

**GRAZIA**

# Ratecard Nr. 1

Valid from February.11.2010

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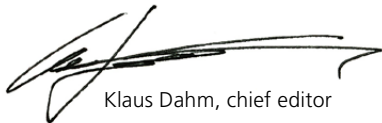


# 1 Editorial Concept

GRAZIA is the first female Highgloss-Crossover, joining STYLE, PEOPLE & NEWS week by week. Mundane but not elitist, style-oriented but not shallow, intelligent but nevertheless entertaining, it covers the whole topical bandwidth of an fast and urbane weekly-magazine.

**The Reader:** GRAZIA is the magazine for urban hedonistas. Her readers are downright trend-oriented and characterized by a high affinity to style and design. Her enthusiasm is therefore directed towards fashion, beauty, living and indulgence per se. The GRAZIA-reader is however no fashion-victim, but rather a self-determined, multioptional consumer. Her distinctiveness with buying decisions coincides with her intelligence regarding her information seeking behavior, she expects smart entertainment on a high level from a magazine of her choice .

GRAZIA

A stylized, handwritten signature in black ink, consisting of several overlapping loops and a long horizontal stroke extending to the right.

Klaus Dahm, chief editor

## **2 General Information**

**Publishing House:** Klambt-Style-Verlag GmbH & Co. KG

**Postal address:** MEDIENGRUPPE KLAMBT  
Klambt-Style-Verlag GmbH & Co. KG  
Gänsemarkt 21-23  
20354 Hamburg

**Advertising Sales:**

**Phone:**  
Director of Sales Martin Fischer ..... 040 – 4118825-220  
Advertising Director Women&People Ulrike Geisert ..... 040 – 4118825-221  
Advertising Sales Manager Mareile Jungbluth..... 040 – 4118825-222  
Carmen Kleinfeldt ..... 06232 – 310-250

**Administration & Handling:**

**Phone:**  
Reception Christiane Fock..... 040 – 4118825-223

**Fax:** Advertising Sales ..... 040 – 4118825-204

**E-Mail:** christiane.fock@klambt.de

**Internet:** www.klambt.de

**Bank details:** Volksbank Kur- und Rheinpfalz e.G.  
Account-Nr. 21458, BLZ 54790000  
IBAN DE 15 54790000 0000021458  
BIC GENO DE 61 SPE

**Frequenzy:** weekly

**Publication date:** thursday

**Terms of payment:** Within 30 days, 2% cash discount for  
payment before publication date  
In case of open accounts, discounts  
cannot be granted.  
VAT is added to the net price.

**Terms & Conditions:** For the handling of all advertising orders  
our general terms apply.  
(see item 8).

**Place of fulfillment:** 67346 Speyer

**Jurisdiction:** Amtsgericht 67346 Speyer re.  
Landgericht 67227 Frankenthal

**Guaranteed sold circulation:** 150.000 copies

# 3 Discounts & Technical Details

**Discounts:**

**Volume Discounts**

from 3 pages	5 %	from 12 pages	15 %
from 6 pages	10 %	from 18 pages	20 %

**Prime positions:**

Rate (counts towards volume discount)

Inside front cover and page 3:	31,200 euros
Inside front cover:	15,600 euros
Back cover:	15,600 euros

**Agency discounts:**

15% commission for advertising-agencies from net invoice.

**Technical Details:**

Up-to-date and binding technical details fon: [www.duon-portal.de](http://www.duon-portal.de), also for download as PDF-files.



**Delivery printing data:**

All printing data to be submitted elektronically via: digital data portal [www.duon-portal.de](http://www.duon-portal.de). Support under: [support.duon-portal.de](mailto:support.duon-portal.de) or directly by phone: Tel.: 0 40 – 37 41 17-50

Queries about techn. details:

Carolin Eilender, Tel.: 06232 310-246  
E-Mail: [carolin.eilender@klambt.de](mailto:carolin.eilender@klambt.de)

**Advert booking online**

Adverts can also be transmitted via Online-BookingSystem (OBS): <https://www.obs-server.de>



# 4 Advertisement rates & sizes

b&w + 4c

size	alignment format	advertising rates in €	sizes in type area width x height in mm	trim size/bleed* width x height in mm
<b>1/1 Seite</b>		13.000	210 x 270	230 x 295
<b>3/4 Seite</b>	vertical	11.208	154 x 270	164 x 295
<b>3/4 Seite</b>	landscape	11.208	210 x 209	230 x 221
<b>1/2 Seite</b>	vertical	7.150	104 x 270	115 x 295
<b>1/2 Seite</b>	landscape	7.150	210 x 136	230 x 148

Gutter Bleed

<b>2/1 Seite</b>		26.000	440 x 270	460 x 295
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Advertisement-split and Advertisement-split edition possible on request!

