: 300 x 250 pixels Price\*: 1,105.- €



Size: 950 x 90 pixels Price\*: 2,150.- €

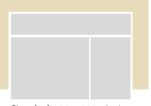


Size: (160) 120 x 600 pixels Price\*: 1,685.- €



Size: 728 x 90 pixels + 120 x 600 pixels Price\*: 1,910.- €

Webskin



Size: (2x) 120 x 600 pixels + 980 x 90 pixels

Price\*: 2.260.- €

### Discounts:

Combination discounts are available for simultaneous ad bookings in print and online.

available on request.

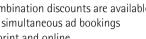
Delivery of the banner data incl. linking by e-mail stating the customer name to Monika Schmidt (m.schmidt@meisenbach.de).

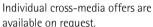


### Transparency quaranteed!

The visitor numbers of www.dasspielzeug.de are checked and published by the IVW.

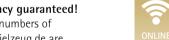














€







## **Text Ads Online**



### Text ads

Your Text ad will be integrated in the das spielzeug website as an article, positioned in a thematically assigned section and in the News section

- Headline teaser and text ad: max. 35 characters
- Lead paragraph teaser and text ad: max. 350 characters
- Basic text: max. 1,200 characters
- Image teaser: 1 image
- Minimum width: 1,000 pixels (16:10)
- Resolution: 72 dpi
- Images text ad: min. 1 and max. 2 images
- Minimum width: 1.000 pixels
- Resolution: 72 dpi
- Caption per image: max. 70 Characters
- Video optional: integration of a YouTube video

Rate: 450.- €

(Bookable in combination with Print.)



















# **Ad Opportunities Newsletter**



Transparency quaranteed! The distribution of our newsletter is checked by the independent IVW. Trust us with the media planning on our serious usage data.





General information: The "das spielzeug"-Newsletter informs late-breaking on all important news of the trade industry. The Newsletter is sent in HTML-format. Banner and text ad can be run between articles and columns.

Data formats: JPG, 700 x 120 pixels, max, size 100K Data delivery: Advertising banners should be delivered ready for publication at least 6 working days before the publication date. Delivery by email, quoting the customer's name, to Monika Schmidt (m.schmidt@ meisenbach.de).

Rates per Ad (Banner): 365.- €



Increase the scope of your website text ad with a teaser in our Newsletter. You can position your content within our editorial Newsletter.

- · Headline: max. 35 characters
- Teaser-Text: max. 350 characters
- Image: 1 Image
- Minimum width: 1,000 pixels (16:10)
- Resolution: 72 dpi

Rate: 695.- €



Increase the scope of your website text ads with teasers in our Special newsletter. You can position your content within an exclusive Special Newsletter. Our editorial team will add an editorial contribution. Your message will have the look and feel of an editorial Newsletter For data protection reasons, we cannot send our Newsletter recipients a layout that you have chosen yourself. Possible content:

- 1-2 text ads
- Headline: max. 35 characters. Teaser-text: max. 350 characters
- 1-2 images, Minimum width: 1,000 pixels (16:10), 72 dpi
- Banner 700 x 120 pixels, max. 100K

Rate: 1.520.- €











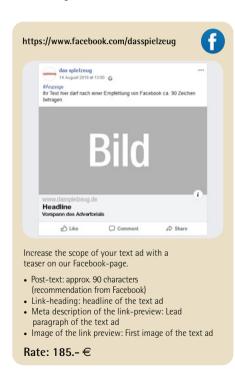


## Social Media

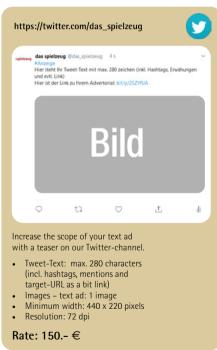
### Would you like to increase the scope of your text ad with a teaser in our social media network?

You can position your content within our editorial coverage.

Your message will have the look and feel of an editorial post on das spielzeug's social media channels (Facebook, Instagram & Twitter).











€.









# Your company profile on our website

Having your company profile on our website means that news from your company, your contact details and events will appear alongside editorial articles by our journalists.

### Renefits:

- Your company profile is included on our website together with your address. You can design your profile yourself.
- This enables you to reach our readers with a mixture of your advertising and company messages and our content on a company-specific page.
- The relevance of our trade magazine will increase your visibility on Google.

### Price per year\*

Basic rate: 1,499.- €

Maintaining your company profile: 399.- €

\*Your company profile will be extended by a year unless we receive written cancellation from you at least four weeks before the contract ends. The current list price applies. All prices in euros plus VAT.



At the top, you can introduce your company with a text and a logo or image.

At the side, there is enough space for your contact details, a photo and other information, e.g. social media.

All the articles we have published about your company are listed at the bottom

Editorial reports, product reports and advertorials are all featured here.



















