

# Consumer Magazines

Circulation Certificate

January to June 2013



Setting the standard

## Car

### Key information

#### Certificate type

Print

#### Metric type

Circulation

#### ABC headline

48,370 average per issue

#### Period

1 January 2013 to 30 June 2013

#### No of issues

6

#### Market sector

Motoring & Motorcycling: Motoring - General

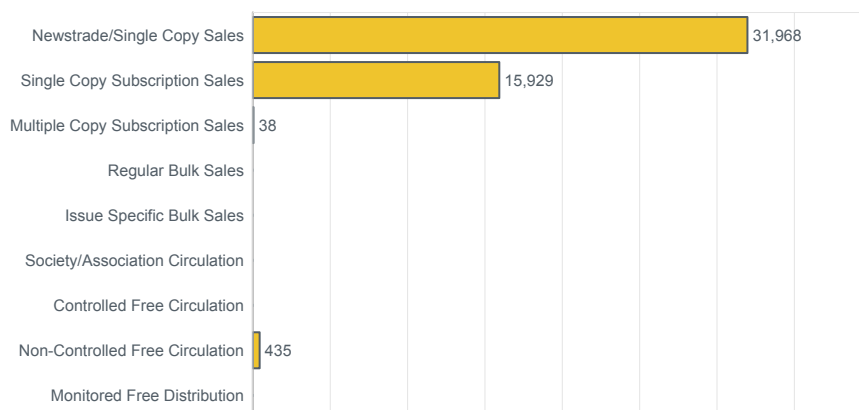
#### Contact details

Bauer Media  
Media House  
Lynchwood  
Peterborough Business Park  
Peterborough PE2 6EA  
01733 468000

### Circulation analysis

Actively purchased circulation (UK & ROI)	98.7%
Multipacked Newstrade circulation	9.3%
Price: Basic cover price	£4.50
Published annual UK subscription rate	£54.00
Published annual ROI subscription rate	£95.00
Published annual other countries subscription rate	£95.00

### Circulation breakdown



This certificate is supported by the following organisations

	Net Total	United Kingdom & Republic of Ireland	Other Countries
<b>Total Average Net Circulation Per Issue</b>	<b>48,370</b>	<b>32,020</b>	<b>16,350</b>
<b>Newstrade and other Single Copy Sales</b>	<b>31,968</b>	<b>20,004</b>	<b>11,964</b>
At Basic Cover Price	28,990	17,026	11,964
Below BCP but not less than 50%	2,978	2,978	-
Less than 50% of BCP but not less than 20%	-	-	-
<b>Single Copy Subscription Sales</b>	<b>15,929</b>	<b>11,622</b>	<b>4,307</b>
At Basic Annual Rate	486	404	82
Below BAR but not less than 50%	11,330	9,103	2,227
Less than 50% of BAR but not less than 20%	3,842	1,894	1,948
Less than 20% of BAR but not less than 10%	3	3	-
Less than 10% of BAR	268	218	50
<b>Multiple Copy Subscription Sales</b>	<b>38</b>	<b>15</b>	<b>23</b>
At Basic Annual Rate	13	-	13
Below BAR but not less than 50%	25	15	10
Less than 50% of BAR but not less than 20%	-	-	-
Less than 20% of BAR but not less than 10%	-	-	-
Less than 10% of BAR	-	-	-
<b>Regular Bulk Sales</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Issue Specific Bulk Sales</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Society / Association / Organisation Circulation</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Controlled Free Circulation</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Non-Controlled Free Circulation</b>	<b>435</b>	<b>379</b>	<b>56</b>
By Name	411	358	53
Not by Name	24	21	3
<b>Monitored Free Distribution</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Additional Analysis**

	ACTIVELY PURCHASED / MULTI PACK PERCENTAGES		
	Net Total	United Kingdom & Republic of Ireland	Other Countries
<b>Actively Purchased Circulation</b>	<b>99.0%</b>	<b>98.7%</b>	<b>99.5%</b>
<b>Multi Packed Newstrade Circulation</b>	<b>9.3%</b>		

**Price:** The following prices are accurate for the end of the audit period.

Basic Cover Price	£4.50
Published Annual UK Subscription Rate	£54.00
Published Annual RoI Subscription Rate	£95.00
Published Annual Other Countries Subscription Rate	£95.00

**Duplication:**

The mailing list for the audit issue was tested, the level of duplication found was: 0%