\*bleed size: 5mm per cut

# 5 Dates first half-year 2010

Issue	Publication Date (DD.MM.YY)	CW	Digital Data/ Cancellation Date/ Closing Date
07/2010	11.02.2010	6	28.01.2010
08/2010	18.02.2010	7	04.02.2010
09/2010	25.02.2010	8	11.02.2010
10/2010	04.03.2010	9	18.02.2010
11/2010	11.03.2010	10	25.02.2010
12/2010	18.03.2010	11	04.03.2010
13/2010	25.03.2010	12	11.03.2010
14/2010	31.03.2010	13	18.03.2010
15/2010	08.04.2010	14	25.03.2010
16/2010	15.04.2010	15	01.04.2010
17/2010	22.04.2010	16	08.04.2010
18/2010	29.04.2010	17	15.04.2010
19/2010	06.05.2010	18	22.04.2010
20/2010	12.05.2010	19	29.04.2010
21/2010	20.05.2010	20	06.05.2010
22/2010	27.05.2010	21	12.05.2010
23/2010	02.06.2010	22	20.05.2010
24/2010	10.06.2010	23	27.05.2010
25/2010	17.06.2010	24	02.06.2010
26/2010	24.06.2010	25	10.06.2010
27/2010	01.07.2010	26	17.06.2010

Express-bookings of minimum full page without requested positioning and right of withdrawal are possible up to 1 week prior to publication date. Issues affected by public holidays are excluded from this offer.

## 5 Dates second half-year 2010

<b>Issue</b>	<b>Publication Date (DD.MM.YY)</b>	<b>CW</b>	<b>Digital Data/ Cancellation Date/ Closing Date</b>
28/2010	08.07.2010	27	24.06.2010
29/2010	15.07.2010	28	01.07.2010
30/2010	22.07.2010	29	08.07.2010
31/2010	29.07.2010	30	15.07.2010
32/2010	05.08.2010	31	22.07.2010
33/2010	12.08.2010	32	29.07.2010
34/2010	19.08.2010	33	05.08.2010
35/2010	26.08.2010	34	12.08.2010
36/2010	02.09.2010	35	19.08.2010
37/2010	09.09.2010	36	26.08.2010
38/2010	16.09.2010	37	02.09.2010
39/2010	23.09.2010	38	09.09.2010
40/2010	30.09.2010	39	16.09.2010
41/2010	07.10.2010	40	23.09.2010
42/2010	14.10.2010	41	30.09.2010
43/2010	21.10.2010	42	07.10.2010
44/2010	28.10.2010	43	14.10.2010
45/2010	04.11.2010	44	21.10.2010
46/2010	11.11.2010	45	28.10.2010
47/2010	18.11.2010	46	04.11.2010
48/2010	25.11.2010	47	11.11.2010
49/2010	02.12.2010	48	18.11.2010
50/2010	09.12.2010	49	25.11.2010
51/2010	16.12.2010	50	02.12.2010
52/2010	23.12.2010	51	09.12.2010
01/2011	30.12.2010	52	16.12.2010

Express-bookings of minimum full page without requested positioning and right of withdrawal are possible up to 1 week prior to publication date. Issues affected by public holidays are excluded from this offer.

