



Wine Spectator

2020 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, EVERYWHERE:

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 6.2+ MILLION

PRINT	DIGITAL	SOCIAL	NEWSLETTERS
3,100,000	1,100,000	1,030,000	540,000
VIDEO	APPS	EVENTS	
300,000	170,000	30,000	



PRINT PRESENCE

3.1 MILLION

AUDIENCE FOOTPRINT

389,343

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

\$59.95

ANNUAL SUBSCRIPTION

15x

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	\$332,352
AVERAGE AGE	51
NET WORTH	\$2.4MM
COLLEGE EDUCATED	87%
LEAD DECISION MAKERS	83%

TOTAL YEARLY LUXURY EXPENDITURES **\$196 BILLION**

Home and Garden	\$29 BILLION
Auto	\$24 BILLION
Financial Services	\$23 BILLION
Travel	\$18 BILLION
Apparel + Accessories	\$14 BILLION
Leisure, Dining, Wine & Spirits	\$14 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 can't-miss event for wine, food, travel and sports lovers! Featuring more than 50 wineries from around the world, the Orlando Wine Festival & Auction, benefiting the Orlando Magic Foundation, takes place March 13-14, 2020, at the Ritz-Carlton Orlando, Grande Lakes. Guests will enjoy live music, chef demonstrations, over 50 wines, and a silent auction. The auction will be followed by a four-course dinner paired with world-class wine. Tickets to a Magic home game top it off!

The Orlando Wine Festival & Auction will feature a three-day wine trip to Bordeaux and 2020 Super Bowl tickets. "We have a great opportunity to take the wine culture to the next level," says Michael Sosik, founder of Accendo Cellars, Casa Pena, Cliff Lede, Chateau Cos d'Estournel, Lull Vineyards, Peter Michael Winery and Roots Winery. "The Orlando Magic Foundation and Magic Broward, executive chef of Michelin-rated Junction, Joe Flamm, Bravo TV Top Chef winner and executive chef of Cafe Spiaggia, and Sandra Sandoval, James Beard Award winner, and chef-owner of Michelin-starred Spago, Cafe Spiaggia, River Rock and Terra, Terroir, Crafted Kitchen, Iron Chef Masaharu Morimoto, and Iron Chef Best of America winner and chef-owner of Homecoming."

The inaugural event raised \$500,000 for at-risk children in Central Florida. "It's a great way to give back to the community," says Sosik. "We're excited to bring a three-day wine trip to Bordeaux and 2020 Super Bowl tickets. "We have a great opportunity to take the wine culture to the next level," says Michael Sosik, founder of Accendo Cellars, Casa Pena, Cliff Lede, Chateau Cos d'Estournel, Lull Vineyards, Peter Michael Winery and Roots Winery and Roots Winery. "The Orlando Magic Foundation and Magic Broward, executive chef of Michelin-rated Junction, Joe Flamm, Bravo TV Top Chef winner and executive chef of Cafe Spiaggia, and Sandra Sandoval, James Beard Award winner, and chef-owner of Michelin-starred Spago, Cafe Spiaggia, River Rock and Terra, Terroir, Crafted Kitchen, Iron Chef Masaharu Morimoto, and Iron Chef Best of America winner and chef-owner of Homecoming."

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

Orlando Wine Festival & Auction accepts purchases based on the Orlando Magic Foundation's terms and conditions. The Orlando Magic Foundation is a registered 501(c)(3) non-profit organization. All monies raised from the Orlando Wine Festival & Auction will benefit the Orlando Magic Foundation. To register for the Orlando Wine Festival & Auction, call 407-248-2200 or email info@winauctionorlando.com. Your gift is tax deductible. Please note that all purchases are final and non-refundable. Please contact our office for more information or to speak with our donation department for the most up-to-date information on our charitable giving.

