

The logo consists of two large, bold, red letters 'M' joined together, forming a stylized 'MM'.

MaschinenMarkt

# International Media Kit 2021



# China

**VOGEL** COMMUNICATIONS  
GROUP



**25,000**  
circulation

**25,000**  
recipients of the  
digital magazine

**> 74,000**   
followers on Weibo

**> 21,000**   
followers on WeChat



**~ 900,000**  
newsletter recipients

**ø 3 million**  
page impressions per month

**25 years**  
well established in China



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## The Magazine “MM Xiandai Zhizao”

MM Xiandai Zhizao editorial concept is a mixture of technical and management. All the topics are carefully selected by professional editors and experts to guide the Chinese industry market.

With highest acceptance and exceptional confidence shown by readers, it wins the heart of most of the advertising clients.

About the advertising market share, MM Xiandai Zhizao takes the No.1 position in the manufacturing media, as sources from HUICONG International information confirm..

### TARGET GROUP

MM Xiandai Zhizao provides plant-based solution for China factories.

Technical and commercial managers, managers in charge of technical investments, specialists in technical schools and research- and development institutes.

**FREQUENCY** 18 times a year

**PRINTED CIRCULATION** 25,000 Copies

**DISTRIBUTED CIRCULATION** 24,938 Copies

**PLACE OF PUBLICATION** Beijing / China

**PUBLISHER** Beijing Jigong Vogel  
Media Advertising Co., Ltd.  
No. 1, Bai Yun Road 11 F,  
Xicheng District Beijing,  
Beijing-100045  
PR CHINA

## Target Group by Industry

OEM (Original equipment manufacturer)	25 %
Metal Working	20 %
General Machinery	16 %
Appliance	12 %
Automotive Industry	10 %
Electronics and Electrical Products	10 %
R&D Centre & Institute	5 %
Trade	2 %

## Recipients

General Manager	60 %
R&D Manager	16 %
Production Manager	11 %
Purchase Manager	8 %
Others	5 %

# Rate Card

## Ad Formats and Prices

FORMAT	BASIC PRICE black/white	AD PRICE 4-colour	COLUMNS, w x h in mm
1/1 page	4,990.00	5,990.00	4 190 × 270
Junior page	3,190.00	3,690.00	136 × 190
1/2 page	2,490.00	2,990.00	2 94 × 270 4 190 × 134
1/3 page	1,690.00	2,190.00	1 62 × 270 4 190 × 88
1/4 page	1,290.00	1,590.00	1 46 × 270 2 94 × 134 4 190 × 66
1/8 page	690.00	990.00	1 46 × 134 2 94 × 66 4 190 × 32

Rate Card no. 27, valid from January 1, 2021

All prices are exclusive of applicable VAT and subject to change.

Prices for special formats such as inserts and bound-in inserts on request.

**SIZE OF MAGAZINE** \_\_\_\_\_ 210 x 297 mm (width x height), DIN A4  
**Type Area** 190 mm x 270 mm  
 4 columns each 46 mm wide

**PRINTING, BINDING** \_\_\_\_\_ offset printing, perfect binding

## Additional Charges

### FOR PLACEMENT

**On inside front cover or back cover** 20% on basic price b/w  
 Other preferred placement options 10% on basic price b/w  
 All ads will be placed in the best position possible.

### FOR COLOUR (not discountable)

	1/1 page	Junior page 1/2 + 1/3 page	1/4 page and smaller
4-colour	1,000.00	500.00	300.00

### FOR ADS ACROSS BINDING AND BLEED ADS

(not discountable)

10% of basic price 1/1 page, b/w, i.e. \_\_\_\_\_ 499.00

## Discounts

For placement within one insertion year, starting with publication of the first ad.

### FREQUENCY DISCOUNT

3 ads and more	10% on basic price b/w
6 ads and more	15% on basic price b/w
12 ads and more	20% on basic price b/w

## Payment Terms

14 days with 2% cash discount, within 30 days net.

