

1 Short characterization: The target group of "Gefahr/gut" includes hazardous-material commissioners, commissioned persons and businessmen in transport companies of long-distance and goods transport, in company traffic firms of the chemical-pharmaceutical and mineral industry, of chemistry wholesalers, and of the manufacturing industry. The topics are close to every-day life and include all areas relevant for hazardous materials, from production to disposal, in particular the transport of hazardous material. With up-to-date examples, "Gefahr/gut" illustrates and facilitates the implementation of legal regulations and decrees within the company.

2 Frequency of publication: monthly

3 Year of publication: 14th year 2006

4 Web-address (URL): www.gefahrgut-online.de

5 Memberships: -

6 Medium: -

7 Publisher: -

8 Editorial Board: Verlag Heinrich Vogel GmbH Fachverlag
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12 Advertised price:
Annual subscription rate
Inland: € 124.60 plus 8.30 packing/postage, incl. 7% VAT
Foreign Countries: € 124.60 plus 16.70 packing/postage, incl. 7% VAT
Single copy: € 11.50 plus 1.90 packing/postage, incl. 7% VAT

13 ISSN-No: 0944-6117


14 Size analysis: 2004 = 12 editions
Magazine format: 210 mm (wide), 280 mm (high)
Total size: 488 pages = 100.0 %
Editorial section: 320 pages = 65.6 %
Advertising section: 168 pages = 34.4 %

of them are

Classified advertisements:	32 pages =	21.4 %
Image advertisements:	100 pages =	59.6 %
Bound insert:	- pages =	-
One's own advertisements:	36 pages =	19.0 %

Supplements (Loose-leaf inserts): 13 pieces

15 Content analysis: Not surveyed

16 Circulation control: 

17 Analysis of circulation: Average circulation within one year
(from July 1st 2004 until June 30th 2005)

Printed copies:	6,367		
Total circulation	6,092	therefrom abroad:	178
Total net paid circulation:	3,127	therefrom abroad:	115
- subscribed copies	2,924	therefrom copies for members	-
- Sale by retail	-		
- Other sale	203		
Free copies:	2,965		
Remainer, file and checking copies	275		

18 Geographical circulation analysis:

Economic area	Quote of real circulationed press run %	copies
Inland	97.1	5,914
Foreign Country	2.9	178
Total circulation	100.0	6,092

18.2 Structure of home circulation according to 'Nielsen'-geographical sectors

	%	copies	
Nielsen geographical sector 1	15	908	
Hamburg / Bremen			252
Schleswig-Holstein			189
Lower Saxony			467
Nielsen geographical sector 2	20	1,181	
North Rhine-Westphalia			1,181
Nielsen geographical sector 3a	15	863	
Hesse			449
Rhineland-Palatinate			284
Saarland			130
Nielsen geographical sector 3b	16	940	
Baden-Wuerttemberg			940
Nielsen geographical sector 4	23	1,384	
Bavaria			1,384
Nielsen geographical sector 5	2	112	
Berlin			112
Nielsen geographical sector 6	5	266	
Mecklenburg-Western Pomerania			59
Brandenburg			118
Saxony-Anhalt			89
Nielsen geographical sector 7	4	260	
Thuringia			142
Saxony			118
Total circulation inland	100	5,914	

