



MEDIA

Information

Print + Online

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mi verlag
moderne industrie

successful media for experts

Media Group **SV** Süddeutscher Verlag

verlag moderne industrie GmbH, Justus-von-Liebig-Str. 1, D-86899 Landsberg, Phone +49/81 91/1 25-0, Fax +49/81 91/1 25-4 83

1 Circulation:

Print run: 12,843 copies
Copies actually circulated at annual average: 12,575 copies

2 Magazine format: DIN A4, 210 mm width, 297 mm height

Type area: 178 mm width, 257 mm height
4 columns, width 41 mm each

3 Printing method:

Rotary offset

Binding method:

Back stitching

Documents

to be printed:

Delivery of data in PDF format, at least version 1.3 (PDF/X-1a), generated with Acrobat Distiller as of version 4.0 and with screen modulated proof. Image data with high resolution (at least 300 dpi), resolution for 60 screen (60 l/cm), colour model must be CMYK (no RGB or LAB elements).

Bitmaps (barcode scans) should have at least 800 dpi resolution. The format must have original dimensions plus trim allowance und bleed marks.

For further information on PDF format presetsings, see www.pdf-club.de or contact our technical hotline on **+49-8191-125-338**.

4 Deadlines: see editorial calendar

Publication frequency: eight times a year

Publication data: see editorial calendar

Copy deadline: see editorial calendar

5 Publishing house: verlag moderne industrie GmbH

Address: Justus-von-Liebig-Str. 1
D-86899 Landsberg

Postal address: D-86895 Landsberg

Internet: www.instandhaltung.de

Advertising

Department: Anke Träger, Helmut Schempp

Phone: +49 / 81 91 / 1 25-4 96

Fax: +49 / 81 91 / 1 25-4 83

E-Mail: anke.traeger@mi-verlag.de

6 Terms of payment: net within 30 days after date of invoice, 2 % discount in case of payment prior to due date, 3 % discount in case of payment by direct debit

Bank details:

Sparkasse Landsberg
bank code number 700 520 60
account number 37754
SWIFT Code: BYLADEM1LLD
IBAN Code: DE02700520600000037754

7 Advertising rates in € (for formats, see page 5):

rates b/w	basic rate	3% discount	5% discount	10% discount	15% discount	20% discount
1/1 page	4,400.00	4,268.00	4,180.00	3,960.00	3,740.00	3,520.00
2/3 page	2,770.00	2,686.90	2,631.50	2,493.00	2,354.50	2,216.00
1/2 page	2,430.00	2,357.10	2,308.50	2,187.00	2,065.50	1,944.00
Junior page	2,430.00	2,357.10	2,308.50	2,187.00	2,065.50	1,944.00
1/3 page	1,640.00	1,590.80	1,558.00	1,476.00	1,394.00	1,312.00
1/4 page	1,110.00	1,076.70	1,054.50	999.00	943.50	888.00
1/8 page	690.00	669.30	655.50	621.00	586.50	552.00
rates full coloured	basic rate	3% discount	5% discount	10% discount	15% discount	20% discount
1/1 page	5,200.00	5,044,00	4,940.00	4,680.00	4,420.00	4,160.00
2/3 page	3,460.00	3,356,20	3,287.00	3,114.00	2,941.00	2,768.00
1/2 page	3,060.00	2,968,20	2,907.00	2,754.00	2,601.00	2,448.00
Junior page	3,060.00	2,968,20	2,907.00	2,754.00	2,601.00	2,448.00
1/3 page	2,040.00	1,978,80	1,938.00	1,836.00	1,734.00	1,632.00
1/4 page	1,380.00	1,338,60	1,311.00	1,242.00	1,173.00	1,104.00
1/8 page	780.00	756,60	741.00	702.00	663.00	624.00

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8 Surcharges and positioning:

8.1 Colour surcharges: –

8.2 Special positioning:

Binding positioning regulations	10 %
Solus advertisements	on request

8.3 Preferred position

Cover page	€ 5,800
Inside front cover	€ 5,600
Outside back cover	€ 5,600

8.4 Other formats:

Invoicing according to mm price (column width: 41 mm)	b/w	coloured
from 300 mm	€ 4.28	€ 5.06
up to 300 mm	€ 5.35	€ 6.33

9 Section advertisements:

Job offers:	25 % discount on regular rate (see paragraph 7)
Job applications:	50 % discount on regular rate (see paragraph 7)
Market & Contact:	on request

10 Special advertising:

See Information Sheet "Special Advertising", page 6

11 Discounts (in case of purchase within one year)

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

12 Combinations:

Advertisement combinations with verlag moderne industrie magazines are possible any time. Combination discount on request.