VAT ID No.	DE 169 343 403
Bank account	HypoVereinsbank, Würzburg
BIC / Swift Code	HYVE DE MM 455
IBAN	DE65 7902 0076 0326 2120 32

# Editorial Calendar 2021

ISSUE	TOPICS		FAIRS/EVENTS
<b>1</b> AC FEB 8 PD FEB 22	<b>Main topic</b>	<b>METALWORKING #1:</b> Flexible manufacturing / CIMT special issue 1	<b>Shenzen ITES</b> Shenzhen (CN), Mar 30–Apr 2  <b>China International Machine Tool Show (CIMT)</b> Beijing (CN), Apr 12–17
	<b>Topics</b>	Artificial intelligence Intelligent manufacturing Communication of machine tools Production line integration Intelligent measurement Intelligent tool management Digital twins Software design Industrial robot IoT	
	<b>Highlight</b>	Machining center	
	<b>Digital</b>	<b>CIMT 2021: special newsletter, postings on WeChat and Weibo</b>	
<b>2</b> AC FEB 10 PD FEB 25	<b>Main topic</b>	<b>AUTOMATION &amp; DRIVE #1:</b> Intelligent sensor	<b>SPS Industrial Automation Fair Guangzhou (SIAF)</b> Guangzhou (CN), Mar 3–5
	<b>Topics</b>	Intelligent detection Intelligent application of IO-Link Machine vision and integration Industrial communication Cloud technology and edge computing	
	<b>Highlight</b>	Intelligent sensor	
	<b>Digital</b>	<b>SIAF 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>3</b> AC FEB 22 PD MAR 8	<b>Main topic</b>	<b>LOGISTICS #1:</b> Intelligent logistics	<b>16. CIEX Expo</b> Tianjin (CN), Mar 6–9
	<b>Topics</b>	Intelligent logistics solution Intelligent logistics handling system Intelligent logistics robot system Internal logistics solution Production logistics automation transformation	
	<b>Highlight</b>	System integration	
	<b>Digital</b>	<b>CIEX expo 2021: online special, live broadcast, special newsletter, postings on WeChat and Weibo</b>	

ISSUE	TOPICS		FAIRS/EVENTS
<b>4</b> AC MAR 1 PD MAR 15	<b>Main topic</b>	<b>METALWORKING #2:</b> Efficient machining / CIMT special issue 2	<b>Shenzen ITES</b> Shenzen (CN), Mar 30–Apr 2  <b>China International Machine Tool Show (CIMT)</b> Beijing (CN), Apr 12–17
	<b>Topics</b>	Digital machining Intelligent machine tool Intelligent tool management Fixture Intelligent measurement Automatic production line Industrial robot Information control software Cutting fluid management	
	<b>Highlight</b>	Tools & fixtures	
	<b>Digital</b>	<b>ITES 2021: online special, live broadcast, special newsletter, postings on WeChat and Weibo</b>	
<b>5</b> AC MAR 24 PD APR 7	<b>Main topic</b>	<b>LOGISTICS #2:</b> Supply Chain Management	<b>HANNOVER MESSE</b> Hanover (DE), Apr 12–16
	<b>Topics</b>	Information exchange technology of logistics equipment Artificial intelligence in supply chain Application of cloud computing in logistics system Logistics upgrade driven by artificial intelligence AGV / robot / multilayer shuttle system Supply chain optimization in the era of big data	
	<b>Highlight</b>	Forklift / robot	
	<b>Digital</b>	<b>HANNOVER MESSE 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>6</b> AC MAR 25 PD APR 8	<b>Main topic</b>	<b>METALWORKING #3:</b> Intelligent manufacturing / CIMT special issue 3	<b>China International Machine Tool Show (CIMT)</b> Beijing (CN), Apr 12–17
	<b>Topics</b>	Green manufacturing Industrial robot Intelligent software Efficient water jet cutting Non-traditional machining Cutting fluid management Forming process Additive manufacturing	
	<b>Highlight</b>	Five-axis machining	
	<b>Digital</b>	<b>CIMT 2021: online special, live broadcast, postings on WeChat and Weibo</b>	