# 6 Ad-Specials

**Inserts** are printed matters loosely attached to the magazine.

<b>Insert rates:</b>		Single Sales Circulation	Subscription Circulation
(per inchoate thousand, no abatements)	Up to 20 Gram	60 € o/oo	80 € o/oo
	Up to 25 Gram	65 € o/oo	85 € o/oo
	Up to 30 Gram	70 € o/oo	95 € o/oo
	Up to 35 Gram	75 € o/oo	105 € o/oo
	Up to 40 Gram	80 € o/oo	110 € o/oo
	Up to 45 Gram	85 € o/oo	115 € o/oo
	Up to 50 Gram	90 € o/oo	120 € o/oo

<b>Insert sizes:</b>	Minimum size	105 x 148 mm (DIN A6)
	Maximum size	210 x 275 mm

**In-bounds** are firmly stitched printed matters/brochures of advertisers attached to the magazine. They may either be provided by the client ready to process or be produced as individual print jobs independent from the magazine by our print shop.

<b>In-bounds rates:</b>		Single Sales Circulation	Subscription Circulation
(per inchoate thousand, no abatements)	4-page in-bounds	55 € o/oo	75 € o/oo
	8-page in-bounds	60 € o/oo	85 € o/oo
	12-page in-bounds	65 € o/oo	95 € o/oo
	16-page in-bounds	70 € o/oo	105 € o/oo

Rates are subject to a raise, if the condition of in-bounds complicates handling and therefore additional expenses are caused.

**Labelling:** In-bounds which due to their design are not cognizable as advertising, are to be labelled with the term „Anzeige“ in 3 mm cap-height, when indicated in a bigger font size.

<b>In-bound rates:</b>	Minimum size	105/115 x 105 mm
	Maximum size	233/243 x 301 mm

**Tip-ins** are glued to a basic advert in a way they can easily be detached and used by interested readers.

<b>Tip-in rates:</b>		Single Sales Circulation	Subscription Circulation
	Postcard	35 € o/oo	40 € o/oo
	Booklets	50 € o/oo	65 € o/oo
	CD/DVD	52 € o/oo	67 € o/oo
	Product samples	55 € o/oo	70 € o/oo

**Handling:**

Basic advert in the complete edition 1/1 page. Charging according to price-list.

<b>Tip-in sizes:</b>	Minimum size	55 x 85 mm
	Maximum size	180 x 200 mm for brochures 60 x 80 mm for product samples max. 10 gram, max. thickness 1mm

**Conditions for product samples:**

Product samples must not contain dangerous content or impact handling and distribution of a mass circulation. Film heat-sealed bags have to withstand a burst pressure of at least 10 kN during 15 minutes undamaged. If necessary the client has to bear resulting expenses for a separate disposal. The publishing house must be exempt from all third party claims possibly resulting from in-bounds.

**Booking options:**

Total circulations or parts thereof (Nielsen-regions, federal states, single sales circulation, Postauflage).

The circulations to be booked are liable to variations, therefore the effectively required ad-special volume has to be verified prior to production.

Minor changes of the agreed distribution areas are possible for distribution handling reasons.

**Closing- and cancellation-dates:**

Disposition requested as early as possible, at the latest by closing-date. The presentation of a sample design (10-fold) requested by placing of order, at the latest one month before publication date. Orders only become binding upon the publishing house after presentation and approval of a sample design.

**Delivery:**

Inserts, in-bounds and tip-ins have to be processed faultless and delivered safely packed in layers of 10 to 12 cm offset, one-directional on europalettes, at the latest 21 days prior to publication-date to the print shop carriage-free. Costs caused by non-observance of the technical requirements are born by the client.

Possible variations of the stated sizes and paper-weights are only possible after mutual agreement.

**More Ad-Specials on request**

# 7 Advertorials

**Sizes:** From 1/1 page

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**Rates:** on request

GRAZIA-Advertorial ad-placement-expenses will be charged according to effective advertisement rates and in line with the annual accounts discount.

Respective rates apply in addition to production-expenses for concept, text, graphic arts, execution, delivery of graphical material, per placement. Production-costs are technical expenses and not discount and agency-commission deductible.

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**Label:** Advertorial-pages will be labelled with „GRAZIA Promotion“and Anzeige in 10 point-capitals.

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**Abwicklung:** GRAZIA-Advertorials will be designed and produced by our Advertorial-team in the editorial style of GRAZIA. This will take place in close collaboration with the client respectively the agency. Advertorial-adverts can be conceived as a stand-alone or concerted advertorials with adequate partners. Advertorial closing-dates are 5 weeks prior to official closing-dates.