13 Bound-in inserts:

Total number of pages	paper-weight	up to 170 g/m ²	above 170 g/m ²
2 pages		4,510.–	4,600.–
4 pages		7,660.–	7,810.–

Delivery: Specimens upon order placement. Circulation up to 24 days prior to publication.

Untrimmed format: 216 mm wide, 303 mm high.

Multi-page bound-in inserts folded to format above.

14 Inserts:

(not discountable and only for total circulation)

up to 25 g of weight	€ 4,100
each further 25 g of weight (rates incl. postage price)	€ 2,050
max. paper format: 20 x 29 cm	

Delivery: Specimens upon order placement.

Circulation up to 10 days prior to publication

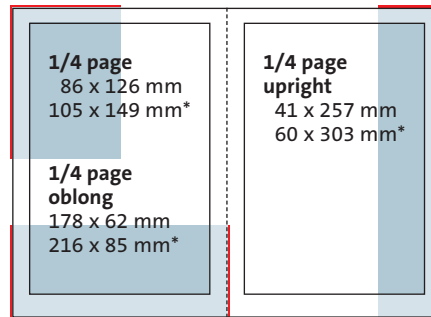
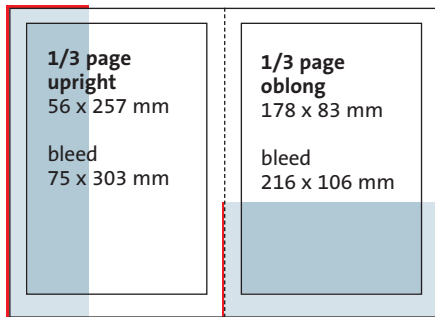
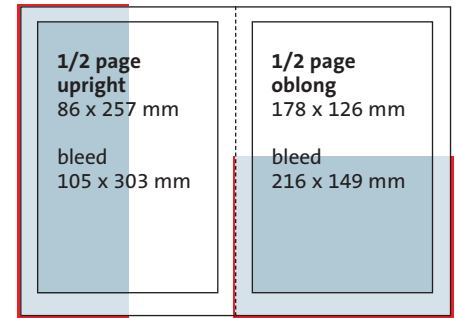
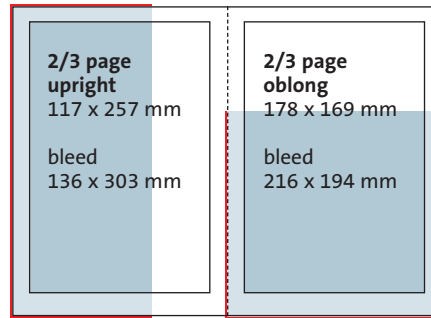
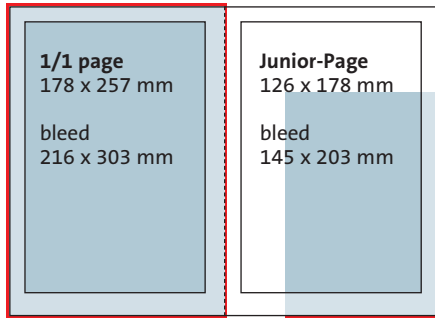
15 Stick-on advertising media:

In connection with advertisement or bound-in insert	€ 980
Plus stick-on costs	
– for machine processing	€ 540
– for manual processing	€ 1,200

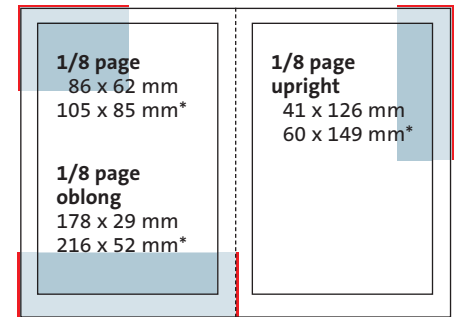
16 Delivery address for items 13–15:

pva Druck und Medien-Dienstleistungen GmbH, z.Hd. Herrn Hans Beitler, Industriestr. 15, D-76829 Landau/Pfalz (clearly marked: für Instandhaltung, Heft-Nr. ...)