Custom Advertorial

WINE SPECTATOR DIGITAL EDITIONS

POWERED BY



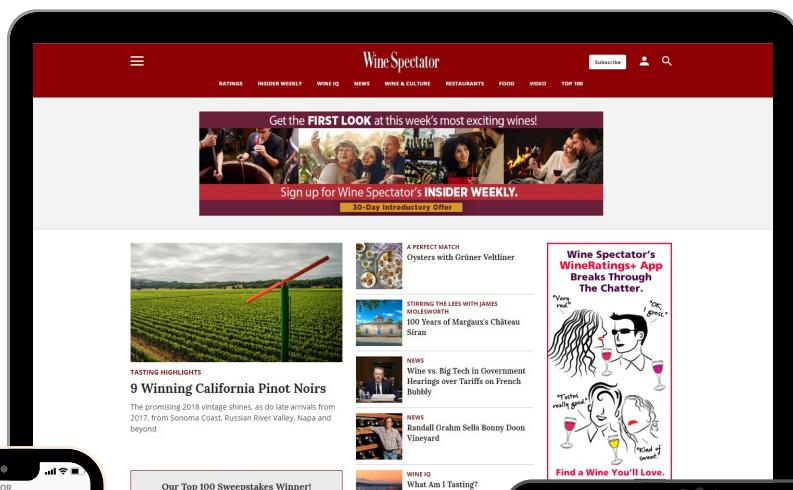
amazon kindle eMagazines

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

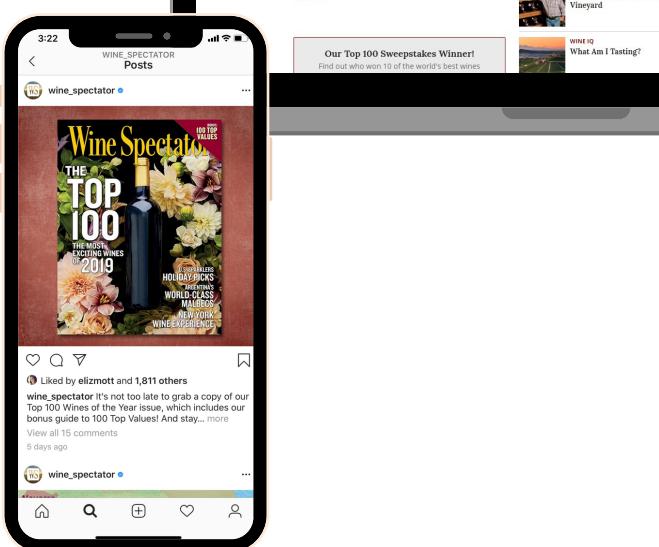


WINE SPECTATOR DIGITAL PLATFORMS

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. Our digital audience is targeted and active because they pay (\$59.99) for full-year access to our website. Across all of these digital channels, advertisers can extend brand awareness and engagement with our highly affluent audience.



WEB



SOCIAL



NEWSLETTERS



WINE SPECTATOR.COM DIGITAL ADVERTISING

ADVERTISING OPPORTUNITIES

AD UNITS:

Industry standard made for display

- Billboard & Banners
- Geo-Targeting Capabilities

EDITORIAL WINE 101 VIDEO:

Wine 101 videos educate and inspire our audience by offering informational segments. Opportunity offers turn-key product placement and title card sponsorship for advertisers.

CUSTOM CURATED MICROSITES:

A customized microsite created exclusively for your brand. Ads click over to this landing page featuring your products and editorial content.

VIDEO SECTION SPONSORSHIP

Video platform to tell your brand's story with supplied video featured on our website's video section. Section takeover also available.

QUALITY AUDIENCE

AVERAGE HHI	\$556,073
AVERAGE AGE	45
NET WORTH	\$2.5MM
COLLEGE EDUCATED	86%
PROFESSIONAL/MANAGERIAL	81%
ANNUAL DIGITAL SUBSCRIPTION	\$59.99

3.1 MM

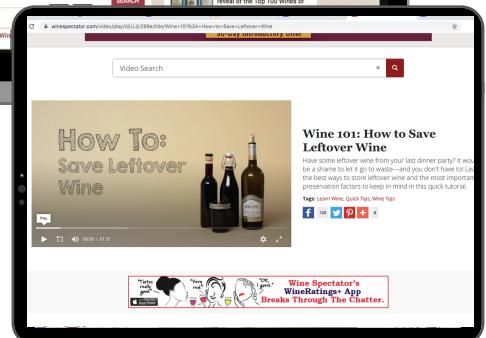
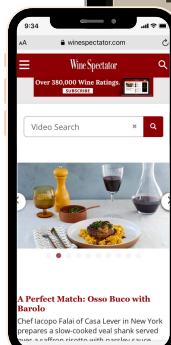
MONTHLY PAGE VIEWS

1.1 MM

MONTHLY VISITS

715k

UNIQUE
MONTHLY VISITS



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](#)