ISSUE	TOPICS		FAIRS/EVENTS
<b>7</b> AC APR 10 PD APR 25	<b>Main topic</b>	<b>AUTOMATION &amp; DRIVE #2: IIOT</b>	<b>China International Machine Tool Show (CIMT)</b> Beijing (CN), Apr 12–17 <b>HANNOVER MESSE</b> Hanover (DE), Apr 12–16 <b>Chinaplas</b> Shenzen (CN), Apr 13–16 <b>China International Automation and Robotics Show (IARS)</b> Chengdu (CN), April
	<b>Topics</b>	Industrial interconnection and IT convergence 5G new opportunities Artificial intelligence and algorithm optimization Digital production Industrial robot	
	<b>Highlight</b>	Edge Computing	
	<b>Digital</b>	<b>CIMT 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>8</b> AC MAY 26 PD JUN 9	<b>Main topic</b>	<b>LOGISTICS #3: Automatic system integration</b>	<b>LogiMAT China</b> Shanghai (CN) Jun 16–18 <b>LogiMAT</b> Stuttgart (DE), Jun 22–24
	<b>Topics</b>	Accurate and efficient conveying system Safe and efficient logistics through visualization Lean logistics and lean production Automation of logistics process Logistics and warehousing information Inventory optimization for accurate delivery Logistics unit operation	
	<b>Highlight</b>	System integration	
	<b>Digital</b>	<b>LogiMAT 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>9</b> AC JUN 10 PD JUN 25	<b>Main topic</b>	<b>AUTOMATION &amp; DRIVE #3: Intelligent packaging</b>	<b>ProPack China</b> Shanghai (CN), June <b>South China International Industrial Fair (SCIIF)</b> Shenzen (CN), June
	<b>Topics</b>	Packaging equipment and production line Data communication Filling and testing Energy efficiency management of production line Pharmaceutical packaging	
	<b>Highlight</b>	Pneumatic system	
	<b>Digital</b>	<b>SCIIF 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	

ISSUE		TOPICS	FAIRS/EVENTS
<b>10</b> AC JUN 29 PD JUL 12	<b>Main topic</b>	<b>METALWORKING #4:</b> High-precision machining	
	<b>Topics</b>	Green manufacturing Industrial robot Intelligent software Efficient water jet cutting Non-traditional machining Cutting fluid management Forming process Additive manufacturing	
	<b>Highlight</b>	Oil & cutting fluid	
	<b>Digital</b>	<a href="#">Postings on WeChat and Weibo</a>	
<b>11</b> AC AUG 04 PD AUG 18	<b>Main topic</b>	<b>LOGISTICS #4:</b> IoT	<b>China International Logistics Equipment and Technology Exhibition (LET China)</b> Guangzhou (CN), Aug 27–29
	<b>Topics</b>	Link logistics equipment of 5G era Production supervision realized by mobile internet Supply chain management and optimization in the era of big data Application of cloud computing in logistics system Application of flexible and intelligent lifting equipment	
	<b>Highlight</b>	Cranes	
	<b>Digital</b>	<a href="#">LET China 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</a>	
<b>12</b> AC AUG 10 PD AUG 25	<b>Main topic</b>	<b>AUTOMATION &amp; DRIVE #4:</b> Digital factory	<b>Industrial Automation Show (IAS)</b> Shanghai (CN), Aug 24–28
	<b>Topics</b>	Open control platform Build a digital factory Industrial communication and security 5G new opportunities Lifecycle management	
	<b>Highlight</b>	Intelligent controller	
	<b>Digital</b>	<a href="#">IAS 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</a>	



ISSUE	TOPICS		FAIRS/EVENTS
<b>13</b> AC AUG 24 PD SEP 6	<b>Main topic</b>	<b>METALWORKING #5:</b> Laser machining	<b>MWCS Metalworking and CNC Machine Tool Show</b> Shanghai (CN), Aug 24–28  <b>Formnext + PM South China</b> Shenzen (CN), Sep 9–11  <b>EMO Milano</b> Milan (IT), Oct 4–9
	<b>Topics</b>	Laser cutting machine CNC system Industrial robot Laser cutting Laser welding Laser drilling Laser additive manufacturing Cutting fluid management	
	<b>Highlight</b>	Laser machining	
	<b>Digital</b>	<b>MWCS, Formnext and EMO 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>14</b> AC OCT 11 PD OCT 25	<b>Main topic</b>	<b>AUTOMATION &amp; DRIVE #5:</b> Intelligent integration	<b>CWP China Wind Power</b> Beijing (CN) October  <b>Power Transmission and Control Asia (PTC ASIA)</b> Shanghai (CN), Oct 26–29
	<b>Topics</b>	System integration scheme Software platform Flexible production line Security and monitoring OPC-UA application	
	<b>Highlight</b>	Edge Control	
	<b>Digital</b>	<b>PTC ASIA 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>15</b> AC OCT 11 PD OCT 25	<b>Main topic</b>	<b>LOGISTICS #5: Green Logistics</b>	<b>CEMAT Asia</b> Shanghai (CN), Oct 26–29
	<b>Topics</b>	Safe and energy- saving handling equipment Lean logistics and lean production Inventory optimization for accurate delivery Intelligent and efficient green logistics Intelligent forklift systems Unmanned handling	
	<b>Highlight</b>	Forklift / robot	
	<b>Digital</b>	<b>CEMAT Asia 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	