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*bleed



*bleed

— Bleed formats including 3 mm trim

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Address rental

Optimize your direct mailing campaigns! verlag moderne industrie offers you access to an up-to-date address database of more than 400,000 contacts. You can screen recipients by sector, function, position, company size or geographical location to obtain exactly the target group you require. We will be glad to give you a quote for your advertising campaign.

If no other arrangement is made relating to multiple use, all addresses supplied are for single use only.

Online advertising on the specialized verlag moderne industrie and Hühthig portals

For more detailed information, please refer to the special "Online Advertising" sheet, page 8 and 9.

Printed excerpts

Gain double the benefit from your article in our newspapers and magazines. Printed excerpts are an ideal supplement to your advertising – written in objective and compelling journalistic style. Send a reprint of your article to customers, distribute it at trade fairs or through your field staff.

Süddeutscher Verlag Veranstaltungen GmbH

Süddeutscher Verlag Veranstaltungen GmbH (SVV) brings four strong brands offering top-class conferences and events together under one roof: management information center, managerakademie, SZ Business Golf Cup and SZ-Events. More than 100 conferences, events and sports fixtures benefit from the proximity to and cooperation with the media of Süddeutscher Verlag, including a large number of professional information resources and, of course, *Süddeutsche Zeitung* itself. Furthermore, SVV plans and organizes a diverse range of events as a service to its customers. For more information please visit our website at www.sv-veranstaltungen.de.

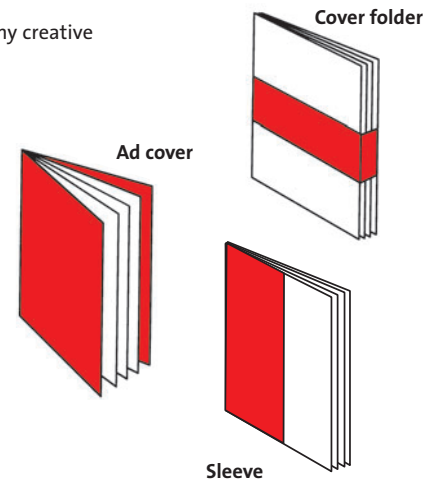
Further information on all of our ad specials is available from your sales team.

Special advertising types

Discover and use one of the many creative ad specials for your product.

Our ad specials are:

- Ad cover
- Advertisement series
- Closed advertisement
- Cover folder
- Full supplement
- Gatefolder
- Gatefolder supplement
- Half-page supplement
- Layered supplement
- Partial supplement
- Postcard supplement
- Poster supplement
- Single-page supplement
- Sleeve
- Special colors
- Stick-in supplement



Ad cover: This 4-page sheet is wrapped around the normal magazine cover. Only possible in conjunction with staple binding.

Cover folder: The magazine is placed in a folder that envelops half the cover (if staple bound), or a simple flap is attached to the cover (if adhesive bound).

Sleeve: A sleeve is a printed strip of paper which is wrapped around the magazine/newspaper and sealed at the back.

General Terms and Conditions for Advertisements, Supplements, Digital and Online Advertising

§ 1 Validity, Exclusion

1. For the acceptance and publication of all advertising orders and follow-up orders these General Terms and Conditions are exclusively applicable as well as the publisher's price list currently valid at the time the contract is concluded, whose regulations form an essential element of the contract itself. The validity of any General Terms and Conditions of the contracting party, to the extent that they do not correspond to these General Terms and Conditions, is excluded.
2. These General Terms and Conditions apply equally to supplements. These are only accepted by the publisher after submission of a sample and after checking by the publisher.

