



Wine Spectator

2023 MEDIA KIT



OUR CORE STRENGTHS

Wine Spectator celebrates the good life through the lens of wine. We pursue this through three core strengths:

INTEGRITY

Our brand is first and foremost known for the integrity of its industry-leading wine ratings and reviews. We set stringent standards for ourselves and rely on the proven ability and experience of our editors as tasters and critics. Our editors review more than 15,000 wines each year in blind tastings, and every issue contains 500 to 700 wine reviews with detailed tasting notes and drink recommendations.

RICHER EXPERIENCES

Our publication delivers an elevated experience to our readers from the packaging to the content. Expert editorial features educate our readers on the best of travel, culture, home design and entertaining, and fine dining. Vibrant, large-scale photos further enhance the luxe experience of engaging with our publication.

WINE EXPERTISE, EVERWHERE:

Across print, digital, social, and events, we offer a unified and multiplatform experience for our audience as the most authoritative source of wine information anywhere. No matter the channel, *Wine Spectator* is the trusted voice for our readers to learn about luxury lifestyle.



TOTAL BRAND FOOTPRINT

REACHING 6+ MILLION

PRINT

2,700,000

DIGITAL

1,100,000

SOCIAL

1,180,000

NEWSLETTERS

530,000

VIDEO

300,000

APPS

170,000

EVENTS

30,000



PRINT PRESENCE

2.8 MILLION
AUDIENCE FOOTPRINT

373,751
PAID CIRCULATION

“Like Cher, like Armani, like the great chateaux of Bordeaux, *Wine Spectator* is instantly recognizable by uttering just half of its name. The “Spectator” could, at this point in our collective wine lives, mean only one publication.”

BRIAN FREEDMAN--FORBES

\$69.95
ANNUAL SUBSCRIPTION

14x
ISSUES PUBLISHED A YEAR



OUR AUDIENCE

Wine Spectator attracts an audience of top influencers, affluent consumers, and key members of the industry/trade. Our readers are leaders in their social and professional worlds and therefore serve as brand ambassadors, not only for the quality wine and spirits they consume but also for the premium brands in which they invest.

AVERAGE HHI	\$377,482
AVERAGE AGE	51
NET WORTH	\$2.4MM
COLLEGE EDUCATED	98%
MILLIONAIRES	63%

TOTAL YEARLY LUXURY EXPENDITURES \$231 BILLION

Home and Garden	\$31 BILLION
Auto	\$23 BILLION
Financial Services	\$23 BILLION
Travel	\$18 BILLION
Apparel + Accessories	\$14 BILLION
Leisure, Dining, Wine & Spirits	\$12 BILLION
Jewelry + Watches	\$6 BILLION

CREATIVE CUSTOM BRAND BUILDING

In addition to premium placements, polybags, inserts and gatefolds, our skilled marketing and design team is able to create customized content that will meet all of your strategic needs for print, mobile, social and video. This customized campaign will drive home your brand's message.

By aligning with Wine Spectator, you will have a unique opportunity to leverage the authority and trust our brand holds while inspiring readers to gain a deeper understanding of your key message.

Our Abilities

- Category co-ops
- Custom content programs
- Digital media design marketing
- Social media design marketing
- Custom video production



Co-Op

MAGIC MOMENTS:
ORLANDO WINE FESTIVAL & AUCTION

A must-visit event for wine, food, travel and sports lovers to look forward to this year! The Orlando Wine Festival & Auction, benefiting the Orlando Magic Foundation, takes place March 13-14, 2020, at the Ritz-Carlton Orlando, Grande Lakes. The Orlando Magic Foundation is a non-profit organization that supports local charities and youth development programs throughout Central Florida. On Friday, fans can enjoy live music, chef demonstrations and a silent auction. On Saturday, there will be a three-course dinner paired with world-class wines. Tickets to the Magic home game top it off!

The Orlando Wine Festival & Auction features a variety of culinary and entertainment options. Chefs like Accendo Cellars, Costa Perno, Cliff Lede, Chateau Cos d'Estournel, Lulu Vineyards, Peter Michael Winery and Rustic Roots will be participating. Chefs like Joe Flomme, Orlando TV Top Chef winner and executive chef at Cafe Spazio, and Michael Mina, James Beard Award winner, and chef-owner at Michelin-starred Salsipuedes, Cafe Spazio, River Roast and Terraço Crafted Kitchen, Iron Chef Masters, Monica, and more, along with other Beard Award winners and chef-owner of Homecoming.