**Topical-related  
Advertorial-spreads:** GRAZIA Nr. 22/2010 Summer-Advertorials  
GRAZIA Nr. 48/2010 X-Mas-Advertorials

**Rates:** on request

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## **More campaigns**

**STAR OF THE WEEK:** We present your product on 2/1 pages on the red carpet and make it the GRAZIA STAR OF THE WEEK. Rates on request (incl. online-integration)

**Trade:** To embed the retail-trade, advertorial-adverts can additionally be commercially utilized as limited reproductions „Seen in GRAZIA“ or as display stands. Rates on request.

**Crossmedia:** Advertorial-adverts can be combined and complemented with an online presence on our website on request. Rates on request.

# 8 Terms and Conditions

## Terms and conditions for adverts and other material in magazines.

**Section 1:** „Advertising order placement“ in the sense of the following Terms&Conditions is the contract between publishing house and client about the publishing of one or more adverts or other advertising material (hereinafter overall characterized as „adverts“) of space buyers or other advertisers (hereinafter overall characterized as „advertisers“) in a magazine for distribution purposes.

**Section 2:** A „deal“ is a contract about the publishing of several adverts under consideration of discounts granted to the advertiser according to the rate-card, in which the respective publications are carried out on call of the client. Discounts will not be granted for enterprises whose business-purpose inter alia consists of placing orders for different advertisers to claim collective rebates. Wherever the right of-call-off orders for individual adverts is granted within the contact conclusion, the contract is to be conducted within one year of publication of the first advert.

**Section 3:** In case single or more call-off orders of one contract cannot be fulfilled due to circumstances the publishing house is not liable for, the client has to compensate the publishing house for the difference between the originally granted and the factual volume buy-off discount irrespective of potential further legal obligations. The client is retroactively entitled, unless otherwise agreed, to claim the discount according to the factual buy-off of adverts within one year.

**Section 4:** Re next-to-matter. Inapplicable.

**Section 5:** Orders for adverts, to be published solely in specific issue numbers, specific copies or a specific locations of the printed publication, have to arrive at the publishing house so in time that the client can be informed before closing-date if the order cannot be executed in this manner. Rubricated adverts will be printed in the respective section, without the requirement of an express agreement

**Section 6:** Adverts which due to their design are not cognizable as advertising, will be clearly labelled with the term „Anzeige“ by the publishing house as such.

**Section 7:** The publishing house reserves the right to reject adverts – even single on-call orders within one contract – if

- the content violates the law or magisterial regulations or
- the content has been objected by the Deutsche Werberat in a appelland process or
- the publication is unacceptable for the publishing house due to the content, design, origin or the technical design

– adverts contain third party advertising or advertising for third parties.

Orders for other advertising material only become binding upon the publishing house after presentation and approval of a sample design.

Adverts, containing third party advertising or advertising for third parties (tie-in promotion), require in each single case the declaration of acceptance of the publishing house. These entitle the publishing house to raise a cooperative-advertising -surcharge. The client will be informed about the rejection of any advert immediately.

**Section 8:** The client takes exclusive responsibility for in-time delivery and the faultless appearance and workmanship of adequate printing material or other advertising material. The client is required to deliver digital data for adverts in due form, in particular in size or technical specifications, in compliance with the publishing house guidelines in due time before the insertion date.

Expenses of the publishing house for changes in the digital data requested or accounted for by the client are born by the client.

Agreed upon is the commonly accepted quality of the advert for the booked title in accordance with the specifications in

the rate card as well as in the confirmation of order in line with requirements and possibilities given by the printing data. This applies only for the case that the client complies with the specifications of the creation and delivery of printing data by the publishing house.

**Section 9:** Printing data will only returned to the client by special request. The obligation to safe-keep printing data ends three months after the initial publication of the advert.

**Section 10:** In case the publication of the advert does not comply with the contractually due quality re. service, the client is entitled to reduce payment or to a faultless replacement advert re. replacement publication of the other advertising media, but only to the extent that the purpose of the advert or the other advertising media has been affected. The publishing house has the right to refuse a replacement advert re. replacement publication if

- this requires an effort, considering the content of the obligations and the commandment of good faith, which is incongruent to the interest of performance of the client, or
- these would only be possible for the publishing house with disproportionately high expenses.