ISSUE	TOPICS		FAIRS/EVENTS
<b>16</b> AC OCT 21 PD NOV 5	<b>Main topic</b>	<b>METALWORKING #6:</b> Intelligent manufacturing	<b>China International Import Expo (CIIE)</b> Shanghai (CN), Nov 5–10  <b>Greater Bay Area Industrial Expo (DMP)</b> Shenzhen (CN), November
	<b>Topics</b>	Intelligent production line Manufacturing interconnection Product lifecycle management Digital twins Tool management Tool coating On-line detection Industrial robot Process upgrade	
	<b>Highlight</b>	Measurement	
	<b>Digital</b>	<b>CIIE and DMP 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>17</b> AC NOV 1 PD NOV 15	<b>Main topic</b>	<b>AUTOMATION &amp; DRIVE #6:</b> Intelligent transmission	<b>China International Import Expo (CIIE)</b> Shanghai (CN), Nov 5–10  <b>SPS smart production solutions</b> Nuremberg (DE), Nov 23–25  <b>Bauma China</b> Shanghai (CN), Nov 24–27
	<b>Topics</b>	Mechanical transmission and system Bearing and lubrication Device monitoring Mechatronics Air compression technology	
	<b>Highlight</b>	Transmission device and system	
	<b>Digital</b>	<b>CIIE and Bauma China 2021: online special, live broadcast, 2 special newsletters, postings on WeChat and Weibo</b>	
<b>18</b> AC NOV 3 PD NOV 17	<b>Main topic</b>	<b>LOGISTICS #6:</b> Efficient logistics / Review CEMAT Asia	
	<b>Topics</b>	CEMAT ASIA review Goods picking system Intelligent data acquisition and reading Modular conveying system Integration of production automation and logistics system Safe and efficient logistics through visualization Intelligent and efficient conveying	
	<b>Highlight</b>	Sorting and conveying	
	<b>Digital</b>	<b>Postings on WeChat and Weibo</b>	

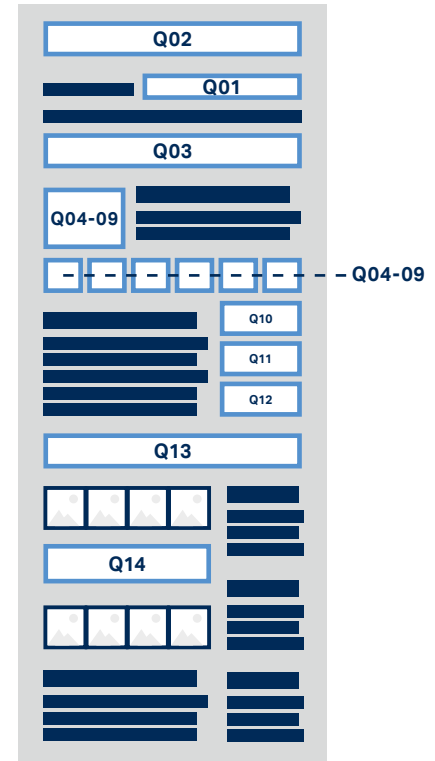
# Digital Advertising

## Banner

	MM METALWORKING	MM AUTOMATION & DRIVE	MM LOGISTICS
<b>DOMAIN</b>	mv.vogel.com.cn	mma.vogel.com.cn	mh.vogel.com.cn
<b>Page Impressions</b>			
Monthly	2,331,532	1,868,772	1,609,842
Daily	77,717	62,292	53,661
<b>Unique Visitors</b>			
Monthly	416,345	363,315	328,539
Daily	13,878	12,110	10,951