E-NEWSLETTER	DESCRIPTION	OPT-IN SUBSCRIBERS
WINE SPECTATOR'S WS SIPS & TIPS <small>LEARN MORE, DRINK BETTER</small>	Recommendations on dining, travel and wine. Emailed weekly on Tuesdays.	180,000
WINE SPECTATOR'S WS HEALTHY LIVING <small>EAT & DRINK WELL</small>	Recipes and tips for a healthy lifestyle. Emailed bi-weekly on Wednesdays.	50,000
WINE SPECTATOR'S WS COLLECTING <small>BUYING, CELLARING, ENJOYING</small>	Valuable information for the in-the-know collector and affluent wine buyer. Emailed bi-weekly on Wednesdays.	45,000
WINE SPECTATOR'S WS PRIVATE GUIDE TO DINING <small>WORLD'S BEST RESTAURANTS FOR WINE</small>	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.	100,000
WINE SPECTATOR'S WS VIDEO THEATER <small>SEE, SWIRL, SAVOR</small>	Our most recent videos in one convenient delivery. Emailed bi-weekly on Thursdays.	40,000
WINE SPECTATOR'S WS UNFILTERED <small>DRINKS IN POP CULTURE</small>	Current trends at the intersection of wine and spirits, TV and film, music and art, and all things fun and pop cultural. Emailed bi-weekly on Fridays.	100,000
Wine Spectator's RETAILER REPORT	Delivers the latest in wine, spirits, and retail topics, exclusively to retailers and buyers. Emailed bi-weekly on Mondays.	25,000

DEDICATED EMAIL BLAST PACKAGE

Wine Spectator's **NEW** digital offering includes sending your brand's own dedicated email blast to our opt-in subscriber database. Content of the dedicated e-blast can be created by you or our in-house marketing and design team to ensure your brands message reaches your target audience.

DEDICATED E-BLAST PACKAGE:

Advertisers interested in sending an e-blast will receive the following as part of the package commitment:

- (1) Dedicated e-blast
- (1) Sips & Tips e-newsletter
- (2) Weeks of banner ads on WineSpectator.com



SAMPLE E-BLAST

From: Wine Spectator PARTNER <email@outbound-email.winespectator.com>
Sent: Wednesday, February 05, 2020 12:25 PM
Subject: You're Invited To Taste Our New Release: Highest Beauty

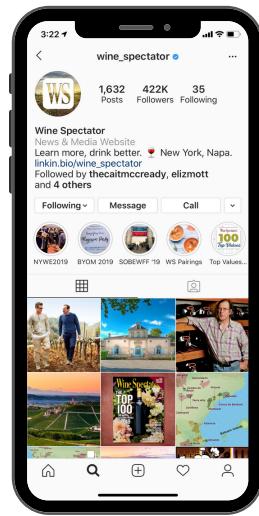
This is a sponsored message from our partner at YOUR BRAND.



SOCIAL MEDIA

SPONSORED SOCIAL MEDIA POSTS:

Our Facebook and Instagram pages spotlight articles, video content and photos from recent events. We offer sponsored posts on both channels to allow your brand to leverage our social media handles and reach a hyper-targeted segment of our audience (e.g. by geography, behavior, age, lifestyle and interests).



306K



257K



469K

FOLLOWERS

Sponsored Posts

Social Sponsored Posts

Industry standard for Facebook and Instagram; can include photo and video and audience targeting.

- Leverage our social media handles
- Geo-targeting, behavioral-targeting, age-targeting, lifestyle & interest targeting

90+ Rating Sponsored Promotion

Highlight your wine brand's score and review from WS Editorial Tasting Panel Division delivered from the Wine Spectator handle.

- Includes photo with score overlay
- Link to your choice of destination (e.g. your website)

available on:

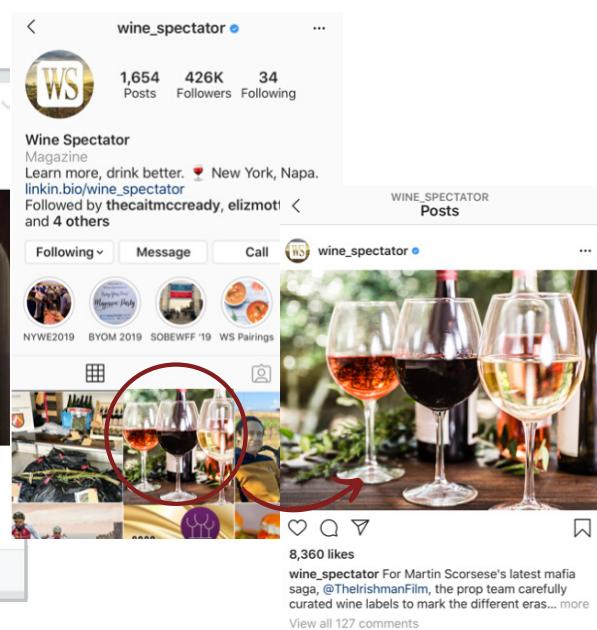
Direct Paid Partnership Instagram Post

Post placed directly on our Instagram page.