**Excluded Issues:**

None

**Regular Bulk Sales Analysis**

None

**Issue Specific Bulk Sales Analysis**

None

**Society / Association / Organisation Circulation**

None

**Controlled Circulation**

None

**Monitored Free Distribution**

None

**Editions Analysis**

None

**Issue by Issue Analysis**

Cover Date or Issue Identifier	Issue Variance from Total Average *	Issue Specific Bulk Sales	Monitored Free Distribution				Multipacks		
			Total	Net Distribution by Hand	Net Distribution - Other	Gross Distribution	Newstrade and other Single Copy Sales - Multipacked	Other title(s) multipacked	
Feb-13	-	-	-	-	-	-	2,940	8.8%	Classic cars
Mar-13	-	-	-	-	-	-	2,511	8.6%	Classic cars
Apr-13	-	-	-	-	-	-	2,897	9.4%	Classic cars
May-13	-	-	-	-	-	-	3,088	10.5%	Classic cars
Jun-13	-	-	-	-	-	-	2,930	8.5%	Classic cars
Jul-13	-	-	-	-	-	-	3,500	10.9%	Classic cars

\*Variances are only shown where an issue exceeds the Average Net Circulation by (a) 10% for 12 month audit periods or (b) 20% for all other periods. Variances will be displayed as (a) percentages for 12 month audit periods or (b) either the word 'above' or 'below' for all other audit periods.

**Optional Issue by Issue Circulation Analysis**

The publisher has chosen to report an optional circulation analysis as detailed in the table below. Data does not include adjustments for prior audit period reconciliations.

Issue Identifier	Total Circulation	Actively Purchased Circulation (Optional)	% Actively Purchased (Optional)
Feb-13	49,821	49,363	99.10
Mar-13	46,291	45,793	98.90
Apr-13	47,236	46,759	99.00
May-13	45,863	45,370	98.90
Jun-13	50,538	50,080	99.10
Jul-13	48,097	47,637	99.00

**About ABC**

ABC is governed by the media industry, for the media industry and is the expert at setting data and process standards across multiple platforms. ABC provides a stamp of trust for media buyers, media owners, publishers and digital traders working in existing and emerging platforms.

The ABC Board consists of 16 media owners, media agencies, advertisers and trade body members – with 25 per cent of the Board representing the digital sector. The Board make strategic decisions as to how ABC is run and each industry sector is represented by a Reporting Standards Group.

ABC was established in the UK in 1931 and is a founder member of the International Federation of ABCs (IFABC). ABC's digital arm was established in 1996 and was united with ABC under one brand with a new identity and integrated structure in March 2011. ABC works with JICWEBS (Joint Industry Committee for Web Standards) to deliver common international standards for measuring digital reach, engagement and loyalty, as well as creating common standards for good practice throughout the industry.

For further information please visit [www.abc.org.uk](http://www.abc.org.uk) or contact us at: ABC, Saxon House, 211 High Street Berkhamsted, Hertfordshire, HP4 1AD, UK Tel: +44 (1442) 870 800 or [info@abc.org.uk](mailto:info@abc.org.uk).

**About this certificate**

This certificate was issued on 15 August 2013. The data included is derived from a return of circulation prepared by the publisher: Bauer Consumer Media.

The Publisher has certified that the data has been reported in accordance with ABC reporting standards. If an audit or inspection reveals a material difference ABC will revise and re-issue the certificate together with an audit/inspection report detailing the changes. For details of audit or inspection reports issued or the reporting standards and procedures, please contact ABC.

ABC cannot accept responsibility for mistakes or omissions although every care is taken to ensure that the information is correct. This certificate is the **copyright** property of the Publisher and ABC.

This certificate expires on 31 March 2014 unless ABC has issued a new certificate before that date.

## Glossary of Terms

**TOTAL AVERAGE NET CIRCULATION.** This is sometimes referred to as the 'headline' or 'ABC' figure. It is the average of the circulation of all the issues distributed over the period covered by the certificate.

**NEWSTRADE AND OTHER SINGLE COPY SALES.** Newstrade describes sales to individuals through recognised retail outlets. Single Copy Sales describe sales of single copies direct to individuals by publishers. There are three categories based on the cover price to enable advertisers to identify how many copies have been sold at a discounted rate.

**SINGLE COPY SUBSCRIPTION SALES.** This category is where the publisher can claim copies which individuals have contracted to purchase for a given period, usually one year but not less than 3 months or 3 issues whichever is the greater. There are five categories based on the subscription price paid in comparison to the Basic Annual Rate, to enable advertisers to identify how many of those subscribers have taken advantage of a discount or offer.