Issue	Publication Date	Closing Date Copy date (CD) Printing material (PM)	Packaging	Logistics/Transport	Education and practise	Trade fairs/Congresses 2006
1 January	Dec 30, 2005	CD: Nov 28, 2005 PM: Dec 7, 2005	<ul style="list-style-type: none"> IBC / flexible IBC Big Bags 	<ul style="list-style-type: none"> Tank cleaning (Tank cleaning-card + booklet) Disposal 	<ul style="list-style-type: none"> Hazardous cargo education and improving 	
2 February	Jan 27, 2006	CD: Dec 19, 2005 PM: Jan 5, 2006	<ul style="list-style-type: none"> Steel barrels Plastic barrels 	<ul style="list-style-type: none"> Hazardous cargo by railway Tank transport 	<ul style="list-style-type: none"> Load restraint Occupational safety 	Eurorail , Brussels, Jan. 30 to Feb 1, 2006
3 March	Feb 24, 2006	CD: Jan 24, 2006 PM: Feb 2, 2006	<ul style="list-style-type: none"> Cans Tins Inliner 	<ul style="list-style-type: none"> Telematics Port logistics Tank storage 	<ul style="list-style-type: none"> Hazardous cargo software Fork lifts Safety cabinets 	SITL , Paris, Mar 7 to 10, 2006 CeBIT , Hanover, Mar 9 to 15, 2006 LogiMAT , Stuttgart, Mar 28 to 30, 2006 StocExpo , Rotterdam, Mar 28 to 30, 2006
4 April	Mar 31, 2006	CD: Feb 24, 2006 PM: Mar 9, 2006	<ul style="list-style-type: none"> Corrugated board and wooden package Salvage barrels 	<ul style="list-style-type: none"> Air cargo Courier, express and parcel delivery companies Insurances 	<ul style="list-style-type: none"> Education Hazardous cargo offices 	Hanover Messe , Hanover, Apr 24 to 28, 2006
5 May	Apr 28, 2006	CD: Mar 24, 2006 PM: Apr 4, 2006	<ul style="list-style-type: none"> Packaging technique IBC 	<ul style="list-style-type: none"> Chemical and storage techniques Fittings, pumps and tubes 	<ul style="list-style-type: none"> Environment protection Occupational safety Safety equipment 	Güterkraftverkehrsüberwachung , Hanover-Münden, May 2006 Achema , Frankfurt, May 15 to 19, 2006 16. Münchner Gefahr/gut-Tage incl. Award Innovation-Price Gefahr/gut (Hazardous cargo days), Munich, May 22 to 24, 2006
6 June	May 26, 2006	CD: Apr 21, 2006 PM: May 3, 2006	<ul style="list-style-type: none"> Containers Tankcontainer manufacturer Tankcontainer leasing 	<ul style="list-style-type: none"> Inland navigation Multimodal traffic 	<ul style="list-style-type: none"> Bonding agents Hazardous cargo literature 	Eurocargo , Cologne, May 30 to Jun 1, 2006 8. Gefahr/guttag (Hazardous cargo day), Basel, Jun 14, 2006

Issue	Publication Date	Closing Date Copy date (CD) Printing material (PM)	Packaging	Logistics/Transport	Education and practise	Trade fairs/Congresses 2006
7 July	Jun 30, 2006	CD: May 29, 2006 PM: Jun 7, 2006	<ul style="list-style-type: none"> Reconditioning in Europe (card + service overview) 	<ul style="list-style-type: none"> Freight carriers of hazardous cargo Tunnel regulations 	<ul style="list-style-type: none"> Disposal Floor coverings 	
8 August	Jul 28, 2006	Company portraits: CD: Jun 2, 2006 PM 1: Jun 7, 2006 Advertisements: CD: Jun 2, 2006 PM 2: Jul 12, 2006	Who is Who The trade directory for the hazardous cargo industry.			
9 September	Aug 25, 2006	CD: Jul 21, 2006 PM: Aug, 2, 2006	<ul style="list-style-type: none"> The latest in packing materials to the FachPack Transponder techniques 	<ul style="list-style-type: none"> Dry-bulk and tank vehicles Suction pressure trucks Vehicle news to IAA 	<ul style="list-style-type: none"> Safety equipment by railway Personal safety equipment 	InnoTrans , Berlin, Sep 19 to 22, 2006 IAA Nutzfahrzeuge (commercial vehicles) , Hanover, Sep 21 to 28, 2006 FachPack , Nuremberg, Sep 26 to 28, 2006 Arbeitsschutz aktuell (Occupational protection current) , Karlsruhe, Sep 27 to 29, 2006
10 October	Sep 29, 2006	CD: Aug 29, 2006 PM: Sep 7, 2006	<ul style="list-style-type: none"> Container for waste Big bags Barrels 	<ul style="list-style-type: none"> Disposal logistics Chemical parcs Signage/labelling 	<ul style="list-style-type: none"> Transport control Load restraint 	BVL-Congress , Berlin, Oct 18 to 20, 2006 Entsorga , Cologne, Oct 24 to 27, 2006 Security , Essen, Oct 10 to 13, 2006
11 November	Oct 27, 2006	CD: Sep 25, 2006 PM: Oct 5, 2006	<ul style="list-style-type: none"> Contagious materials Barrel handling 	<ul style="list-style-type: none"> Tank farms and general cargo storage with inventory card Security equipment Chemical logistics 	<ul style="list-style-type: none"> Hazardous cargo software Hazardous cargo literature Fire simulators 	Medica , Dusseldorf, Nov 15 to 18, 2006 Gefahrstoff-Tage (Hazardous cargo days) , Munich, Nov 22 to 24, 2006
12 December	Nov 24, 2006	CD: Oct 23, 2006 PM: Nov 2, 2006	<ul style="list-style-type: none"> IBC / Flexible IBC 	<ul style="list-style-type: none"> Sea trafic Logistic services 	<ul style="list-style-type: none"> Accident management Databases 	
01/07 January	Dec 29, 2006	CD: Nov 27, 2006 PM: Dec 7, 2006	<ul style="list-style-type: none"> Combinations-packaging 	<ul style="list-style-type: none"> International tank cleaning (Tank cleaning-card + booklet) 	<ul style="list-style-type: none"> Hazardous cargo education and improving 	