Should the publishing house miss a reasonable time limit for the replacement advert re. replacement publication of the other advertising media or is the replacement advert/replacement publication repeatedly not faultless, the client is entitled to reduce payment or rescission of the contract. Insignificant defects of the replacement advert or replacement publication of the other advertising media exclude rescission of the contract. Complaints because of not obvious defects must be claimed within one year from the beginning of the statute of limitation for claims.

The publishing house is liable for all damages, no matter whether due to breach of obligation or illicit action according to the following provisions: In case of wilful negligence the liability for commercial transactions is limited to compensation for the typically foreseeable damage; this limitation does not apply, as far as the damage has been caused by legal representatives or executive managers of the publishing house.

In case of ordinary negligence the publishing house shall only be liable, when a fundamental contractual obligation was neglected. In such cases, the liability is limited to the typical and foreseeable damage.

In the event of claims based on product liability regulations, or in the event of an injury to life, body or health, we are otherwise liable according to the legal regulations.. Except in the case of defects that are not obvious, claims must be made within four weeks of submission of invoice and receipt..

All claims against the publishing house based on a violation of any contractual obligation become statute-barred within one year of the beginning of the statutory limitation of action except for wilful causation..

**Section 11:** Proofs will only be delivered by express request. The client is responsible for the accuracy of the returned proofs. The publishing house will take into account all error corrections presented before closing date or within the deadline disclosed at the consignment of the proofs.

**Section 12:** Re. Accounting according to print-volume. Inapplicable.

**Section 13:** Invoices are due within the payment-deadline stated in the ratecard, unless in individual cases a different deadline or advance payment has been otherwise agreed upon in written form. Any discounts for early payments will be granted according to the ratecard.

**Section 14:** In case of delayed or deferred payment, interest at a rate customary in banking and collection fees will be

charged. In case of delayed payment, the Publisher can hold back further execution of the current order until payment has been made, and can demand prepayment for the remaining advertisements. In case of reasonable doubt of the Customer's ability to pay, the Publisher shall be entitled to make the appearance of further advertisements dependent on prepayment of the amount and the settlement of any open invoice amounts, even within the duration of an advertisement contract and without regard to the originally agreed-upon payment terms.

**Section 15:** The Publisher shall deliver a sample of the advertisement with the invoice on request. Depending on the type and scope of the advertisement order, excerpts, sample pages or complete samples may be delivered. If a sample can no longer be obtained, the Publisher shall provide instead a legally binding certification of the publication and distribution of the advertisement.

**Section 16a:** In case of an agreement for multiple advertisements, a price reduction can be claimed due to a reduced edition size, subject to the provision stipulated under sec. 16b, if the average edition size for the entire insertion year, beginning with the first advertisement, is below the guaranteed edition size. A reduction in circulation shall only become a shortfall justifying a price reduction if

at a guaranteed sold circulation up to 50 000 copies at least 20 percent,

at a guaranteed sold circulation up to 100 000 copies at least 15 percent,

at a guaranteed sold circulation up to 500 000 copies at least 10 percent,

at a guaranteed sold circulation over 500 000 copies at least 5 percent is obtained.

A price reduction on grounds of sec. 23 remains unconsidered.

Guaranteed circulation is the average edition size cited in the price list or in some other manner or - if an edition size is not cited - the average purchased (for technical periodicals the average actually distributed) edition of the last calendar year. In addition, claims for price reductions are excluded for agreements if the Publisher has notified the Customer of the reduction of the edition in sufficient time for the Customer to withdraw from the contract prior to the appearance of the advertisement.

**Section 16b:** Guaranteed circulation 2.0 (Special regulation for reduction in circulation with titles publishing issue related circulation data and for orders of a frequency of 6 and up)

Notwithstanding Section 16 a, a reduction in circulation of titles publishing issue-related circulation data provides ground for a price reduction only, within the framework of Circulation Guarantee 2.0, if the sold circulation of the booked issues sell less on average compared to the same issues in the year prior. The possible reduction in circulation be calculated as the balance of circulation overrun and underrun compared to the same issues in the year prior. To qualify for Circulation Guarantee 2.0 a contract on basis of volume- or frequency discounts of at least 6 frequencies within the year of insertion is compulsory. The rebate takes place at the end of the campaign in form of a bonus in kind based on the agency net cost. A claim for refund only exists if the refund amount equals at least, 2.500 Euro.

