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 (Euro-File Transfer)

Transfer via E-Mail

Please contact dorothea.michaelis@health-and-beauty.com

File name:

Your company, COSSMA, issue
 (i. e. Yourcompany_COS0208)

In addition to the file transfer, please send a print of your file via fax to +49 721 165 353 so that we can check if the transfer was correct. Please also give a contact person and phone number for any questions our layout people might have.

If you have technical questions, please call:
 Tel.: ++49 721-165-592

Language versions of the artwork to be supplied:

Please send the artwork/ printing material for your advert in separate files which are marked as given above. When placing the **standard booking, your advert will automatically be placed in the English AND the German issue (without any additional costs)**. If we only receive one language version of your printing material, this artwork will automatically be used in both language versions. If possible, please let us know when placing your booking if you will supply different language versions or go with only one language version to be placed in both issues.

File formats

Preferred file format: PDF (high resolution, minimum 300 dpi X3, (printable quality), QuarkXPress 6.5, Illustrator CS 2, Freehand MX, Photoshop CS2, TIF, EPS (please transform fonts into pathes)

- ▶ When using open files, please also send all fonts, graphics and pictures in a separate file
- ▶ Please only use Type-1 fonts (no true type fonts) – only those will make sure the font is published correctly
- ▶ Save pictures as EPS, JPG (minimum quality: 8) or TIF files
- ▶ Only send those pictures, logos, fonts ect. which you actually want to use in your ad
- ▶ File should be created in the final format (100%) – for details on formats and sizes, see page 9
- ▶ Create 4c-ads in CMYK modus (Euro-Scale)
- ▶ Minimum resolution (in original size of the ad):

CMYK (32 Bit)	300 dpi
Grey Scale image (8 Bit)	300 dpi
Bit Map (1 Bit)	1.200 dpi
- ▶ For bleed adverts: We recommend a minimum edge of 5 mm between text/images and bleed edge.

COSSMA is not taking any responsibility for format, text and colours of your ad when the print data is transferred in digital format only.

Please make sure to send a proof print for colour check.

1/1 page
215 x 290 mm
4c: 3,200 €
PDF: 600 €

2/3 page horizontal
215 x 189 mm
4c: 2,900 €
PDF: 500 €

2/3 page vertical
107 x 290 mm

1/2 page horizontal
215 x 153 mm
4c: 2,200 €
PDF: 400 €

1/2 page vertical
107 x 290 mm

13 page vertical
85 x 290 mm

1/3 page horizontal
215 x 98 mm
4c: 1,900 €
PDF: 300 €

1/4 page vertical
61 x 290 mm

1/4 page horizontal
215 x 75 mm
4c: 1,800 €
PDF: 200 €

1/4 page block
107 x 143 mm

1/8 page horizontal
182 x 28 mm
bw: 350 €
PDF: 50 €

1/8 page block
91 x 61 mm

The advertising formats listed on this page give the finished size of the advertisement; please add 3 mm bleed edge on each side and 5 mm head trim (only for vertical advertisement formats and full page advertisements).

Price for standard booking

(4colours – except 1/8 page prices given in black+white):Your advert will be placed in the English and German printed edition and in the English and German PDF-Edition at the same time.

Additional charge for Special PDF-Editions:

You have already placed a standard booking in 2008. For the extra charge given on this page, your advert will also be placed in the Special PDF-Edition of your choice (French, Spanish and/or Russian – see page 11)

