



Standard Certificate of Circulation

For the 12 issues distributed between 1 July 2008 and 30 June 2009

**Business
Magazines**

Work Out



Contents

2	Analysis of Circulation		
	Newstrade & Other Single Copy Sales		
	Paid and Controlled		
	Single Copy Subscription Sales	✓	0.19%
	Multiple Copy Subscription Sales		
	Bulk Sales		
	Society/Association/Organisation Circulation		
	Controlled Free Circulation	✓	19.15%
	Non-Controlled Free Circulation	✓	80.66%
2	Supporting Data		

The Primary Market Sector for this publication is:

Leisure

This certificate expires on 30 September 2010 unless ABC has issued a new certificate before that date.

Issued by
ABC
Saxon House, 211 High Street
Berkhamsted
Hertfordshire HP4 1AD
United Kingdom

Tel: +44 (0) 1442 870800
Fax: +44 (0) 1442 200700
Email: abcpost@abc.org.uk
Web: www.abc.org.uk
ABC Ref: A13503/16263466

Certification Statement

This certificate was issued on 24 July 2009. The data included is derived from a return of circulation prepared by the publisher: Wharnclyffe Publishing Ltd.

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.

Published by
Wharnclyffe Publishing Limited
47 Church Street
Barnsley
South Yorkshire
S63 0DR

Tel: 01226 734333
Fax: 01226 734478
Email:
advertising@wharnclyffepublishing.co.uk
Web: www.workout-uk.co.uk

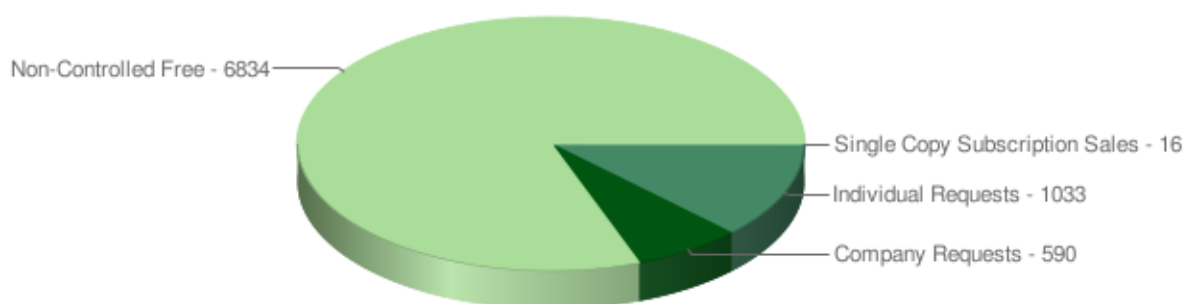


Work Out

Certificate of Average Net Circulation for the 12 issues distributed between 1 July 2008 and 30 June 2009

	Net Total	United Kingdom	Other Countries
TOTAL AVERAGE NET CIRCULATION PER ISSUE	8,591	8,591	-
Total Average Net Newstrade Sales Per Issue	-	-	-
Analysis for the Audit issue cover dated May 2009 and distributed on 30 April 2009			
Total Net Circulation	8,473	8,473	-
Newstrade & Other Single Copy Sales	-	-	-
Paid and Controlled	-	-	-
Single Copy Subscription Sales	16	16	-
At Full Rate	16	16	-
At Between 50% and 100% of Full Rate	-	-	-
At less than 50% of Full Rate	-	-	-
Multiple Copy Subscription Sales	-	-	-
Bulk Sales	-	-	-
Society/Association/Organisation Circulation	-	-	-
Controlled Free Circulation	1,623	1,623	-
see terms of control on page 3. Sources for all addressees are less than 3 years old.			
Individual Written Requests	786	786	-
Individual Electronic Requests	119	119	-
Individual Telephone Requests	128	128	-
Company Written Requests	185	185	-
Company Electronic Requests	14	14	-
Company Telephone Requests	391	391	-
Non-requested by name	-	-	-
Non-requested by job title / function	-	-	-
Non-Controlled Free Circulation	6,834	6,834	-
By Name	5,018	5,018	-
Not by Name	1,816	1,816	-

Duplication: The level of duplication on the mailing list for the audit issue was: 0%



SUPPORTING DATA

Basic Cover Price & Subscription Rates

The Basic Cover Price for the audit issue was: £3.00

The United Kingdom Basic Annual Rates for Subscriptions for the audit issue were: £40.00

The Annual Other Countries Subscription Rates for the audit issue were: £50.00

Work Out

Certificate of Average Net Circulation for the 12 issues distributed between 1 July 2008 and 30 June 2009

Controlled Circulation - Terms of Control in audit period

Proprietors and Managers of Leisure Facilities and Services within Local Authority, Government and the Private Sector, including Gymnasiums, Health Clubs, Leisure Centres, Swimming Pools with fitness facilities, Sports Centres, Hotel/Country club complexes, armed forces, Prisons, Police, Fire Service, Schools/Colleges/Universities, Specialits sports schools, Premiership Rugby/Football/Cricket Clubs, Toning Centres, Solariums, Organisations & Associations, Natural Health & Physiotherapy clinics, Martial Arts/Boxing clubs, Fitness Consultancy & Personal Training.