§ 2 Offer, Conclusion of Contract

1. Orders for advertising material may be made in person, by telephone, in writing, by fax, by email or by Internet. The publisher is not liable for communication errors.
2. A contract is not concluded until the publisher issues his confirmation of the order in writing. The price list valid at the time of the conclusion of the contract applies.
3. It is at the publisher's dutiful discretion to decline orders as well as individual releases of advertisements that occur as part of an overall conclusion of contract. This particularly applies if the contents of these violates laws or official stipulations or was considered objectionable by the German Press or Advertising Council in a complaints procedure, or the publication of these is deemed unacceptable to the publisher due to its content, its origin, or its technical form or due to their format or presentation, would lead the reader to believe that they constitute editorial content or if they contain advertisements from third parties. The publishing company will immediately state its refusal as soon as it has gained knowledge of the respective contents.

§ 3 Prices, Conditions of Payment, Discounts

1. The price of the publication of advertising material is based on the price list valid at the time the order is awarded. The publisher may apply prices which differ from those in the price list for advertising material, supplements, special publications and collections for which the publisher has provided editorial content, plus advertising material sold after copy deadlines. Price changes in respect of orders already awarded can be applied to companies if the publisher has notified them thereof at least one month before publication of the advertising material. If the publishing company increases its prices, the customer shall have the right to withdraw from the contract. The right of withdrawal must be exercised in the form within 14 days of receipt of the notification of the price increases.
2. The discounts defined in the price list are only granted to the customer and for the advertising material appearing over the course of one year ("advertisement year"). Repeated discounts are only valid within an advertisement year. If not agreed otherwise, the term commences with the placement of the first advertising material.

3. If an order is extended, the customer is entitled to a retroactive discount provided that the basic order was valid for a discount in the first place. This entitlement loses its validity if it is not used by no later than one month after expiry of the advertisement year. If an order does not reach the predicted order volume, the surplus discount that has been granted shall be subsequently invoiced to the customer.

4. Providing nothing to the contrary has been agreed, invoices for orders shall be settled after receipt of the invoice within the period shown on the price list. Dunning and default expenses in the event of payment default are charged to the contracting party. In the event of payment default, the publisher can defer delivery on a current contract until payment and require advance payment. In case of reasonable doubt concerning the contracting party's ability to pay, the publisher is entitled to deviate from an originally agreed due date of payment and make the publication of further advertising material within the term of a total contract dependent on the advance payment of the relevant fee and the settlement of outstanding invoices. Erroneous invoices can be corrected by the publisher within six months of issue.

5. All prices exclude VAT of the amount statutory on the day the invoice is issued.
6. In the case of orders from abroad which are not subject to VAT, the invoice is issued without VAT. The publisher is entitled to charge VAT retroactively should tax authorities confirm that VAT is in fact due.
7. In the event of a decrease in circulation, a conclusion of a contract for several advertising materials entitles the customer to a discount, if, as an overall average of the advertisement year which commences with the first placement, circulation falls short of the average circulation quoted in the price list or in some other way – if no circulation is named – the average circulation sold (if sales figures are not available, then the average actually published circulation) in the previous calendar year. A decrease in circulation only constitutes a deficit which entitles the customer to a discount if a promised circulation was fallen short of by at least 20%. Any other entitlement to price reductions on contracts is excluded if the publisher has notified the customer of the reduction in circulation in such good time that the customer was able to withdraw from the contract before publication of the advertising material. Warranty entitlements of customers who are business persons lapse 12 months after publication of the advertising material.

§ 4 Contract Implementation

1. Orders must be implemented within one year of conclusion of contract, commencing with the first placement of the advertising material.
2. The customer shall in good time supply the publisher with all the content, information, data, files and other materials ("copy") that are necessary for the advertising material and these shall be complete, free of errors and viruses and shall conform to the contractual agreements. If copy is transmitted digitally to the publisher (e.g. by CD-ROM or e-mail), it must be exclusively in locked files, i.e. in files which the publisher cannot alter the content of. The publisher shall have no liability for the faulty publication of advertising material which has been sent in open files (e.g. in files saved in Corel Draw, QuarkXPress or Freehand), files which belong together must be sent or saved in a common register (folder). If the customer is sending print copy digitally for colour advertisements, the customer shall at the same time supply a colour proof and a proof or measurement protocol. Otherwise, the customer shall have no entitlement to compensation in respect of any colour variations which may occur. The customer shall give a warranty that all files supplied shall be free of computer viruses.