POSITION	CODE	SPECS (PX)	FORMAT	PRICE			
				1X	3X	6X	12X
Top Across Column Ad	Q01	750x75	jpg/gif/swf	5,000.00	4,500.00	4,000.00	3,000.00
Top Across pop up Ad	Q02	1140x75	jpg/gif/swf	4,350.00	3,900.00	3,500.00	2,600.00
Top Across Column Ad	Q03	1140x75	jpg/gif/swf	4,350.00	3,900.00	3,500.00	2,600.00
Focus Pictures Ad	Q04-09	360x270	jpg	3,500.00	3,150.00	2,800.00	2,100.00
Middle Banner Ad	Q04-09	165x68	jpg/gif/swf	1,350.00	1,200.00	1,100.00	800.00
Right Banner Ad	Q10-12	360x70	jpg/gif/swf	1,000.00	900.00	800.00	600.00
Middle Across Column Ad	Q13	1140x75	jpg/gif/swf	2,500.00	2,250.00	2,000.00	1,500.00
Middle Across Column Ad	Q14	750x75	jpg/gif/swf	2,500.00	2,250.00	2,000.00	1,500.00

All prices in EUR plus VAT.

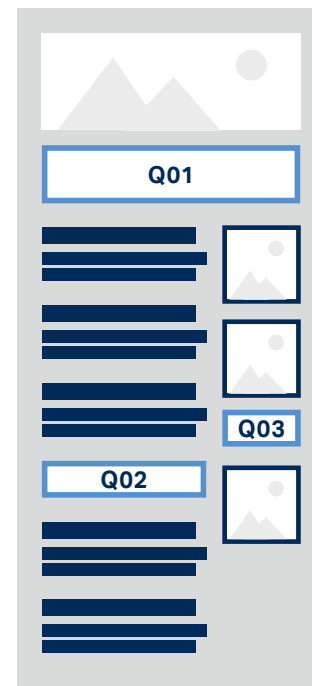


## Newsletter

	MM METALWORKING	MM AUTOMATION & DRIVE	MM LOGISTICS
<b>DOMAIN</b>	mv.vogel.com.cn	mma.vogel.com.cn	mh.vogel.com.cn
<b>E-Newsletter Frequency</b>	2 issues / month (on the 10th and 20th day of each month)	2 issues / month (on the 10th and 20th day of each month)	1 issue / month (on 1st day of each month)
<b>Recipients per issue</b>	250,000	300,000	150,000
<b>Opening Rate</b>	> 20%	> 20%	> 20%

POSITION	CODE	SPECS (PX)	FORMAT	PRICE
Across Banner	Q01	800x70	jpg/gif/swf	1,700.00
Middle Banner	Q02	500x70	jpg/gif/swf	1,350.00
Button Banner	Q03	250x70	jpg/gif/swf	850.00

All prices in EUR plus VAT.



## WeChat Sponsored Posts

WeChat is China's multi-purpose messaging, social media and mobile payment app developed by Tencent. It is a natural part of everyday communication in China, not only within a private context but also in interaction with businesses. For the editorial team of MM China, this channel to their specialist readers is indispensable.

Use this important platform for your marketing and present your company with Sponsored Posts.

POSITION	CODE	FORMAT	PRICE
Headline	Q01	Text + Photo	1,900.00
Subline	Q02-03	Text + Photo	955.00

All prices in EUR plus VAT.

### MM METALWORKING

Followers 8,630

### MM AUTOMATION & DRIVE

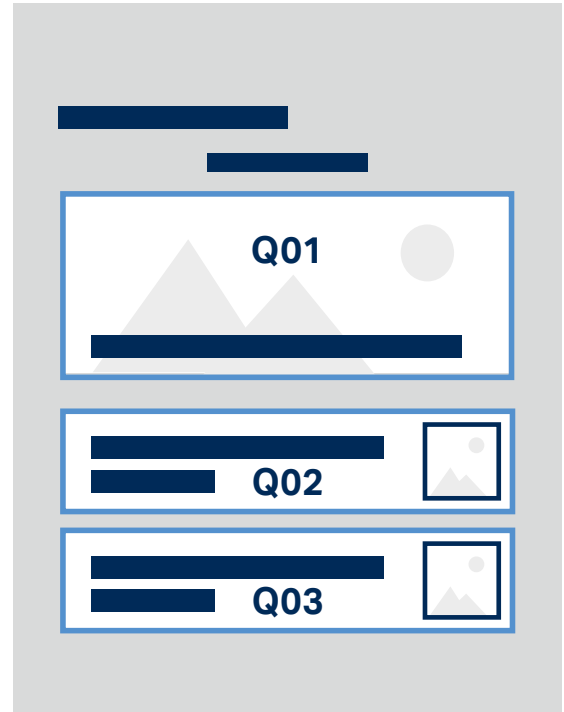
Followers 6,136

### MM LOGISTICS

Followers 4,241

### MM ROBOTICS:

Followers 2,773



# Stand-Alone Mailing

Benefit from maximum exclusivity through a stand-alone mailing. Your message gets to the mailbox of your target group and reaches them directly. You provide the input on on the content and desired target group, and we will take care of the rest.

