

Consumer Magazines

Circulation Certificate

January to December 2012



Setting the standard

Land Rover Owner International

Key information

Certificate type

Print

Metric type

Circulation

ABC headline

36,553 average per issue

Period

1 January 2012 to 31 December 2012

No of issues

13

Market sector

Motoring & Motorcycling: Motoring - 4x4

Contact details

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

Circulation analysis

Actively purchased circulation (UK & ROI)	99.3%
Multipacked Newstrade circulation	0%
Price: Basic cover price	£4.20
Published annual UK subscription rate	£54.60
Published annual ROI subscription rate	£88.70
Published annual other countries subscription rate	£88.70

Circulation breakdown

Newstrade/Single Copy Sales	22,565
Single Copy Subscription Sales	13,764
Multiple Copy Subscription Sales	2
Regular Bulk Sales	
Issue Specific Bulk Sales	
Society/Association Circulation	
Controlled Free Circulation	
Non-Controlled Free Circulation	222
Monitored Free Distribution	

This certificate is supported by the following organisations

	Net Total	United Kingdom & Republic of Ireland	Other Countries
Total Average Net Circulation Per Issue	36,553	32,177	4,376
Newstrade and other Single Copy Sales	22,565	19,940	2,625
At Basic Cover Price	22,565	19,940	2,625
Below BCP but not less than 50%	-	-	-
Less than 50% of BCP but not less than 20%	-	-	-
Single Copy Subscription Sales	13,764	12,038	1,726
At Basic Annual Rate	4,781	4,747	34
Below BAR but not less than 50%	8,216	6,933	1,283
Less than 50% of BAR but not less than 20%	564	155	409
Less than 20% of BAR but not less than 10%	4	4	-
Less than 10% of BAR	199	199	-
Multiple Copy Subscription Sales	2	2	-
At Basic Annual Rate	2	2	-
Below BAR but not less than 50%	-	-	-
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	-	-	-
Regular Bulk Sales	-	-	-
Issue Specific Bulk Sales	-	-	-
Society / Association / Organisation Circulation	-	-	-
Controlled Free Circulation	-	-	-
Non-Controlled Free Circulation	222	197	25
By Name	213	191	22
Not by Name	9	6	3
Monitored Free Distribution	-	-	-

Additional Analysis

	ACTIVELY PURCHASED / MULTI PACK PERCENTAGES		
	Net Total	United Kingdom & Republic of Ireland	Other Countries
Actively Purchased Circulation	99.3%	99.3%	99.4%
Multi Packed Newstrade Circulation	0%		

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

Basic Cover Price	£4.20
Published Annual UK Subscription Rate	£54.60
Published Annual RoI Subscription Rate	£88.70
Published Annual Other Countries Subscription Rate	£88.70

Duplication:

The mailing list for the audit issue was tested, the level of duplication found was: 1%

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	
Mar 12	-	-	-	-	-	-	-	-	-
Apr 12	-	-	-	-	-	-	-	-	-
Spring 12	-	-	-	-	-	-	-	-	-
May 12	-	-	-	-	-	-	-	-	-
Jun 12	-	-	-	-	-	-	-	-	-
Jul 12	-	-	-	-	-	-	-	-	-
Aug 12	-	-	-	-	-	-	-	-	-
Sep 12	-	-	-	-	-	-	-	-	-
Oct 12	-	-	-	-	-	-	-	-	-
Nov 12	-	-	-	-	-	-	-	-	-
Dec 12	-	-	-	-	-	-	-	-	-
Jan 13	-	-	-	-	-	-	-	-	-
Feb 13	-	-	-	-	-	-	-	-	-

*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)
Mar 12	38,971	38,834	99.60
Apr 12	35,775	35,641	99.60
Spring 12	38,021	37,887	99.60
May 12	34,520	33,719	97.70
Jun 12	35,658	35,522	99.60
Jul 12	40,158	40,026	99.70
Aug 12	34,814	34,604	99.40
Sep 12	37,838	37,638	99.50
Oct 12	33,564	33,369	99.40
Nov 12	35,760	35,562	99.40
Dec 12	35,537	35,330	99.40
Jan 13	39,493	39,283	99.50
Feb 13	36,424	36,206	99.40

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 or contact us at: ABC, Saxon House, 211 High Street Berkhamsted, Hertfordshire, HP4 1AD, UK
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About this certificate

This certificate was issued on 14 February 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.