1 Circulation:

Printed copies: 6,367 copies
Total circulation in annual average: 6,092 copies

2 Magazine size:

210 x 280 mm
213 x 286 mm untrimmed

Type area:

185 mm wide, 253 mm high
4 columns, 43 mm

3 Printing process, artworks:

Offset printing, wire-stitching. Positive films (inverted) up to 133-line screen will be redigitised. For lithos, fair drafting, opaque copies, or slides, we will charge the reproduction costs.

4 Publication:

Frequenzy of publication: monthly
Publications dates, closings dates and dates for submission:
see timetable "Subjects and Dates"

5 Editorial Board:

Verlag Heinrich Vogel GmbH Fachverlag
House address: Neumarkter Str. 18, 81673 Munich
Postal address: P. O. Box 80 20 20, 81620 Munich
Advertising sales department: Andrea Volz
Phone: +49-89 / 43 72-21 24
Fax: +49-89 / 43 72-23 98
E-mail: anzeigen-vhv@springer.com

6 Payment terms:

- direct debit 3% prompt payment discount
- within 10 days 2% prompt payment discount
- within 30 days
from date of invoice net
VAT no. DE 811148881

Bank accounts:

Commerzbank Munich
IBAN DE17 7004 0041 0590 3893 00, BIC COBADEFF700

7 Ads and rates:

All prices are plus VAT

2/1 page: W 393 x H 253
2/1 page truncate:* W 420 x H 280

Basic rate b/w 4,295.00 €
2-coloured 4,890.00 €
3-coloured 5,485.00 €
4-coloured 6,080.00 €

1/1 page: W 185 x H 253
1/1 page truncate:* W 210 x H 280

Basic rate b/w 2,070.00 €
2-coloured 2,370.00 €
3-coloured 2,670.00 €
4-coloured 2,970.00 €

2/3 page (landscape): W 185 x H 170
2/3 page truncate:* W 210 x H 192

Basic rate b/w 1,530.00 €
2-coloured 1,760.00 €
3-coloured 1,990.00 €
4-coloured 2,220.00 €

1/2 page (upright): W 90 x H 253
1/2 page truncate:* W 102 x H 280
1/2 page (landscape): W 185 x H 125
1/2 page truncate:* W 210 x H 140

Basic rate b/w 1,200.00 €
2-coloured 1,360.00 €
3-coloured 1,520.00 €
4-coloured 1,680.00 €

1/3 page (upright): W 60 x H 253
1/3 page truncate:* W 72 x H 280
1/3 page (landscape): W 185 x H 85
1/3 page truncate:* W 210 x H 98

Basic rate b/w 830.00 €
2-coloured 940.00 €
3-coloured 1,050.00 €
4-coloured 1,160.00 €

1/4 page (upright, 1-column): W 43 x H 250
1/4 page truncate:* W 57 x H 280
1/4 page, 2-column: W 90 x H 125
1/4 page (landscape): W 185 x H 65
1/4 page truncate:* W 210 x H 82

Basic rate b/w 665.00 €
2-coloured 745.00 €
3-coloured 825.00 €
4-coloured 905.00 €

1/8 page (upright, 1-column): W 43 x H 125
1/8 page, 2-column: W 90 x H 65
1/8 page (landscape): W 185 x H 33

Basic rate b/w 415.00 €
2-coloured 485.00 €
3-coloured 555.00 €
4-coloured 625.00 €