Advertising Layout	Format (width x heights)	(a) additional charge when placing standard booking	(b) PDF-Edition French	(c) PDF-Edition Spanish	(d) PDF-Edition Russian
1/1 Page	215 x 290 mm	600,00 €	1.350,00 €	1.350,00 €	1.550,00 €
2/3 Page vertical	140 x 290 mm	500,00 €	1.250,00 €	1.250,00 €	1.450,00 €
2/3 Page horizontal	215 x 189 mm	500,00 €	1.250,00 €	1.250,00 €	1.450,00 €
1/2 Page vertical	107 x 290 mm	400,00 €	1.190,00 €	1.190,00 €	1.390,00 €
1/2 Page horizontal	215 x 143 mm	400,00 €	1.190,00 €	1.190,00 €	1.390,00 €
1/3 Page vertical	85 x 290 mm	300,00 €	690,00 €	690,00 €	890,00 €
1/3 Page horizontal	215 x 98 mm	300,00 €	690,00 €	690,00 €	890,00 €
1/4 Page vertical	61 x 290 mm	200,00 €	630,00 €	630,00 €	830,00 €
1/4 Page horizontal	215 x 75 mm	200,00 €	630,00 €	630,00 €	830,00 €
1/4 Pge block	107 x 143 mm	200,00 €	630,00 €	630,00 €	830,00 €
1/8 Page black + white horizontal	182 x 28 mm	50,00 €	120,00 €	120,00 €	150,00 €
1/8 Page black + white block	91 x 61 mm	50,00 €	120,00 €	120,00 €	150,00 €
Entry in Suppliers' Guide (Price per heading and issues)	per mm heights, standard width: 43 mm	1,00 €	1,20 €	1,20 €	1,50 €

(a) Additional charge when also placing standard booking

You already booked advertising in at least one of the standard editions of COSSMA magazine in 2008 (see page 8 and 12-14). You will only pay the additional charge listed in this column in addition to the advertising price for the standard booking. Example: You booked a 1/1 page 4colour in issues 1, 2 and 3 of the standard editions and wish us to publish your advert in the Russian and Spanish PDF-Edition as well – your price 2 x 600 Euros = 1200 Euros)

(b) – (d) Advertising Prices for PDF-Special-Editions only

These prices apply if you wish to place advertisement exclusively in the PDF-Special Editions without placing adverts in the standard editions. Your advertisement will then be published EXCLUSIVELY in the PDF-Edition of your choice and will NOT be printed.

Example: You wish to place a 1/1 page 4colour in the Russian and Spanish PDF-Edition only: 1/1 page Spanish 1350 Euros + Russian 1550 Euros = 2900 Euros in total.

Distribution via E-mail: PDF Special Edition in French (June 2008)

Country/ Language	distribution i. %	i. copies
a) France	90%	1.348
b) French speaking countries (i.e. Canada, Switzerland, North Africa)	7%	105
c) French speaking readers without a)+b)	3%	45
Total	100%	1.498

PDF Special Edition in French –

Circulation by type of business	distribution i. %	i. copies
Manufacturers of personal care products	42%	629
Service providers, contract services	14%	210
Packaging suppliers	17%	255
Suppliers of cosmetics ingredients	18%	269
Universities, associations	6%	90
Others	3%	45
Total	100%	1.498

Distribution via E-mail: PDF Special Edition in Spanish (Sep. 2008)

Country/ Language	distribution i. %	i. copies
a) Spain	55%	834
b) Latin America	40%	607
c) Spanish speaking readers without a) + b)	5%	76
Total	100%	1.517

PDF Special Edition in Spanish –

Circulation by type of business	distribution i. %	i. copies
Manufacturers of personal care products	61%	925
Service providers, contract services	5%	76
Packaging suppliers	19%	288
Suppliers of cosmetics ingredients	11%	167
Universities, associations	3%	46
Others	1%	15
Total	100%	1.517

Distribution via E-mail: PDF Special Edition in Russian (Oct. 2008)

Country/ Language	distribution i. %	i. copies
a) Russian Federation	70%	1.259
b) Further Russian speaking countries (i.e. Ukraine, Belarus...)	20%	361
c) Russian speaking readers without a)+ b)	10%	178
Total	100%	1.798

PDF Special Edition in Russian–

Circulation by type of business	distribution i. %	i. copies
Manufacturers of personal care products	60%	1.079
Service providers, contract services	10%	179
Packaging suppliers	9%	162
Suppliers of cosmetics ingredients	10%	180
Universities, associations	3%	54
Others	8%	144
Total	100%	1.798