**Section 17:** For advertisements with box numbers, the Publisher shall apply the diligence of a conscientious business person for the safekeeping and timely forwarding of offers. Certified and express mail in response to such advertisements shall be forwarded using standard mail only. Responses received to advertisements with box numbers shall be retained for four weeks. Replies not received within this period shall be destroyed. The Publisher shall return valuable documents, but is not obligated to do so. The Publisher can be granted the right as the authorized representative -in an individual contract- to open incoming offers for the purpose of checking and ruling out misuse of the box number service in the interest of and for the protection of

the Customer. Letters exceeding the permitted size DINA 4 (weight 50 g) as well as goods, books, brochure mailings and parcels are excluded from forwarding and will not be accepted. Accepting and forwarding can however exceptionally be agreed, upon if the client will take over any resulting expenses/fees.

**Section 18:** The place of fulfillment is Speyer. In commercial transactions with business persons, legal persons under public law or special assets under public law, the place of legal jurisdiction in case of legal action shall be Speyer. Should claims of the Publisher not be enforced in collection proceedings, the place of legal jurisdiction for non-business persons shall be determined in accordance with their place of residence. If the address or habitual place of residence of the Customer is unknown at the time the complaint is made or if the Customer has transferred its address or habitual place of residence outside the jurisdiction of the law after the conclusion of the contract, the place of jurisdiction shall be agreed to be the location of Speyer.

**Section 19:** Advertising agencies or advertising brokers are obligated to adhere to the ratecard regarding their offers, contracts or invoicing with clients.

**Section 20:** Price changes for issued advertisement orders apply to entrepreneurs, if they are announced by the publisher at least one month prior to the publication of the advert. In case of a price increase is entitled to the right of withdrawal. This withdrawal from the contract must be stated to us in written form within a period of two weeks after the buyer received, or could have received, knowledge of these changes.

**Section 21:** If group affiliated companies claim a joint discount a written confirmation of an equity participation of at least 50% is mandatory.

**Section 22:** The client warrants that he holds all rights for the insertion of the advertisement. The contractor has sole responsibility as regards the contents and legality of all text- and graphic documents as well as provided advertising material for the insertion. He exempts the publisher from all claims – within the scope of the advert contract – that are asserted because of an infringement of third party rights that could be resulting from a violation of legal provisions. Furthermore the publisher is exempt from all associated costs of necessary legal defence. The client is bound to support the publisher in good faith with all essential information and documents in the legal defence against third parties.

The client transfers all proprietary rights of use, ancillary copyrights and other rights for the use of advertising in print and online media of all kinds, including internet, in particular, the right of copying, distribution, transmission/broadcast (including any possibly required adaptation rights for the playing of films) extractions from databases and downloads, in terms of time and content, to the extent necessary to fulfill the contract. Aforementioned rights are transferred in all cases without any restriction of location.

**Section 23:** In the event of process malfunctions or in cases of force majeure, industrial disputes, seizure, disruption in transportation, general raw material or energy shortages or such - both in the business of the publisher as well as the operation in other companies, the publisher avails himself of to meet all obligations – the publisher can claim full payment of the published adverts if the published object has been delivered during the last four quarters with an average of 80% of the sold or otherwise guaranteed circulation. In case of lower deliveries the invoiced amount shall be decreased, in due proportion to the guaranteed sold or warranted circulation compared to the actually distributed circulation.