Front cover page

Basic rate, 4-coloured 4,715.00 €

2., 3., 4. cover page

Basic rate, 4-coloured 3,605.00 €

*Truncate additional charge: 217.- €
+ 4 mm bleed at all edges to be truncated

8 Surcharges: (discount possible)

8.1 Colours

Normal colours from Euro-scale DIN 16539, charged by colour -

8.2 Preferential positions

Fixed positions 580.00 €

8.3 Ad formats

Bleeding across the gutter -

Bleeding advertisement over type area 217.00 €

9 Sources of supply:

Classified advertisement (1 column, 43 mm wide) 2.17 €

Situation wanted (1 column, 43 mm wide) 1.57 €

Box number fee 10.00 €

Source of supply listing per issue, 1 column, per printed line 10.60 €

with photo (43 mm x 30 mm) plus 60.00 €

with ad box (43 mm x 9 mm) plus 25.00 €

It can be booked for 6 or more editions. 10 percent discount when

12 editions are booked.

10 Special ad forms: on request

11 Discounts: acceptance within a year

(Starting with publication of the first advertisement)

Frequency discount

Quantity discount

3 insertions 3% 3 pages 5%

6 insertions 5% 6 pages 10%

9 insertions 10% 9 pages 15%

12 insertions 15% 12 pages 20%

All surcharges qualify for discount.

Cover pages don't qualify for discount.

12 Combinations: -

13 Bound inserts:

2 pages 2,070.00 €

4 pages 4,140.00 €

6 pages 6,210.00 €

8 pages 8,280.00 €

(Discount: 1 page insert = 1 full-page ad)

Please supply the bound-in inserts in the untrimmed format 213 x wide x 286 high (folded). 2-page inserts must be provided with a printed rim 8 cm wide. The price applies to inserts with a paper weight up to 170 g / sq. metre (rates for heavier papers on request).

14 Loose-leaf inserts:

loose inserted, max. format: 203 mm x 275 mm

Weight of loose-leaf inserts Price/thousand

up to 25 g 155.00 €

up to 50 g 215.00 €

over 50 g on request

Number of inserts available on request. Inserts possible at press run of 5,000 copies.

15 Glued-in postcards:

Glued-in postcards/thousands 82.00 €

Prospect/commercial sample on request, after sight of a sample.

Only in combination with an full page-ad (prices see above).

Loose inserts and glued-in postcards do not qualify for discounts.

16 Delivery address for the positions 13 to 15:

on request

Delivery notice: for GEFAHR/GUT no. ...)

Please send in advance 10 samples to the advertising sales department.

This year, the Who is Who will for the first time offer an overview of the entire **hazardous cargo industry**, thus providing important impulses for decisions on future purchases. Companies have the opportunity to present themselves to international readers in **two languages, German and English**. Topics include all areas from training to transport, from storage establishment to packaging.

New: International distribution

Ad prices:

Front cover page, 4-coloured:	3,880.00 €
2., 3., 4. cover page:	3,370.00 €
Full page, 4-coloured:	3,050.00 €
Company portrait (1 page):	820.00 €
Company portrait (2 page):	1,450.00 €

Company portrait don't qualify for discount.

The Who is Who trade directory for the hazardous cargo industry belongs to the most recognized products of the Gefahr/gut-family.

Advantage for you: Increased contact chances for your advertisements.

Magazine size: 210 wide x 280 mm high

Publication date: July 28, 2006

Copy date:

Company portraits:	May 29, 2006
Advertisements:	June 1, 2006

Printing material dates:

Company portraits:	June 1, 2006
Advertisements:	July 6, 2006

Printed copies: 30,000 copies

Printing materials:

Company portraits: Photos: 8 cm wide, 6 cm high, tif or eps,
300 dpi resolution, colour chart: CMYK

**Please send us your information by e-mail to
who-is-who@springer.com**

Advertisements: Offset printing. Positive films (inverted) up to 133-line screen will be redigitised. For lithos, fair drafting, opaque copies, or slides, we will charge the reproduction costs.

Advertising consultant: Andrea Volz
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1. Web-Adresse (URL):

www.logistik-inside.de

2. Short characterization:

Comprehensive Internet offer for everyone responsible for the proper handling of hazardous materials. Here, you reach all those who deal with hazardous materials and require practical and specialized knowledge for their daily decisions. Current legal information and commented legal decisions, news and background reports. Seminar and industrial-fair agenda, classified directory, and material database.