- The publisher may delete files with computer viruses without thus creating entitlement to claims by the customer. The publisher reserves the right additionally to make claims for compensation if computer viruses cause further damage to the publisher's equipment. In the event of clearly unsuitable or damaged copy being submitted, the publisher shall immediately demand a replacement. The publisher guarantees that the usual printing quality will be provided for the issue in question, as far as is possible with the copy submitted. Copy will only be sent back to the customer if specifically requested, otherwise it becomes the property of the publisher. The obligation to keep all documents sent expires three months after expiry of the order.
3. Costs for the production of ordered masters, films or drawings are to be borne by the customer, as are costs for significant changes to originally agreed versions requested by the customer or for which the customer is responsible.

4. Proofs are only supplied if explicitly requested. The customer bears the responsibility for the accuracy of the returned proof. If the proof is not returned in time to the publisher, the customer is deemed to have accepted the advertising material.
5. If requested to do so, the publisher will supply an advertising material advice with the invoice. If such an advice can no longer be obtained, the publisher will instead send a confirmation that the advertising material has been published and disseminated.

6. The design and labelling of text-style advertising material must be agreed on with the publisher in good time prior to publication. Text-style

advertisements must be distinguishable from magazine texts in their basic typography. The publisher is entitled to label advertising materials accordingly if they are not recognizable as such.

7. Letters sent to box number advertisements are kept for up to four weeks after publication of the advertisement and sent to the customer by regular mail (even if the letters have been sent by express mail or registered mail). However, the publisher does not accept any responsibility for the safekeeping and timely forwarding of the offers.

8. The advertising deadlines and publication dates stated in the price list are non-binding for the publisher. The publisher is entitled to adjust them at short notice to suit the production run.

9. Orders can only be cancelled in good time, no later than the advertising deadline and in writing, by fax or by email. If the advertisement has already been sent to press, the customer must pay for the advertisement. Otherwise the publisher may demand the reimbursement of any costs incurred up until the cancellation in accordance with statutory regulations.

10. The customer is responsible for the content and the legal permissibility of the advertising material. He or she indemnifies the publisher from any claims of third parties due to the publication of the advertising material, including reasonable costs for legal defence. The publisher is not obliged to check whether or not advertising material affects the rights of third parties. If the publisher becomes obliged by a court ruling to print a correction or revision due to the released advertising material, the customer must bear the costs of publication in accordance with the valid price list.

11. Advertising agencies are obliged, in their offers, contracts and invoices to those running the advertisements, to adhere to the price list of the publisher. The intermediary's commission granted by the publisher is calculated based on the net charge to the customer, i.e. after subtraction of discount, bonuses and discounts due to defects. The intermediary's commission is only paid to advertising agencies under contract to third parties and is only paid to advertising agencies recognized by the publisher provided that the order is placed directly by the advertising agency, the advertising agency is responsible for the procurement of the finished and ready-for-press printing copies and has registered its business as an advertising agency. The publisher is entitled to refuse orders from advertising agencies if there are doubts as to the professionalism of the agency's work or creditworthiness. Orders by advertising agencies shall be made in their name and invoiced to them. To the extent that advertising agencies place orders, the contract is therefore drawn up with the advertising agency in case of doubt. If an advertiser is to be the contracting party, this must be agreed separately and with the name of the advertiser explicitly stated. The publishing company is entitled to require the advertising agency to produce proof of its mandate.

§ 5 Warranty for Defects

1. We accept no liability for publishing advertising material in certain issues or editions or in certain positions.

2. If the customer fails to fulfil the recommendations of the publisher regarding the creation and provision of copy, he shall have no claims in respect of faulty publication. This shall also apply if he fails to observe the other provisions of these Terms and Conditions of Business or the price list.

3. Complaints must be asserted by the customer in respect of obvious defects not later than two weeks after receipt of invoice. The customer must issue a complaint about non-obvious defects not later than one year after publication of the relevant printed material. If the advertising material has been reproduced with defects – despite prompt delivery of perfect copy and complaint in good time – the customer may demand a substitute placement appearance of the material without defects (subsequent fulfillment), but only to the extent that the purpose of the advertising material was adversely affected. The entitlement to subsequent fulfillment is ruled out if the publisher would incur disproportionate costs as a result. If the publishing company is set a reasonable period and allows it to expire, if it refuses subsequent fulfillment, if the customer cannot reasonably be expected to accept subsequent fulfillment or if it is unsuccessful, the customer shall have the right to withdraw from the contract or to assert a price reduction to the extent that the purpose of the advertising material has been adversely affected. No withdrawal is allowable for negligible defects. Warranty claims from business people shall lapse 12 months after publication of the advertising material.