## **General Terms and Conditions**

- In the following General Terms, \*advertisement order\* refers to the contract on the publication
  of one or several advertisements of an advertiser or others in a printed paper for the purposes of
  circulation.
- Advertisement orders, unless expressly placed for a longer period, must be carried out within one year beginning with the signing of the contract. Only written agreements or written confirmations from the publishers are valid.
- If the advertiser augments his advertisement order or adds another order to it in such a way as to in-crease the number of advertisements, appearing within the one- or two-year period, the probably higher discount will also be granted for already printed advertisements.
- 4. If an order is unfulfilled through no fault of the publishers, the advertiser must return to the publisher the difference between the granted discount and that corresponding to the actual execution of the order, irrespective of any eventual legal duties. The repayment ceases, if the unfulfillment is based on the force majeure in the risk area of the publishers.
- Advertisements, which owing to their presentation cannot be recognised as such, will be marked with the word «Advertisement» by the publishers.
- 6. The publishers have the right to refuse advertisement orders including single terms within a contract and insert orders, by reason of their contents, origin or their technical form, according to the uniform and technically justifiable principles of the publishers, when their content infringes laws or official regulations or when their publication is unfavourable for the publisher. In addition, bound or loose insert orders are only binding after a sample of the bound or loose insert has been submitted and met the approval of the publishers. Inserts, whose form or presentation give the reader the impression that they are part of the newspaper or magazine or which contain foreign advertisements, cannot be accepted. The advertiser will be informed immediately if his order is refused.
- 7. The advertiser himself is responsible for the content and the legitimacy of text and pictures submitted for the advertisement. Furthermore, it is the duty of the advertiser to exempt the publisher from claims of a third party, even when it should be inhibited, which might arise against the publishers as a result of the execution of the order.
- The advertiser is responsible for submitting the advertisement text and the unobjectionable printing material or inserts on time. The publisher damand immediate replacement of obviously unsuitable or damaged printing material.
  - The publisher guarantee the usual printing quality for the text submitted, in as far as the possibilities of the printing material allow.
- 9. In the case of the completely or partly illegible, incorrect, or incomplete printing of the advertisement, the advertiser is entitled to a price reduction or to a replacement advertisement, however, only in as far as the purpose of the original advertisement was impaired. If the publishers allow the reasonable period for this to expire or if the replacement advertisement is again objectonable, the advertiser has the right to a price reduction or a cancellation of the order. Liability caused by unfulfillment, negligence on singing the contract an unlawful acts are out of the question also with advertising orders placed by telephone. Extent of liability caused by inability to carry out the order or delay are limited to replacement of the foreseeable damages and the indemnification of the relevant advertisement or insert costs. This is not the case for malice and gross negligence of the publishers, their legal representatives and intermediate assistents. The publishers extent of liability for damages due to failure to provide warranted quality remain uneffected. In commercial business transactions, the publisher are not liable for the gross negligence of

- intermediate assistants; in remaining cases, the extent of liability for gross negligence towards tradesmen is limited to the foreseeable damages up to the corresponding costs. Complaints except for not obvious faults must be forwarded within four weeks after receipt of invoice and voucher.
- 10. The advertiser himself is responsible for typographical errors if the publisher sents him a proof and if he failed to correct the mistake or to return the proof in time.
- 11. For payment of the advertisement invoice within 8 days after date of invoice a 2% discount is granted, payment after 30 days is net. In case of delay or postponement of payment, the advertiser is charged with default interest amounting to 3% above the rate of discount of the Deutsche Bundesbank and with the collection costs. The publisher may also discontinue the execution of the order until the advertisements already published have been paid for, and may demand advance payment for the remaining advertisements.
  - In the case of justifiable doubts in the advertiser's ability to pay, the publisher are entitled to make the publication of further advertisements dependant on the advance payment of the amount and on the settlement of outstanding invoices, even within the duration of an advertising contract and regardless of an originally agreed upon term of payment.
- 12. Where the print-run has been reduced, it is possible to claim a partial reduction in price where several adverts have been booked in advance and where the average distributed print-run quoted either on the rate card or elsewhere is higher than the overall average print-run for the year, starting with the appearance of the first advert. A reduction in the print-run is deemed unjustifiable where it has been reduced by 20% or more for a print-run of up to 50000 copies. The percentage total of the price reduction is calculated in direct relation to the fall in the overall print-run.
- 13. Advertisement rates do not include costs for graphic work, or for the preparation of photos or digital data. If such work is necessary for the execution of an advertising order it will be charged extra. Also, considerable changes in original order can be brought to the account of the advertiser.
- 14. At the advertiser's request, the publisher will give evidence of the circulation of the magazine for which advertisements have been placed.
- 15. In box number advertisements the publisher employs the care of a prudent businessman for the custody and punctual transmission of the offer. Registered letters and express letters concerning box number advertisements will be forwarded by normal post only.
- 16. Enclosures accompanying offers and applications forwarded to the advertiser in reply to a box number advertisement remain the property of the sender and must be returned to him.
- 17. Printing material, which the advertiser does not expressly demand to be returned to him, is kept by the publisher for two years, however, the publisher cannot be held reponsible for any damage or loss caused by force majeure.
- Place of payment and place of jurisdiction, in as far as the law does not forcibly prescribe otherwise, is Bamberg.
  - Even if the residence or usual domicile of the advertiser is unknown at the time of the endorsement of a claim, or if the advertiser moves out of the area covered by the law, after the conclusion of the contract, Bamberg remains the place of jurisdicton.
- 19. The advertising mediators and agencies are obliged to respect the rate card of the publishers, in their offers, contracts and accounts with advertisers. The agency commission granted by the publishers may be forwarded neither in part nor in full, neither directly nor indirectly to the advertiser.
- Should one of the preceding stipulations be without legal force, the validity of those remaining is not affected.

Terms online: www.dasspielzeug.de/AGB























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3% discount on payment before publication, 2% discount on payment within 8 days from date of invoice, net 30 days from invoice. Place of fulfilment and court of jurisdiction is Bamberg. (Unless otherwise determined by law)

