	Editorial Focus	Special Features	Trade Show Issue (Bonus-Distribution)	Advertising Deadline	Publishing Date
June	<p>Sun Care: Protection, self-tanning, après sun sun protection, self tanning. after sun, sprays, gels, cremes, lotions, perfuming, UV-filter, measuring SPF, Anti-Ageing</p>	<ul style="list-style-type: none"> • Surfactants • Personal Care Market France • Cosmetic Containers: Bottles, Jars, Samples • The Lab: Technology, Services, Innovation • Formulations: Natural Cosmetics 	<p><i>Review:</i></p> <ul style="list-style-type: none"> • In-Cosmetics • Cosmoprof • Interpack 	25.04.2008	04.06.2008
End of June 2008	<p>Special PDF Edition COSSMA in French Additional topics to be named in April 2008</p>	<ul style="list-style-type: none"> • Personal Care Market France • Spray-, Cream and Lotion pumps • Hair products: Colour + Care • Emulsions in Personal Care • Anti-Ageing strategy • Surfactants in hair-, body- and facial care 	<ul style="list-style-type: none"> • World Surfactant Congress • Cosm'ing • Salon d'Emballage 	26.05.2008	23.06.2008
July	<p>Body Care: deodorants, depilatory products, body lotions, body splashes, bath and shower products, exfoliants</p>	<ul style="list-style-type: none"> • Multifunctional ingredients • Airless systems • Contract services • Oils, Fats and Faxes, • Formulations: Product for matures skin 	<ul style="list-style-type: none"> • Cosmoprof USA <p><i>Review:</i></p> <ul style="list-style-type: none"> • Forum Cosmeticum 	26.05.2008	03.07.2008
August	<p>Styling and Make Up: sprays, gels, mousses, hair colouring, make-up for face and body, nail art, pigments, polymers, aerosols, packaging</p>	<ul style="list-style-type: none"> • Market Survey Ingredient Providers • Sensory Solutions • Labelling, sleeving, coding – innovative technology • Silicones – the versatile ingredients • Formulations: Anti-Acne and teenager products 		27.06.2008	04.08.2008
September	<p>Facial Care: Actives to fight wrinkles, carrier systems, creams, gels, lotions, wipes, ampulles and masks, cleansing products, efficiency tests</p>	<ul style="list-style-type: none"> • Aerosol packaging • Tubes from alu, laminate, plastic • Anti-oxidants • Formulations: Body Care 	<ul style="list-style-type: none"> • HBA • Cosmoprof Cosmetica Brazil • IFSCC-Kongress 	01.08.2008	04.09.2008

	Editorial Focus	Special Features	Trade Show Issue (Bonus-Distribution)	Advertising Deadline	Publishing Date
End of September 2008	Special PDF Edition COSSMA in Spanish Additional topics to be named in June 2008	<ul style="list-style-type: none"> • Personal Care market Latin America • Facial Care: Actives and packaging • Surfactants in hair + skin care products • Airless-Systems, pumps, dispensers 	<ul style="list-style-type: none"> • IFSCC Congress Barcelona • Cosmesur Buenos Aires 	25.08.2008	22.09.2008
October Trade show issue*	Natural Cosmetics + Wellness natural ingredient, spa treatment, aroma therapy, Feng Shui, Ayurveda, massage products, essential oils, health store products	<ul style="list-style-type: none"> • Resins and polymers • Colour cosmetics • Formulations: Skin-firming products <i>*If only booking in a trade show issue, please be prepared to pay a supplement of 30% to the advertising price</i>	<ul style="list-style-type: none"> • LuxePack • Sepawa-Kongress • Intercharm • In-Cosmetics Eastern Europe • In-Cosmetics Asia 	01.09.2008	06.10.2008
End of October	Special PDF Edition COSSMA in Russian Additional topics to be named in August 2008	<ul style="list-style-type: none"> • Personal Care market Eastern Europe • Natural Cosmetics and wellness • Resins and polymers • Colour cosmetics: Packaging + ingredients • Tubes + aerosol cans 	<ul style="list-style-type: none"> • In-Cosmetics Russland • Intercharm 	15.09.2008	20.10.2008
November	Innovations 2008: sun care, colour cosmetics, body and hair care, new ingredients, formulation techniques, UV-filter, preservatives, additives, pigments, testing methods	<ul style="list-style-type: none"> • Market Survey Packaging • Personal Care Market India • Moisturizer • Process technology • Formulations: Sprays + Foams 	<ul style="list-style-type: none"> • SCS Formulate • Salon d'Emballage • In-Cosmetics India 	29.09.2008	05.11.2008
December	Cosmeceuticals: OTC products, doctor's brand, anti-acne-treatments, anti-wrinkle, collagen, anti hair-loss products, salon products, cellulite treatments, dermatological tests, allergies and problem skin	<ul style="list-style-type: none"> • Market Survey Service Providers: Contract Services, laboratory, consultants • Preservatives • Production technology for personal care products • Ecological-friendly packaging solutions • Formulations: Lotions, creams, exfoliants 	<i>Review:</i> <ul style="list-style-type: none"> • In-Cosmetics Asia • HBA • Sepawa-Kongress • IFSCC-Kongress 	31.10.2008	03.12.2008