4. If defects in the copy are not immediately apparent but become apparent during processing, the customer shall bear the additional costs or losses incurred as a result during production. If defects in the copy are not recognised the customer shall have no claims in respect of inadequate publication. The same shall apply to errors in repeated placements of advertising material if the customer fails to draw attention to them in good time before publication of the next placement.

5. The publisher accepts no responsibility for the accuracy of the quantities or qualities of the material that the customer claims to have supplied (bound-in inserts, supplements etc.)

§ 6 Liability

1. The publisher shall not be liable in respect of claims for damages by the customer against the publisher irrespective of the legal grounds, in particular because of delay, violation of contractual obligations, violation of the industrial property rights of third parties and unlawful acts, unless the publishing company, its representatives and vicarious agents have acted wilfully or with gross negligence or have violated a contractual obligation through simple negligence which is material for the fulfilment of the contractual purpose or if the claims for damages derive from a quality warranty. If the publisher is liable given the grounds, the claim for damages is limited to the foreseeable losses. This liability exclusion shall not apply in an instance of wilful action or if the event causing the loss was caused through gross negligence by the publishing company, its representatives and vicarious agents.

- All claims for damages against the publisher expire 12 months after the time at which the customer became aware or should have become aware of the reasons for the claims, apart from claims arising from illegal or injurious actions. If the claims for damages derive from the Product Liability Act, the foregoing liability exclusions shall not apply. The same applies to injury to life, body or health. Where the publisher is not liable, this shall also apply to his salaried and non-salaried employees, staff, representatives and vicarious agents.

2. In the event of force majeure and industrial action through no fault of the publisher, the publisher is freed from the obligation to carry out the order, no claims for damages arise from this.

§ 7 Grant of Rights

- The customer shall warrant that he holds all the rights necessary for the placement, publication and dissemination of the advertising material. The customer shall grant to the publisher the necessary copyright, usage and performance protection rights and other rights allowing the use of the advertising material for its intended purpose in the relevant advertising media, in particular the rights necessary for reduplication, dissemination, transmission, despatch, processing, presentation in the public domain, storage in a database, retrieval from a database and provision for download in such form of time, space and content as are necessary for the execution of the contract. The rights cited above shall be granted unrestricted in all cases as to location and shall create the entitlement to publish the material in all the known technical methods and in all known forms of advertising media.

§ 8 Storage of Customer Data

- Within the scope of business relations, the publisher stores customer data with the help of electronic data processing in accordance with the statutory stipulations of the German Data Protection Law. The publisher shall be entitled to forward gross advertising sales and comparable relevant data of the customer at product level for publication to companies whose business is the collection and evaluation of such information. This data will be collated there and communicated to the market in an anonymised format.

§ 9 Place of Performance and Jurisdiction

- The Law of the Federal Republic of Germany applies – excluding the UN Convention on Contracts for the International Sale of Goods and excluding conflict of laws. The place of performance is the place where the publisher is registered. The place of jurisdiction for lawsuits against businessmen, legal persons under public law or public law special assets is the place where the publisher is registered.

Status: July 2011

Our online offer

- 1 Website (URL):** www.instandhaltung.de
- 2 Profile in brief:** Instandhaltung provides Internet users with precious technical information around the maintenance, inspection and repair of machinery, systems and industrial constructions. The online guide offers users quick and safe access to maintenance products and suppliers. Up-to-date market overviews on various aspects of maintenance complement the compact range.
- 3 Target group:** Maintenance managers, production managers, general managers as well as facility managers and safety engineers are the main target group.