**MULTIPLE COPY SUBSCRIPTION SALES.** This category is where the publisher can claim multiple copies purchased on a subscription basis where the final recipients can be identified, but the subscription has been purchased by a third party. The purchaser will have subscribed for a given period, usually one year but not less than 3 months or 3 issues whichever is the greater. There are five categories based on the subscription price paid, to enable advertisers to identify how many of those subscribers have taken advantage of a discount or offer.

**REGULAR BULK SALES.** This category is where the publisher can claim sales of multiple copies of an issue, sold in bulk on a regular contractual basis to a third party e.g. hotel, where copies are usually given free to the final recipient. Copies are analysed by type of distribution – e.g. sales to airlines or hotels and by the price paid in relation to the Basic Cover Price.

**ISSUE SPECIFIC BULK SALES.** This category is where the publisher can claim sales of multiple copies of a publication, sold in bulk on a 'one-off' or occasional basis to a third party e.g. hotel where copies are usually given free to the final recipient. Examples of bulk sales include copies of a magazine sold to a third party publisher to be given away with their newspaper.

**SOCIETY/ASSOCIATION/ORGANISATION CIRCULATION.** This category is where the publisher can claim copies distributed to members of a society etc for which the publication is an official journal. The publisher may either be the society themselves or a publisher whose magazine has been nominated as the official publication by the society. Members of the society either pay an additional amount to receive the magazine, specifically request to receive the magazine or receive it as part of their membership package.

**CONTROLLED FREE CIRCULATION.** These are copies sent free to individuals who meet a defined criteria set by the publisher to define its target audience. The publisher must retain third party evidence to prove individuals claimed as Controlled Circulation meet the stated Terms of Control which is reported on the certificate.

Controlled Circulation is broken down into:

- Individually requested copies: copies the recipient has personally requested
- Company requested copies: copies requested for the recipient by one of their work colleagues
- Non-requested copies: copies not requested but which the publisher can prove meets the reported Terms of Control

**NON-CONTROLLED CIRCULATION.** These are free copies mailed or given to individuals. In the consumer magazines sector, the publisher must have evidence to prove the individual is likely to have an interest in the field covered by the magazine. Copies that are handed out free at exhibitions and events can be claimed in this section as long as each individual recipient has supplied their name and address details and have signed to confirm receipt of the magazine and therefore demonstrated interest.

**MONITORED FREE DISTRIBUTION.** These are copies supplied in bulk to distribution points on an every issue basis to be left for free pick-up by the individual final recipients or handed out individually.

These copies are analysed as either:

- Net distribution – by hand (net quantity of copies handed to individuals may be claimed if controls are in place to account for 'returns' at each distribution point).
- Net distribution – other (net quantity of copies distributed (the number picked up) may be claimed if controls are in place to account for all 'returns' at each distribution point).
- Gross distribution (gross quantity of copies received at distribution points and made available for free pick up).

When a NET figure is claimed there must be controls to account for undistributed copies (returns) at each distribution point.

**ACTIVELY PURCHASED CIRCULATION.** Actively Purchased is a term used in the consumer magazine category broadly to describe those copies purchased by an individual. The Actively Purchased figure is the sum of the copies claimed as Newstrade and Single Copy Sales, Single Copy Subscriptions and Paid Optional Society copies. It is reported as a figure and as a percentage of the Total Average Net Circulation.

**BASIC COVER PRICE.** This is the cover price on the last issue in the audit period. This is a guide in determining if copies in Single Copy Sales and Bulk Sales are shown at full or reduced rates within newstrade.

**SUBSCRIPTION RATES.** These are the annual subscription rates in use at the end of the audit period. It is the standard rate at which a publisher sells a 1 year subscription to the publication. It is the highest or undiscounted rate. This is a guide in determining if copies are shown at full or reduced rates within Single Copy and Multiple Copy Subscription Sales.

**MULTIPACKS.** If copies of any issue(s) in the period were sold as part of a multipack (banded or packaged together with other publications), the percentage of Newstrade & Single Copy Sales sold as part of a multipack is indicated and the other titles included in the multipack(s) are listed.

**DUPLICATION LEVEL.** The Duplication Level represents the percentage of named individuals on a publication's mailing list who appear more than once. This is based on a sample taken across the whole mailing list.

**OPTIONAL MONTHLY/ISSUE BY ISSUE CIRCULATION ANALYSIS.** This appears on the certificate when a publisher has opted to include monthly / issue by issue analysis of their circulation.