Controlled Circulation - Age of Source Data for the Audit Issue or Age of Source Data Projected from Previous Mandatory Certificate

	Total		0-1 Year		1-2 Years		2-3 Years	
	Qty	%	Qty	%	Qty	%	Qty	%
Total	1,623	100.0	277	17.1	417	25.7	929	57.2
Individual Requests	1,033	63.6	238	14.7	355	21.9	440	27.1
Company Requests	590	36.4	39	2.4	62	3.8	489	30.1

Actual Distribution Dates for issues distributed during the audit period

Variiances for issues with a variance of more than 10% above (+) or below (-) the average net circulation

Bulk Sales for issues with Bulk Sales representing 10% or above of the circulation for that issue

Cover Date / ID	Distribution Date	Net Circ.	Variance %	Bulk Qty	Cover Date / ID	Distribution Date	Net Circ.	Variance %	Bulk Qty
August 2008	15-Jul-2008	8,787	-	-					
September 2008	22-Aug-2008	8,844	-	-					
October 2008	17-Sep-2008	8,769	-	-					
November 2008	21-Oct-2008	8,711	-	-					
December 2008	25-Nov-2008	8,423	-	-					
January 2009	22-Dec-2008	8,584	-	-					
February 2009	27-Jan-2009	8,567	-	-					
March 2009	24-Feb-2009	8,536	-	-					
April 2009	25-Mar-2009	8,560	-	-					
May 2009	30-Apr-2009	8,473	-	-					
June 2009	28-May-2009	8,329	-	-					
July 2009	24-Jun-2009	8,509	-	-					

Work Out

Certificate of Average Net Circulation for the 12 issues distributed between 1 July 2008 and 30 June 2009

GLOSSARY

THE DISTRIBUTION PERIOD. This is the time period covered by the ABC certificate.

EXPIRY DATE. Date at which the certificate is no longer valid-all Business Publications must issue an ABC certificate at least annually and on a continuous basis when they are in ABC membership.

TOTAL AVERAGE CIRCULATION PER ISSUE. This is commonly known as the headline ABC figure and is the average of the circulation of all the issues distributed over the distribution period covered by the certificate.

AUDIT ISSUE. A detailed analysis of the circulation is conducted on one issue specified by ABC this is called the audit issue.

CATEGORIES OF CIRCULATION. Publishers can show the detail of their circulation in various categories as specified below and governed by ABC rules.

NEWSTRADE & SINGLE COPY SALES. Copies purchased from recognised retail outlets or individually direct from the publisher. Most newstrade sales are made on a 'sale or return' basis and only the sale of copies can be claimed. The numbers that are sold on discounted terms are also shown.

PAID AND CONTROLLED. Paid subscription copies sent individually addressed to an individual name or job title. The individual or job title meets the publishers 'Terms of Control' for the title. There is a further breakdown based on the subscription price paid.

SINGLE COPY SUBSCRIPTIONS. Paid copies, distributed individually addressed to a company or individual. There is a further breakdown based on the subscription rate paid.

MULTIPLE COPY SUBSCRIPTIONS. Sale of 2 or more copies that have been purchased but for whom detail on the final recipients is not available. These copies must be distributed to the same group of individuals for the life of the subscription. Most commonly they are copies that have been purchased from the publisher on behalf of a group of final recipients. This category may also include copies where the final recipient cannot be identified, but the subscription has been purchased by a third party at less than 10% of the full rate.

BULK SALES. These are copies purchased in bulk by a third party. Under B2B rules the purchase is not on an every issue basis and the final recipient is not identified.

SOCIETY / ASSOCIATION / ORGANISATION CIRCULATION. Circulation to members of a particular society/association for which the publication is the official journal is shown in this category with the following detail:

- ~ Paid Optional – members who have chosen to pay an additional sum to receive the magazine.
- ~ Unpaid Requested – in writing, by telephone or via web to a current member.
- ~ Non Optional – to current members of the society and association.

CONTROLLED FREE CIRCULATION. Copies sent free to individuals who can be proven to meet the 'Terms of Control' set by the publisher.

TERMS OF CONTROL. This is the criteria, set by the publisher, used to decide if an individual qualifies for a free copy.

Controlled free circulation is broken down into three further categories:

- ~ Individually Requested Copies – copies requested by the individual themselves
- ~ Company Requested Copies – copies requested for an individual by someone else from within their company
- ~ Non-Requested Copies by Name/Job Title – copies that have not been requested. The publisher is able to provide independent proof that the individuals 'fit' the target group specified.

AGE OF REQUESTS. If the Controlled Circulation is requested then the age of those requests is shown- broken down by 1, 2 and 3 years. All controlled circulation must be re-verified within three years

NON-CONTROLLED FREE CIRCULATION. This category is for free copies that are sent either to a person by name, or a company or a job title (not by name). Whilst it is known to whom the copies are being sent, no other information about the addressee is audited.

DUPLICATION LEVEL. This is the duplication that exists on the mailing list for the audit issue and is shown as a percentage. Duplicates are not removed from the circulation figures but represented by this percentage .

OTHER BULK SALES. These copies are supplied in bulk for free. This is either on an every issue or irregular basis (eg. airlines, hotels, businesses, exhibitions/conferences). The figure will not count towards the Average Net Circulation.