Bannerformats and prices:

Type of ad	Position	Placement	Format in pixels (width x height)	Price/week
On website:				
Leaderboard or Superbanner	Top	All sections	728 x 60 to 90	€ 150.–
Fullsizebanner	Next to content	All sections	468 x 60	€ 69.–
Halfsizebanner	Next to content	All sections	234 x 60	€ 40.–
Skyscraper	To the right of the Website	All sections	120 to 160 x 600	€ 140.–
Wallpaper	Top and right	All sections	Skyscraper + Leaderboard	€ 290.–
Content AD	Right	All sections	300 x 250	€ 250.–
Content AD	Next to content	All sections	300 x 250	€ 250.–

Special advertising:

Type of ad	Duration	Placement	Price
Microsite	1 month	Microsite, notice on homepage	€ 800.–

Newsletter:

Type of ad	Position	Format in pixels (width x height)	Price
Fullsizebanner	Top	468 x 60	€ 69.–
Fullsizebanner	Next to content	468 x 60	€ 49.–
Halfsizebanner	Next to content	234 x 60	€ 29.–
Content Ad	Next to content	300 x 250	€ 89.–
Newsletter text ad	Next to content	Max. 200 characters incl. link and/or visual	€ 89.–

Cross media packages:

Low-cost packages geared precisely towards your individual marketing objectives consisting of print and online advertising. Cross-media packages can consist of a mixture of print ads, partner links, microsites, banners and newsletter advertising. We will also be glad to create individualized combinations. Please contact your media consultant.

Company entries

Type of ad	includes	Annual rate
In business directory Markt & Kontakt:		
Pro entry	Company profile, esp. contacts details with name, e-mail and phone no., also links to sales or branch offices	€ 400.–

Discounts:

Combined discount print/online: 5 %
Frequency discount for online advertising

3 Banner	3 %
6 Banner	5 %
9 Banner	10 %

Discount on the regular rate applies for placement within 12 months and for different positions, for the same position only for different campaigns

Access monitoring:

–

Access (per month):

Page Impressions¹ (adjusted, without search engines)
19.497
Monthly average 04-06/2011

¹ Pls can originate from two different sources: from users who actively access the site and from so-called web spiders (also known as web crawlers or robots) used by search engines such as Google for recording web pages.

Data delivery:

At least 1 week prior to placement by e-mail to anke.traeager@mi-verlag.de

Banners: (animated) GIF format, JPG, flash, HTML, DHTML banners in the sizes listed below, image and graphic files (incl. banners) always as RGB (color scheme). Maximum file size: 20 KB.

Videos: delivered as flash or Windows Media Video (WMV), depending on data size, by email, CD-ROM/DVD or download link. Maximum video length 5 minutes. Longer lengths as agreed.

For further information on data delivery and technical specifications, see online media section at <http://www.instandhaltung.de>

Externer AdServer use: OpenAdstream by RealMedia

Contact: Anke Träger Phone +49 (0)8191/125-496
E-Mail: anke.traeager@mi-verlag.de