3. Ads and rates:

Banner	Format (WxH) in Pixel	Price (per thousand)
Fullsize/Superbanner	486 x 60 or 728 x 90	40.00 €
Skyscraper	120 x 600 or 200 x 400	40.00 €
Pop-Up/Under	200 x 300	40.00 €
Contentbanner	440 x 40	1) 40.00 €
Combi-Package ²⁾	778 x 90+200 x 400+400 x 40	60.00 €

¹⁾ only in combination with combi-package

²⁾ up to 10 times more effective advertisements and higher click rate!
(Superbanner and Skyscraper and Contentbanner)

4. Newsletter:

Advert text incl. URL, e-mail and picture/logo. Text formatting possible.

	Top sponsoring	Second position
Positioning	directly before topic overview	between topics
Prices (per thousand)	36,- €* (per workday)	26,- €* (per workday)

* Minimum booking: 5 adverts

All prices are plus VAT. Valid from 01.10.2005.

Number of Newsletter-Subscribers August 2005: 1,812

5. Online Special ad forms:

Infolines, sponsoring, cooperations on request.

6. Contact person:

Christian Plagge
Tel. + 49 (0) 89 43 72-21 49
Christian.Plagge@springer.com

7. Data delivery:

online-inserate@springer.com

19 Industrial sectors/branches of industry/types of business

Branch/section (approx.)	Recipientsgroups According to classification of the industry branches of the Federal Statistical Office	Quota of total circulation %	Projection
61.1, 60.24.5, 63.1, 63.4, 62, 64.12	Rail traffic, subject to autorisation of long-distance transports on the road (without move transports), freight handling and warehousing, freight carriers, other transportation brokers, air cargo, private postal and courier services	37	2,190
24, 24.4	Manufacturing of chemical and pharmaceutical products	14	830
37, 90	Recycling, sewage and waste disposal, other disposal	9	530
74.14.1, 74.3, 80.4, 80.41	Consulting, technical, physical and chemical examination, adult education and other education, driving schools	7	410
75.1, 91.1	Public administration, Trade and employers associations, professional organisations	6	360
60.24.5,	Subject to autorisation of local traffic(without move transports)	5	300
51.12.1, 23.20.0	Procurement of fuel and mineral oil trade and petroleum processing	4	240
29, DM	Engine and vehicle construction	3	180
51.12.3, 51.3	Procurement of trade with technical chemicals, raw drugs, caoutchouc, plastics and fertilisers, wholesaling of foods, drinks and tobaccos	2	120
74.87.2	Adjusters	2	120
21.21.0, 25.22.0, 74.82	Manufacturing of corrugated papers and pasteboards, packing materials of paper, carton and pasteboard, manufacturing of plastic packing materials, industry of bottling and packing	2	120
	Other	9	530
	Rounding difference		-16
	Total circulation inland	100	5,914
	Foreign countries (unlevied)		178
	Total circulation inland and foreign countries		6,092

Data Ticket

Status quo: October 2005

Transfer of digital data

If you send your advert via ISDN, e-mail, to our FTP server, or on a data medium, it is vital you include this information:

Sender/Company: _____

Contact: _____

Telephone: _____ Fax: _____ ISDN: _____

Advert Information

Issue: _____ Section: _____

Advert format: _____ Colours: _____

File name: _____ Application: _____ Version: _____

Operating system: Apple MacIntosh Windows PC

Data transfer via FTP ISDN E-Mail Data medium by mail

Proof colour match (ISO) content match follows via mail (please tick if appropriate)

Creation of data

- Create your data with a common DTP application or another application capable of creating Postscript files. For the settings, please check the notes on our homepage www.stuertz.de in the "Sie & Wir" ("You & Us") section.
- Please provide only printable PDF files in the size of the advert format (without white borders) with a bleed of 3 mm on all sides.
- Create colour pictures in CMYK mode, or convert them to CMYK.
- Please do not include colour copies of adverts to be published in black & white.
- Special colours have to be defined as HKS or Pantone values.

Transfer of data

- Include all files and folders to be transferred in one parent folder.
- Name the folder, starting with the magazine name.
- Use WinZip (.ZIP) or Stuffit (.SIT) to reduce the file size for the transfer.

Contact details

FTP: ftp.stuertz.de (Please request user name and password via e-mail)

ISDN (Leonardo): +49-9 31/385-415

E-mail: gecont@stuertz.de

Fax: +49-9 31/385-383

Contact to:

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Science / Martha Spanheimer
Beethovenstraße 5
97080 Würzburg
Tel.: +49-9 31/3 85-2 30