

the drinks business

MEDIA PACK · 2018



drinks business

Editor-in-Chief
PATRICK SCHMITT MW
patrick.schmitt@thedrinksbusiness.com

Managing Editor
LUCY SHAW
lucy.shaw@thedrinksbusiness.com

Deputy Editor
LAUREN EADS
lauren.eads@thedrinksbusiness.com

Fine Wine Editor
RUPERT MILLAR
rupert.millar@thedrinksbusiness.co.uk

Retail Editor
ARABELLA MILEHAM
arabella.mileham@thedrinksbusiness.com

Social Media Manager
PHOEBE FRENCH
phoebef@unionpress.co.uk

Staff Writer
EDITH HANCOCK
edith.hancock@unionpress.co.uk

Contributing Editor
TIM ATKIN MW

Art Director
ALAN MACKENZIE-MORRIS
design@thedrinksbusiness.com

Production Manager
MILE BUDIMIR
mile.budimir@thedrinksbusiness.com

Director of Sales Drinks
ANDREW OLIVER
andrew.oliver@thedrinksbusiness.com

Marketing Director
DAVID HENNELLY
david.hennelly@thedrinksbusiness.com

Sales Executive
BETH TERRY
beth.terry@thedrinksbusiness.com

Events Director
CHLOÉ BERL
chloe@thedrinksbusiness.com

Events & Sales Executive
SOPHIE RAICHURA
sophie.raichura@unionpress.co.uk

Subscriptions Sales Manager
LEWIS O'SULLIVAN
lewis@thedrinksbusiness.com

Director of Sales Spirits
BERT GRANT
bert.grant@thedrinksbusiness.com

Advertising Manager
MARCUS CLARK
marcus.clark@thedrinksbusiness.com

Deputy Chairman
DAVID ROSE
david.rose@thedrinksbusiness.com

Chairman
ANTHONY HAWSER
anthony.hawser@thedrinksbusiness.com

the drinks business is published by
Union Press Ltd
Wigglesworth House,
Fourth Floor
69 Southwark Bridge Road,
London,
SE1 9HH,
UK
Tel: +44 (0)20 7803 2420
Fax: +44 (0)20 7803 2421
E-mail: info@thedrinksbusiness.com
www.thedrinksbusiness.com

introduction



The Drinks Business is the world's leading print, online and social media channel for dedicated news and objective editorial covering the wine, beer and spirits sector. We have a commitment to high quality journalism and production values in our print journal, and up to the minute reporting in our online news coverage, daily newsletter and social media feeds.

We also run a full and varied programme of trade events including masterclasses, roundtables, The Drinks Business Awards and Green Awards, the Global Masters blind tasting series and two consumer shows.

We are the most read drinks trade news source due to our long-term and ongoing dedication to building a global audience and continuously publishing fresh content, and can offer an unrivalled reach to key decision makers and industry experts around the world. We work with all of the biggest global trade events and have a regular presence at these key shows.

Anthony Hawser
Publisher

print readership & circulation

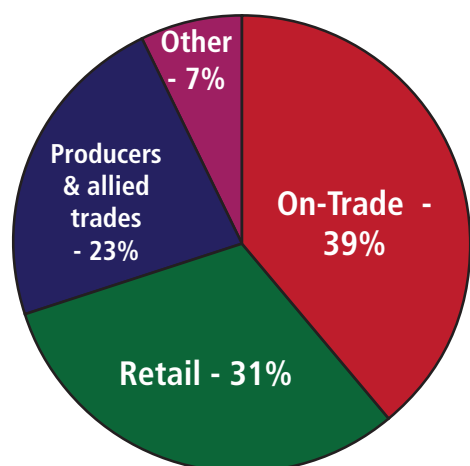
The Drinks Business circulation is up to 15,000 copies per month globally and is read by more than 50,000 drink professionals worldwide. Our global audience is comprised of senior decision makers and we can identify that more than half of our readership is at CEO, Director, or Senior Management level.

We also have extra distribution at all of the world's most important drinks industry events.

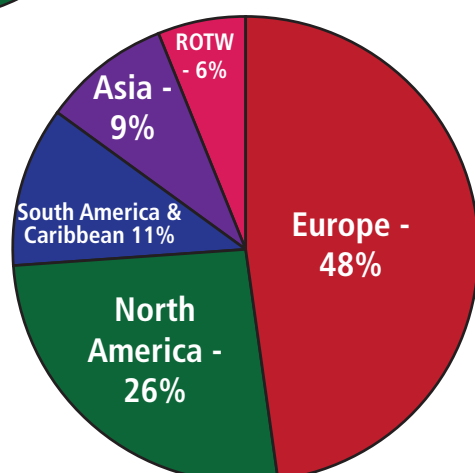
EXTRA DISTRIBUTION

In addition to the above, we also distribute several thousand additional copies to delegates attending all of the major shows we work with and exhibit at during the year including Prowein (March), Vinitaly (April), London Wine Fair (May), Tax Free World Association Singapore (May), Vinexpo Hong Kong (June), Tax Free World Association Cannes (October), Hong Kong International Wine and Spirits Fair (November - *DB HK Edition) and the World Bulk Wine Exhibition (November).