The inaugural event raised \$500,000 for ot-risk youth in Central Florida. Guests will also receive a three-day wine trip to Bordeaux and 2020 Super Bowl tickets. "We have a great opportunity to take wine and food to the next level by bringing in some of the best sports and entertainment experiences along with the wine and travel," said Orlando Magic CEO Alex Martins. "We have several players, like our All-Star Nikola Vucevic and several coaches, that are Magic fans who are very interested in wine, so it was something that they could connect with and really support."

To learn more and to purchase packages visit www.wineauctionorlando.com

Orlando Wine Festival & Auction packages benefit the Orlando Magic Foundation. The Orlando Magic Foundation is a registered 501(c)(3) tax-exempt organization. All money raised from the Orlando Wine Festival & Auction goes directly to the foundation. All proceeds from the auction will be used to support the foundation's mission to help at-risk youth in Central Florida. Your gift has immediate impact on the lives of children and families in our community. Please consider our foundation for your next charitable donation or gift.



Custom Advertorial

SPECIAL ADVERTORIAL SECTIONS: AN INTEGRATED, TURN-KEY OPPORTUNITY

Wine Spectator's Special Advertorial Sections offer an opportunity to tell your brand's story in the way that you want to tell it. Advertorial features appear in-book and on our website, and they are promoted via sponsored placements on WineSpectator.com and within WS e-newsletters.

These turn-key opportunities include the production of your print and digital units by our in-house custom content team. This creates uniformity throughout the section that aligns with the magazine's style.

Upcoming Themes

- Wine Families & Next Generation
 - Winery Innovation



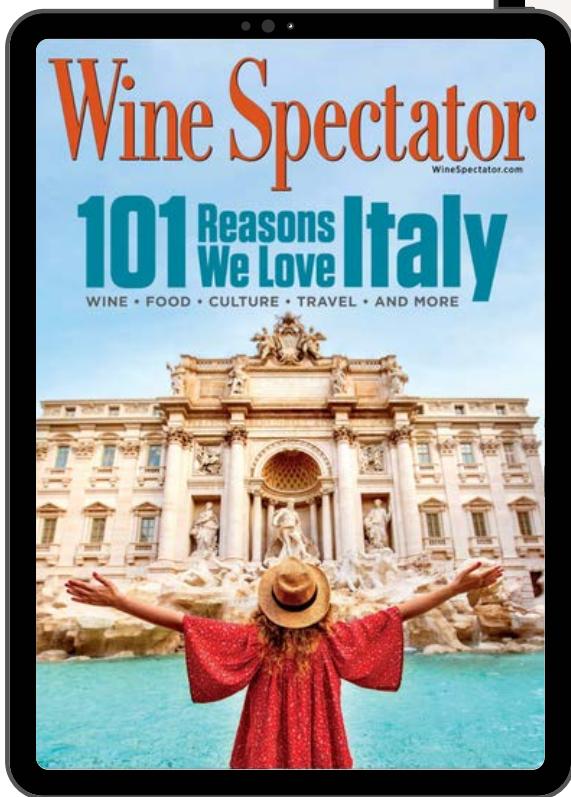
WINE SPECTATOR DIGITAL EDITIONS

POWERED BY



amazon kindle eMagazines

The multiplatform digital editions provide users with a unique way to engage with the magazine whether on smart phone, tablet or computer.



WINE SPECTATOR DIGITAL ADVERTISING

Wine Spectator has a strong digital presence across our website, social media pages (Facebook, Twitter and Instagram), seven targeted e-newsletters and three mobile apps. Our website (WineSpectator.com) is the preeminent source of wine information on the web, with its industry leading wine ratings and expert editorial content. Across all of these digital channels, advertisers can extend brand awareness and engagement with our highly affluent audience.