- Post will live on the Wine Spectator Instagram page for a minimum of one year
- Post will be seen by our highly engaged social audience

available on:

SAMPLE CONTENT





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

2020 ISSUE DATES & DEADLINES*



JANUARY / FEBRUARY

Space Close: Dec. 13, 2019
Material Due: Dec. 17, 2019

MAY 2020

Space Close: March 9
Material Due: March 11

SEPTEMBER 2020

Space Close: August 18
Material Due: August 20

NOVEMBER 15, 2020

Space Close: September 29
Material Due: October 1

DECEMBER 31, 2020

Space Close: November 17
Material Due: November 19

MARCH 2020

Space Close: January 7
Material Due: January 9

JUNE 15 & 30 2020

Space Close: April 14
Material Due: April 16

OCTOBER 15, 2020

Space Close: September 1
Material Due: September 3

NOVEMBER 30, 2020

Space Close: October 20
Material Due: October 22

APRIL 2020

Space Close: February 10
Material Due: February 12

JULY/AUGUST 2020

Space Close: June 2
Material Due: June 4

OCTOBER 31, 2020

Space Close: September 15
Material Due: September 17

DECEMBER 15, 2020

Space Close: November 3
Material Due: November 5

*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.

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

WINE SPECTATOR.COM DIGITAL SPECS

Ad Type	Dimensions	Max Size	Animation	Loop
Billboard	970x250	300kb	Up to 15 sec.	Unlimited Only
Rectangle	300x250	250kb	Up to 15 sec.	Unlimited Only
Portrait	300x600	300kb	Up to 15 sec.	Unlimited Only
Leaderboard	Desktop: 728x90, Mobile: 300x50	300kb	Up to 15 sec.	Unlimited Only
E-mail Newsletter Sponsorship	Classic: 300x50 and 300x250 Sponsored Post: 540x304 GIF or JPG 72 DPI image Short photo caption/photo credit URL Headline: Up to about 5 words or 42 characters. Text: Up to about 70 words or 400 characters Social Media Pages / Handles	100kb 200kb	Up to 15 sec. Up to 15 sec.	Unlimited Only Unlimited Only

VIDEO SECTION SPONSORSHIP:

- Video Format and Size: .mov or .mp4; 2GB max
- Video Aspect Ratio: 16x9
- Large Still: 848x477px JPG file, without text
- Video Title (appears under the Large Still image): up to 65 characters, with spaces
- Short Description of the video (short + punchy is best): up to 220 characters, with spaces
- Link (to your website, promotional materials, etc.): text up to 50 characters; URL
- Banner ads: 970x250px, 728x90px, 300x50px; GIF or JPG format under 300kb

RICH MEDIA AD SPECS:

- **Other Rich Media:**
- All Rich Media files require a default .gif or .jpeg with a max file size of 200kb.
- Sound is permitted but must be user initiated.
- Please contact us for additional Rich Media-specific requirements.

TECHNICAL AD SPECS:

- Format: We accept GIF, JPG, HTML, IFrame, Javascript, and all other pre-approved, DFP-compatible Rich Media files. All ads must have a border.
- Linking URL: Each creative must be accompanied by a click through URL.
- Due Dates: All creative(s) must be delivered a minimum of 7-10 business days prior to launch

DIGITAL PRODUCTION CONTACT

Hilary Chalson

Digital Ad Manager

212-684-4224 ext. 553

hchalson@mshanken.com

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, Associate Publisher
email: mmorgenstern@mshanken.com
cc: Bridget Liddy at bliddy@mshanken.com
Maggie Kotraba at mkotraba@mshanken.com

Barry Abrams - Corporate Advertising

212-684-4896 - email: babrams@mshanken.com
Michael McGoldrick - Beverage & Alcohol Advertising
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 Sales Director
Phone: 415-673-2040 ext. 1 - Fax: 415-673-0103
email: clewis@mshanken.com
Marissa Barker - West Coast 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
424-208-3150 - email: bliman@cox.net

Southeast Representative

Wheeler Morrison
770-391-9905 - email: wheeler@greenleavesmedia.com

Jennifer Arcella - Advertising Services Manager

212-684-5147 - email: jarcella@mshanken.com
Hilary Chalson - New Media/Digital Production Manager
212-481-8610 ext. 553 - email: hchalson@mshanken.com