Current total subscriber list



By Region



EXHIBITIONS 2018

the drinks business attends and exhibits at all of the major international exhibitions. Contact us to find out details of our stand, events or meeting opportunities by emailing: info@thedrinksbusiness.com

MILLÉSIME BIO, MONTPELLIER
29-31 JANUARY
millesime-bio.com

THE PINK ROSÉ FESTIVAL, CANNES
7-9 FEBRUARY
pinkrosefestival.com

VINOVISION, PARIS
12-14 FEBRUARY
vinovisionparis.com

VINISUD, MONTPELLIER
18-20 FEBRUARY
vinisud.com

VINEXPO NEW YORK
5-6 MARCH
vinexponeyork.com

PROWEIN, DÜSSELDORF
18-20 MARCH
prowein.com

VINITALY, VERONA
15-18 APRIL
vinitaly.com

PROWINE ASIA, SINGAPORE
24-27 APRIL
prowineasia.com/sg

TFWA ASIA PACIFIC EXHIBITION AND CONFERENCE, SINGAPORE
6-10 MAY
tfwa.com

LONDON WINE FAIR
21-23 MAY
londonwinefair.com

VINEXPO HONG KONG
29-31 MAY
vinexpohongkong.com

TFWA WORLD EXHIBITION AND CONFERENCE, CANNES
30 SEPTEMBER - 5 OCTOBER
tfwa.com

VINEXPO TOKYO
16-17 OCTOBER
vinexpotokyo.com

INTERVITIS INTERFRUCTA HORTITECHNICA
04 - 06 NOVEMBER
Messe Stuttgart, Germany

HKTDC HONG KONG INTERNATIONAL WINE & SPIRITS FAIR
8-10 NOVEMBER
hktdc.com

PROWINE CHINA, SHANGHAI
13-15 NOVEMBER
prowinechina.com

WORLD BULK WINE EXHIBITION, AMSTERDAM
NOVEMBER 2018
worldbulkwine.com

FEATURES LIST 2018

Throughout the year the drinks business covers breaking news and provides analysis of topical issues

JANUARY

The Green Issue
Australia focus
Exhibition preview

FEBRUARY

The Closures Issue
Italian regions
Argentina
Premium vodka
Rioja

MARCH

The Prowein Issue
Sherry
South Africa
Prosecco
Premium beers
Vodka in retail
Brown spirits
New Zealand
Vinitaly preview

APRIL

Spanish regions
Austria
Chile regions
Cider
Sparkling Wine
London Wine Fair preview

MAY

The LWF Issue
Rosé
Bonded warehousing
Australia
Premium Lager
Scotch Whisky
Vinexpo Hong Kong preview
Italy focus
Wine Preservation Systems

JUNE

Prestige Champagne
Premium France
Bordeaux
Organic wine

JULY

The Ethical Issue
Portugal & fortified wines
Tequila & mezcal
Gin
Lower alcohol and fruit flavoured wines

AUGUST

The UK Retail Issue
Logistics
Technology
New Zealand
Corks & closures
Argentine regions

SEPTEMBER

Pinot Grigio
Chile focus
Vodka
Malt Whisky
Premium Australia

OCTOBER

The Travel Retail issue
Champagne focus
France regions
South Africa brands
Port

NOVEMBER

The Awards issue
White spirits
Germany
California
Sparkling Wines
Bulk Wines

DECEMBER

The Luxury Champagne issue (including Vodka, Whisky, Cognac, Brandy & fine wine)
Champagne
Liqueurs
Rum
Eastern Med & Black Sea wines
Beer

SUPPLEMENTS TO INCLUDE

Champagne Report
Spain Report
IWSC Report
California Report



TECHNICAL SPECS

Full page

Bleed 305mm x 238mm

Trim 297mm x 230mm

Type area 262mm x 190mm

Half page vertical

Bleed 305mm x 118mm

Trim 297mm x 112mm

Type area 262mm x 91mm

Half page horizontal

Bleed 152mm x 236mm

Trim 145mm x 230mm

Type area 127mm x 190mm

Double page spread

Bleed 305mm x 468mm

Trim 297mm x 460mm

Type area 262mm x 420mm

Quarter page

Type area 127mm x 91mm

All production queries to Mile Budimir on

020 7803 2443

production@thedrinksbusiness.com

CONTACTS

David Rose

Deputy Chairman

Tel: +44 (0) 20 7803 2450

Mobile: +44 (0) 7973 403513

Email: david.rose@thedrinksbusiness.com

David Hennelly

Marketing Director

Tel: +44 (0) 20 7803 2448

Mobile: +44 (0) 7949 882706

Email: david.hennelly@thedrinksbusiness.com

Andrew Oliver

Director of Sales Drinks

Tel: +44 (0) 20 7803 2420

Mobile: ++44 (0) 796 823 6711

Email: andrew.oliver@thedrinksbusiness.com

David Friel

Global Sales

david.friel@thedrinksbusiness.com

+44 203 803 2452

+44 7976008991