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Deadline for editorial material: 5 days prior to advertising deadline; **Deadline for printing material:** 10 days after advertising deadline

Health and Beauty Group

Trade journals by country

Overview of the trade magazines by the Health and Beauty Group

Country	Beauty	Cosmetic Industry	Wellness	Tanning	Nail Design	Fitness
Germany	BEAUTY FORUM - Edition Germany	COSSMA - International (German/Englisch)	spa concept - Edition D/CH/A	TAN BIZ - Edition Germany	Nailpro - Edition D/CH/A	body LIFE - Edition Germany
	BEAUTY FORUM Börse Erfolg KONKRET KOSMETISCHE Praxis					fitnessBörse Trainer Fitness Guide
Austria	BEAUTY FORUM - Edition Austria BEAUTY FORUM beautyXpert - Edition Austria		spa concept - Edition D/CH/A		Nailpro - Edition D/CH/A	
Benelux				TAN BIZ - Edition Benelux		body LIFE - Edition Benelux
Denmark					Nailpro - Edition Denmark	
France		COSSMA - pdf special Edition		TAN BIZ - Edition France		
Greece	BEAUTY FORUM - Edition Greece					
Hungary	BEAUTY FORUM - Edition Hungary		spa concept - Edition Hungary		Nailpro - Edition Hungary	
Italy				TAN BIZ - Edition Italy	Nailpro - Edition Italy	
Poland	BEAUTY FORUM - Edition Poland				Nailpro - Edition Poland	body LIFE - Edition Poland
Switzerland	BEAUTY FORUM - Edition Swiss		spa concept - Edition D/CH/A		Nailpro - Edition D/CH/A	body LIFE - Edition Swiss
Spain		COSSMA - pdf special Edition		TAN BIZ - Edition Spain	Nailpro - Edition Spain	body LIFE - Edition Spain
Turkey	BEAUTY FORUM - Edition Turkey					
Russia		COSSMA - pdf special Edition				
Ukraine		COSSMA - pdf special Edition		TAN BIZ - Edition Ukraine		
United Kingdom				TAN BIZ - Edition UK		

International distribution

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At a glance: Trade Fair Calendar 2008

Messe	
08.03. – 09.03.2008	14. BEAUTY FORUM SWISS Zürich
15.03. – 17.03.2008	BEAUTY FORUM SLOVAKIA Trencin
13.03. – 16.03.2008	BEAUTY & CARE^(WK) TURKEY Istanbul
29.03. – 30.03.2008	BEAUTY FORUM POLAND Warschau
19.04. – 20.04.2008	BEAUTY FORUM HUNGARY Budapest
May 2008	BEAUTY FORUM GREECE Athen
08.09. – 09.09.2008	23. BEAUTY FORUM AUSTRIA Salzburg
October 2008	2. BEAUTY FORUM TAN & NAILS Bozen
25.10. – 26.10. 2008	23. BEAUTY FORUM MÜNCHEN München
November 2008	BEAUTY CONGRESS GREECE Athens
08.11. – 09.11.2008	BEAUTY FORUM HUNGARY & 7. Internationaler Wellness Kongress spa concept Budapest
December 2008	BEAUTY FORUM MACEDONIA Thessaloniki



Locations of the Health and Beauty Group