## 9 Your partners and advisors

### **PUBLISHING HOUSE**

MEDIENGRUPPE KLAMBT  
Klambt-Style-Verlag GmbH & Co. KG  
Gänsemarkt 21-23  
20354 Hamburg

### **DIRECTOR OF SALES**

Martin Fischer  
Phone: 040 – 4 11 88 25 – 220  
Mail: martin.fischer@klambt.de

### **ADVERTISING SALES DIRECTOR**

Ulrike Geisert  
Phone: 040 – 4 11 88 25 – 221  
Mail: ulrike.geisert@klambt.de

### **ADVERTISING SALES MANAGER**

Mareile Jungbluth  
(Nielsen I, II, V-VII, abroad)  
Phone: 0 40 – 4 11 88 25-222  
Mail: mareile.jungbluth@klambt.de

Carmen Kleinfeldt  
(Nielsen IIIa, IIIb, IV, A + CH)  
Phone: 0 62 32 – 310-250  
Mail: carmen.kleinfeldt@klambt.de

### **ADVERTISING SALES & HANDLING**

MEDIENGRUPPE KLAMBT  
Klambt-Verlag GmbH & Cie  
Im Neudeck 1  
67346 Speyer

### **RECEPTION**

Christiane Fock  
Phone: 0 40 – 4 11 88 25-223  
Mail: christiane.fock@klambt.de

### **NIELSEN I**

Ernst-Otto Fehlhaber  
Fehlhaber Medien GmbH  
Burgunderweg 9 G, 22453 Hamburg  
Phone:: 0 40 – 85 15 96 76  
Fax: 0 40 – 85 15 96 74  
Mobile: 01 71 – 7 67 69 00  
Mail: ffehlhaber@fehlhaber-medien.de  
Internet: www.fehlhaber-medien.de

### **NIELSEN II**

Kolja Kraus  
MPK Media Promotion Kraus KG  
Graf-Adolf-Straße 110, 42119 Wuppertal  
Phone:: 02 02 – 28 15 77-0  
Fax: 02 02 – 28 15 77-24  
Mobile: 01 71 – 2 84 91 96  
Postanschrift: Postfach 15 01 20  
42339 Wuppertal  
Mail: info@mpk-kraus.de  
Internet: www.mpk-kraus.de

### **NIELSEN IIIA**

Oliver Ehle  
Partners Concept Media  
Villa Edelweiß, Lessingstraße 5,  
61231 Bad Nauheim  
Phone:: 0 60 32 – 9 29 08-54  
Fax: 0 60 32 – 9 29 08-55  
Mobile: 01 72 – 3 55 04 15  
Mail: Ehle@partners-concept-media.com  
Internet: www.partners-concept-media.com

### **NIELSEN IIIB**

Gabriele Gaiser  
Sales office Stuttgart  
SPIEGEL QC  
Der Premium-Vermarkter.  
Eberhardstraße 73, 70173 Stuttgart  
Phone:: 07 11 – 66 47 49-14  
Fax: 07 11 – 66 47 49-11  
Mobile: 01 51 – 55 14 50 31  
E-Mail: gabriele\_gaiser@spiegel-qc.de  
Internet: www.spiegel-qc.de

### **NIELSEN IV**

Martin Schaible  
Schaible MedienPartner GmbH  
Stievestraße 16  
80638 München  
Phone:: 0 89 – 17 30 07-0  
Fax: 0 89 – 17 30 07-70  
Mobile: 01 71 – 7 85 59 92  
Mail: mail@schaible.net  
Internet: www.schaible.net

### **NIELSEN V, VI, VII**

Margit Wendisch  
c/o Media am Südstern  
Körtstraße 3  
10967 Berlin  
Phone: 0 30 – 61 65 12 51  
Fax: 0 30 – 69 50 58 75  
Mobile: 01 72 – 2 96 12 18  
Mail: mw@media-am-suedstern.de

# GRAZIA

### **REPRESENTATIVES ABROAD:**

#### **Italy**

Mariolina Siclari  
MONDADORI  
Magazine Division  
International Advertising Sales  
Manager  
Via Mondadori, 1  
I- 20090 Segrate (Milano)  
Phone: 0039 02 75 42 37 37  
Fax: 0039 33 57 78 18 48  
Mail: mariolina.siclari@mondadori.it

#### **USA**

Detlef Fox  
D.A. Fox  
Advertising Sales, Inc.  
5 Penn Plaza; 19th Floor  
NY 10001 New York  
USA  
Phone: 001 212 896-3881  
Fax: 001 212 629 3988  
Mail: detleffox@comcast.net