FOR MORE INFORMATION, ASK FOR OUR **DIGITAL CAPABILITIES DECK**

QUALITY AUDIENCE

AVERAGE HHI	\$468,885
AVERAGE AGE	45
NET WORTH	\$2.6MM
COLLEGE EDUCATED	98%
PROFESSIONAL/MANAGERIAL	84%
ANNUAL DIGITAL SUBSCRIPTION	\$59.95

AVAILABLE OPPORTUNITIES:

- High-Impact IAB
- Standard IAB Display Units
- Video Pre-Roll
- M. Shanken Private Marketplace
- Email Marketing
- Newsletter Marketing
- Editorial 101 Videos
- Social Media Organic & Paid Content
- Content Marketing
- Connected TV

1.2 MM

UNIQUE
MONTHLY VISITS



2.5 MM

MONTHLY PAGEVIEWS

1.16 MM

SOCIAL MEDIA
FOLLOWERS

7

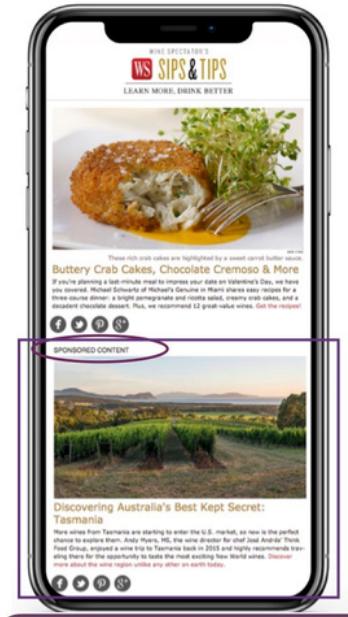
EDITORIALLY-
TARGETED
NEWSLETTERS

DIGITAL NEWSLETTERS

Wine Spectator publishes seven free digital newsletters to reach more targeted segments of our audience on a weekly or biweekly basis. Newsletter topics range from recommendations on dining, travel and wine to tips for healthy living to a report targeted exclusively for the retail trade.

We offer our partners the opportunity to be the **EXCLUSIVE** sponsor. Your image, text and social handles will appear inline with themed features and recommendations curated by our editorial team.

To view a sample newsletter [CLICK HERE](#)



To receive our e-newsletters, visit: newsletters.winespectator.com

E-NEWSLETTER	DESCRIPTION	OPT-IN SUBSCRIBERS
WS SIPS & TIPS LEARN MORE, DRINK BETTER	Recommendations on dining, travel, menus, and wine. Emailed weekly on Tuesdays	165,000
WS HEALTHY LIVING EAT & DRINK WELL	Tips for a healthy lifestyle. Emailed bi-weekly on Wednesdays.	50,000
WS COLLECTING BUYING, CELLARING, ENJOYING	Valuable information for the in-the-know collector and affluent wine buyer. Emailed bi-weekly on Wednesdays.	90,000
PRIVATE GUIDE TO DINING WORLD'S BEST RESTAURANTS FOR WINE	A mix of somm talk, restaurant news, wine lists, celebrity chefs, and foodie trends sent to epicurean consumers and on-premise buyers. Emailed bi-weekly on Thursdays.	95,000
WS UNFILTERED DRINKS IN POP CULTURE	Current trends at the intersection of wine & spirits, tv & film, music & art, and all things fun and pop culture. Emailed bi-weekly on Friday	100,000
Wine Spectator's WineIQ	Wine education to help you drink better, with educational videos in one convenient delivery. Emailed out bi-weekly on Thursdays.	75,000
Wine Spectator's RETAILER REPORT	Delivers the latest trends report in wine, spirits, and retail topics, exclusively to a VIP retailers and buyer list. Emailed on Mondays	30,000



WINE SPECTATOR EVENTS

Sponsored Events

Wine Spectator proudly sponsors a variety of notable events throughout key U.S. markets. Our advertisers benefit from these long-standing partnership events such as South Beach Wine & Food Festival and Taste Washington. Our team will partner with you to develop a custom event marketing strategy to ensure that your brand receives maximum exposure through opportunities such as gift bags, booth space and on-site brand representatives.

DEDICATED FOOTPRINT:

Partners will work with *Wine Spectator* to curate custom on-site activation from product displays to interactive experiences.

GIFT BAG CONTRIBUTION:

Branded premiums and key takeaways provided by partners will be placed in the hands of event attendees.

GIVEAWAYS/DONATIONS:

Providing raffle or auction prizes/items is an impactful way to draw-up excitement at events and support good causes.