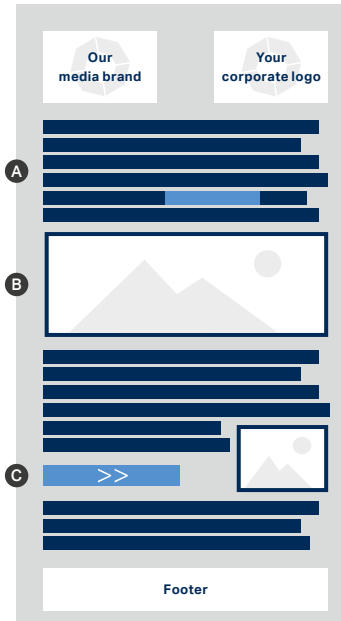
## Your Benefit

- Attention in the relevant target group
- Reduced waste coverage
- Qualified traffic to your website
- Prominent and exclusive display without competition
- Enhanced acceptance through co-branding with our media brand
- Transparency through reporting

## Price

less than 10,000 recipients	0.25 /email
10,000 – 30,000 recipients	0.20 /email
more than 30,000 recipients	0.15 /email

All prices in EUR plus VAT.



A: **text with link\***

B: **picture material\***

C: **Call-to-action button\***

\* can be chosen freely

## *Selection of Contacts*

### **BY SIZE OF BUSINESS ENTITY**

- 1-49 employees
- 50-99 employees
- 100-199 employees
- 200-499 employees
- 500-999 employees
- 1,000-4,999 employees
- more than 5,000 employees

### **BY ADMINISTRATIVE DISTRICT**

- North China (Beijing, Tianjin and Neimeng, Shanxi, Hebei and Shandong Province)
- Eastern China (Shanghai and Anhui, Jiangsu and Zhejiang Province)
- South China (Fujian, Guangxi, Hainan and Guangdong Province)
- Central China (Henan, Hubei, Hunan and Jiangxi Province)
- Northeast China (Heilongjiang, Jilin and Liaoning Province)
- Northwest China (Xinjiang, Ningxia, Shanxi, Qinghai and Gansu Province)
- Southwest China (Chongqing and Xizang, Yunnan, Sichuan and Guizhou Province)

### **BY JOB TYPE**

- High level directors: General manager/president/CEO/chief representative/factory director/owner/chief engineers
- Middle level director: Vice manager/ GM assistant/executive assistant/executive secretary/office administrator
- Technology/design director
- Production/manufacturing director
- Equipment dynamic department director
- Purchasing director
- Engineering director
- QC director
- Technologists such as technician/designer/manufacturing engineer/instrument engineer/electrical engineer/QC engineer

# Online Conferences

The exclusive moving image format for the full attention of your target group!

## Your Benefit

- **High quality content**  
MM China presents in regular online conferences current technological developments.
- **Full access to your target group**  
MM China promotes the conferences through all channels.
- **Exclusive platform**  
Position yourself as a technology provider and expert.

## Preis

each lecture incl. Q&A, duration 30 min,  
100 leads included 6,200.00

All prices in EUR plus VAT.





# Vogel Live Shows

Make your trade fair appearance in China a multimedia highlight!  
With a comprehensive communication package we ensure attention and reach in your target group.  
Your special advantage: All services from one hand.

## Service package

### PRINT

- product preview in the MM China magazine based on your product information

### LIVE SHOW

- Promotion poster of the trade fair with your logo and your stand number, distribution before the fair in all printed and digital channels of MM China
- Your company video (3 -5 min.) or pre-show trailer on the Live Show website
- Interview with your CxO at the fair, payout via the Live Show website
- Feedback report in PDF format after the fair

### SOCIAL MEDIA

- Sponsored post (headline article) on WeChat
- Sponsored post on Weibo (micro blogging)

### ONLINE

- product preview on the website and in the newsletter of MM China based on your product information

## Prices

each Live Show package ..... 5,800.00

## Discounts

When booking several Live Show packages, you will receive a discount per package

3 Live Show packages .....	5 %
6 Live Show packages .....	8 %
9 Live Show packages .....	10 %

All prices in EUR plus VAT.