Issue Copy deadline: (CD) Publication date: (PD)	Variety of topics	Special section	Trade fairs
February 01/2012 CD: 30.01.2012 PD: 22.02.2012	Maintenance management facility management, service management, key figures and bench-marking, life cycle management, energy management, education and training, spare parts supply, methods and concepts, asset management (methods, software, trends)	Maintenance/Repairs Focus: Renovation of buildings	Internationale Eisenwarenmesse, Cologne Usetec, Cologne Facility Management, Frankfurt MAINTENANCE, Duisburg SHK, Essen March 04 - 07 March 05 - 07 March 06 - 08 March 07 - 08 March 07 - 10
March 02/2012 CD: 06.03.2012 PD: 29.03.2012	Inspection sensor technology, oscillation measurements, special measurements, non-destructive testing, test stands, thermography, monitoring concepts, appliance technology, material testing, diagnosis systems, plant inspection, measurement data processing, condition monitoring	Maintenance/Repairs Focus: Retrofitting and upgrading	Light & Building, Frankfurt IFH/Intherm, Nuremberg Hannover-Messe, Hannover Control, Stuttgart April 15 - 20 April 18 - 21 April 23 - 27 May 08 - 11
May 03/2012 CD: 10.04.2012 PD: 03.05.2012	Maintenance/Repairs renovation of buildings (roof, floor, facade, thermal insulation), retrofitting and upgrading, maintenance and repair of machines, joining techniques, tools and processes, technical equipment and modules (cables, piping, joining techniques, pumps, bearings, lines, fittings), modules, energy-efficient renovation of systems and equipment	Inspection Focus: Process monitoring	Sensor + Test, Nuremberg Automatica, Munich Achema, Frankfurt May 22 - 24 May 22 - 25 June 18 - 22
June 04/2012 CD: 21.05.2012 PD: 13.06.2012	Servicing and cleaning tribology (lubrication, lubricants, lubrication systems), maintenance of special facilities and equipment (pumps, cranes, compressors), workshop equipment, cleaning, cleaning processes, cleaning equipment, cleaning of machines, technical installations and parts, tools and auxiliaries, cleaning of facilities, parts und auxiliary materials	Servicing and cleaning Focus: Cleaning	Fertigung & Instandhaltung, Wels (Österreich) SIT, Chemnitz June 20 - 21 June 27 - 29
July 05/2012 CD: 02.07.2012 PD: 25.07.2012	Occupational health and safety fire protection, explosion protection, safety management systems, equipment protection and security, property security, occupational safety, occupational safety equipment and clothes, occupational safety management, provisions and regulations, occupational health and safety, pest control	Occupational health and safety	Security, Essen Motek, Stuttgart September 25 - 28 October 08 - 11
September 06/2012 CD: 10.08.2012 PD: 04.09.2012	Maintenance management Focus: Service management 20 % discount for exhibitors at MAINTAIN	MARKT 2012/2013: This precious guidebook ensures the unerring selection of efficient suppliers and products. The market surveys, the purchasing guide and the alphabetic index of manufacturers and suppliers make this special issue a must for maintenance managers.	MAINTAIN, Munich Arbeitsschutz aktuell, Augsburg parts2clean, Stuttgart October 16 - 18 October 16 - 18 October 23 - 25
October  07/2012 CD: 13.09.2012 PD: 08.10.2012	Asset management infrastructure monitoring concepts and structures, mobile maintenance, tools and transport facilities, IPSS, remote maintenance tools, cranes and lifting equipment, documentation, RFID and PDA, communication systems, wireless technologies, means of transport, augmented reality	Jubilee edition Instandhaltung (40 years) special discount for congratulation ad	SPS, Nuremberg November 27 - 29

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Brief Synopsis:

The trade magazine Instandhaltung ("Maintenance") deals with the inspection, maintenance and repair of machinery, systems and industrial constructions in all branches of industry. In addition to the presentation of new technical methods, equipment and tools, solutions are being introduced for the organisation and integration of maintenance measures into in-company processes in a practice-oriented manner. Thanks to the demonstration of the latest trends for the use of modern technology and organisational forms, this trade magazine is an indispensable orientation aid for plant and maintenance managers.

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Copies actually circulated at annual average:	12,575	of these abroad:	163
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Sold copies:	1,439	of these abroad:	160
– Subscribed copies:	1,415	of these association member copies:	534
– Other sales:	21		
– Single copy sales:	3		


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Distribution by target groups

Business and industry		Share of total circulation	
		%	copies
Machine building industry		27.6	3,471
Production of metal products		12.8	1,613
Oil refining industry, chemical industry		12.7	1,593
Production of equipment for electricity generation and distribution Telecommunication and information technology		12.6	1,585
Rubber and plastics processing industry		8.9	1,120
Metal production and metal working industry		6.0	751
Telecommunications, Consulting, Cleaning of buildings		5.9	772
Construction of road vehicles and road vehicle components, (ship, rail, aircraft and spacecraft building)		5.3	675
retail (other machines, equipment and material)		1.9	244
Other industrial sectors		2.2	273
Others*		3.9	491
rounding difference		0.2	-13
Distributed circulation		100.0	12,575

Size of business unit		Share of total circulation	
		%	copies
1 – 99 employees		33.4	4,198
100 – 199 employees		17.3	2,177
200 – 499 employees		18.5	2,332
500 – 999 employees		8.8	1,107
1,000 and more employees		11.8	1,491
Not surveyed/known		6.2	780
Others*		3.9	491
rounding difference		0.1	-1
Distributed circulation		100.0	12,575

Position		Share of total circulation	
		%	copies
Corporate executives		15.9	2,005
Maintenance management		38.4	4,824
Production management		28.3	3,555
Plant + construction management		1.6	194
Other functions		11.5	1,510
Others*		3.9	491
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*Non-analysed circulation such as trade fairs and congress copies

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