Key Markets

- California
- Chicago
- Miami
- New York
- Santa Fe, N.M.
- Washington State

2023 ISSUE DATES & DEADLINES*



JANUARY / FEBRUARY

Space Close: Dec. 14, 2022
Material Due: Dec. 16, 2022

MARCH

Space Close: January 3
Material Due: January 5

APRIL

Space Close: January 31
Material Due: February 2

MAY

Space Close: February 28
Material Due: March 2

JUNE 15 & 30

Space Close: April 11
Material Due: April 13

JULY

Space Close: May 9
Material Due: May 11

AUGUST

Space Close: May 30
Material Due: June 2

SEPTEMBER

Space Close: June 27
Material Due: June 29

OCTOBER 15

Space Close: July 25
Material Due: July 27

OCTOBER 31

Space Close: August 8
Material Due: August 10

NOVEMBER 15

Space Close: August 29
Material Due: August 31

NOVEMBER 30

Space Close: September 12
Material Due: September 14

DECEMBER 15

Space Close: September 26
Material Due: September 28

DECEMBER 31

Space Close: October 19
Material Due: October 19

*Please note we can offer extensions on space and art.

Contact: Jennifer Arcella • 212-684-5147 • jarcella@mshanken.com

PRINT PRODUCTION SPECIFICATIONS

PRINTING

Web Offset (SWOP)
 Binding: Perfect Bound
 Publication Trim Size: 9.875" x 13"

DIGITAL FILE SPECIFICATIONS

PDF/X-1a

- PDF/X1a file (Only one ad per file)
- Images must be CMYK or Grayscale TIFF or EPS prepared for the SWOP3 color environment
- Total Area Coverage for CMYK color builds should not exceed 300% (minimum: 260%)

DELIVERY OF AD MATERIAL

Digital files uploaded to our ad portal
<http://mshanken.SendMyAd.com>
 (uploading tutorial available on site)

Advertising material will be retained for one year, unless return is specifically requested. M. Shanken Communications is not responsible for keeping material beyond one year.

MECHANICAL SPECIFICATIONS

Ad Size:	Width	Depth
Full Page Trim	9.875"	x 13"
Full Page Bleed	10.125"	x 13.25"
Full Page Safety	8.875"	x 12.5"
Full Page Non-Bleed	8.875"	x 12"
Spread Trim	19.75"	x 13"
Spread Bleed	20"	x 13.25"
Spread Safety*	19.25"	x 12.5"
*For spreads, allow .5" safety on each side of the gutter		
2/3 Page Vertical	6"	x 11.25"
1/2 Page Junior	6"	x 7.5"
1/2 Page Horizontal	9"	x 5.625"
1/3 Page Vertical	3"	x 11.25"
1/3 Page Horizontal	6"	x 5.625"
1/6 Page Vertical	3"	x 5.625"
1/6 Page Horizontal	6"	x 3.75"

*Competitor logos/ratings are subject to publisher approval.
 Inquire for more information*

Insert Specifications:

Tipped Inserts

Mailable Minimum Size	3.5" x 5"
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Non-Mailable Minimum Size	3.5" x 3.5"
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Maximum Size	9" x 12"
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Blow-In Inserts

Minimum Size	3.5" x 4.25"
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Maximum Size	5.5" x 6.25"
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Minimum Paper Stock	60#
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Bind-In Inserts

Minimum Size	4" x 6"
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Maximum Size:	10.125" x 13.375"
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Jogs To Foot	.1875" Trim
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Scuff	.375"
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Perf	.625" (Scuff + .25" To Perf)
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Multi-Page Inserts

Minimum Size	4" x 5"
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Maximum Size:	10.125" x 13.375"
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Head/Foot Trim	.1875"
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Magna Strip	Required for 8 Pgs or More
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Visit www.mshanken.SendMyAd.com, "Ad Sizes" for mechanical specification with template.

Note: All inserts must be delivered cartoned and identified with name of advertiser, publication and issue date.

Any ad less than a full page size that is not bordered may be enclosed with a hairline or 1 point rule at the discretion of the production department.