# WeChat Account Services

Empower your business network in China with your company's own WeChat channel.  
Benefit from our know-how and technical support.

## Your Benefit

- You can reach your target groups in China even if you do not have a subsidiary or business license in China.
- You can promote and offer products, services or technologies (Cross Border Payment).
- By regularly posting press releases, product news and professional articles, you strengthen your brand awareness and expand your exclusive circle of specialist followers.
- You can use your channel for customer care, event invitations or promotional activities.

Here you can see an example of a service account.



Service Account

## Our service for your WeChat channel

PACKAGE SERVICE	MONTHLY PACKAGE	HALF-YEAR PACKAGE	ANNUAL PACKAGE
Content service (translation service, editing, regular posting on WeChat 4 x month)	■	■	■
Layout-design (for instance Logo, QR Code, H5 Page, ...)	■	■	■
Guaranteed minimum average number of followers		1,000	2,000
Performance report		■	■
Individual consulting	■	■	■
10% discount off the regular fee for WeChat-advertorials from our media brands		■	■
Customized development (for instance mini program, cross border payment solution, event planning & organization, promotion, etc.)	<b>Possible for an extra charge</b>	<b>Possible for an extra charge</b>	<b>Possible for an extra charge</b>
<b>Price</b>	<b>2,490.00</b>	<b>11,990.00</b>	<b>22,990.00</b>

BASIC SERVICE	
Overseas WeChat Official Account registration & verification	<b>390.00</b>
Annual validation	<b>190.00 / year</b>

All prices in EUR plus VAT.

# Vogel Communications Group

We are specialists for individual and contemporary B2B communication solutions, through which we make our customers even more successful - nationally and internationally.

Combined know-how for your communication success, bundled from one source.



## Communication Solutions at a Glance

Industry platforms	Corporate publishing	Communication consultancy	Progressive web apps
Chatbots	Digital trade fair solutions	Crisis communication	Public relations
Community building	Digital showrooms	Market research	SEO and SEA
Content creation	Expert positioning	HR development	Social media
Content marketing	Infographics digital + animated	Podcasts	Websites

# *Tell us how we can spark your excitement for communication.*



## *Strategy*

**Gerd Kielburger**

Director International Business & Strategy

t +49 931 418-2536

gerd.kielburger@vogel.de



## *Sales*

Please contact **your personal sales manager**

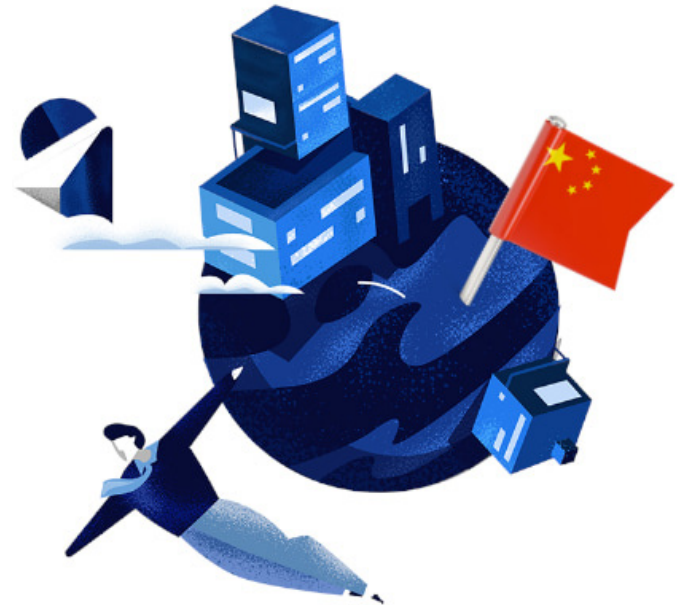
or

**Benjamin Wahler**

Chief Sales Officer

t +49 931 418-2982

sales@vogel.de



# We empower you!

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**Vogel Communications Group**

**GmbH & Co. KG**

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Germany

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[www.vogel.de](http://www.vogel.de)