FOR FURTHER INFORMATION

Go to mshanken.com, or contact:

Jennifer Arcella
jarcella@mshanken.com
 tel:212-481-8610

Connie McGilvray
cmcgilvray@mshanken.com
 tel:212-684-4224 x344

COPY AND CONTRACT REQUIREMENTS

1. The acceptance or execution of an order is subject to Publisher's approval of copy, text, display and illustration.
2. All copy, text, display and illustration are published on the representation that the advertiser and the advertising agency are fully authorized and have secured proper written consent. The advertiser and the advertising agency agree to indemnify and save harmless the Publisher from any and all liability, loss and expense of any nature arising from such publication.
3. Any insertion of advertising made by the agency or advertiser represents an acceptance by both the agency and the advertiser of all the terms and conditions of the rate card applicable to the issue in which such insertion is to be published.
4. All rates and units of space are subject to change on 30 days' notice.
5. Orders for specific units of space and dates of insertions are necessary.
6. Orders specifying positions are accepted on request basis only.
7. The Publisher assumes no responsibility for errors in key numbers or telephone numbers for in the printing or insertion of numbers for inserted material.
8. Orders that contain incorrect rates or conditions will be inserted and charged for at regular-schedule rates. Such errors will be regarded as clerical.
9. Conditional orders are not accepted by the Publisher.
10. Cancellation or changes in orders not accepted after closing date.
11. All orders accepted by the Publisher are contingent upon acts of God, fires, accidents, strikes or other interruptions to production and/or distribution of the same or different nature beyond his control.
12. Rates charged and discounts allowed are subject to short rate at expiration of ad schedule.
13. Publisher reserves the right to cancel the contract upon default in payment or breach of any provision herein, and all unpaid charges and short rates shall become immediately payable.
14. Publisher reserves the right to reject, exclude or cancel any advertisement, insertion order, space reservation or position commitment at any time, for any reason, without liability, even if previously acknowledged or accepted.
15. All advertisements must be clearly identified by the trademark or signature of the advertiser. Those which, in the judgment of the Publisher, look like editorial pages will be marked "Advertisement."
16. The liability of the Publisher for any error for which he may be held legally responsible will not exceed the cost of the space occupied by the error. The Publisher will not, in any event, be liable for loss of income or profits or any consequential damages.
17. No conditions, printed or otherwise, appearing on contract orders or copy instructions that conflict with the Publisher's policies, listed on this rate card, will be binding on the Publisher.
18. As used in this section, the term "Publisher" shall refer to M. Shanken Communications, Inc.



CONTACTS FOR MEDIA INQUIRIES

NEW YORK:

825 Eighth Avenue, 33rd Floor, New York, NY 10019
Phone: 212-684-4224 – Fax: 212-481-1540

Advertising Contacts:

**Miriam Morgenstern – SVP, Advertising Director
East Coast & Global Wine Account Representative**
email: mmorgenstern@mshanken.com
cc: Elizabeth Estevez- eesteem@mshanken.com

Alyssa Weiss - Account Director, Luxury

917-363-4930 – email: aweiss@mshanken.com

Barry Abrams - Corporate Advertising

212-684-4896 – email: babrams@mshanken.com

Michael McGoldrick - VP, Spirits Advertising Director

212-684-4987 – email: mmcgoldrick@mshanken.com

Michael DiChiara - Account Director

212-481-1521 – email: mdichiara@mshanken.com

West Coast

Cheryl Lewis – Vice President, West Coast Wine Sales Director
Phone: 415-673-2040 ext. 1 – Fax: 415-673-0103
email: clewis@mshanken.com

Marissa Barker – West Coast Senior Advertising Coordinator
Phone: 415-673-2040 ext. 2 – email: mbarker@mshanken.com

Texas Representative

Lucinda Weikel

214-566-3531 – email: lucinda@wnpmmedia.com

Restaurants/Special Accounts Representative

Steve Bliman

760-994-0285 – email: bliman1638@charter.net

European Representatives

Delphine Rouget-Marquézy (France)
+33 787 49 36 27 – email: drm@espacequadri.com

Monica van der Eb (Portugal & Spain)
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email: monica@alcalamedia.com

Corporate Advertising Services & Support

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Brazilia Morales – Digital Advertising Coordinator
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Maggie Kotraba – Advertising, Events, & Marketing Manager
212-481-8610 ext. 825 – email: mkotraba@mshanken.com