

Business Magazines

Combined Total Profile Circulation Certificate
January to December 2015



Setting the standard

Air Conditioning & Refrigeration News



Key information

Metric type

Circulation

ABC total

9,629 average

Period

1 January 2015 to 31 December 2015

No of issues

11

Market sector

Food & Drink Processing: General

Audit issue circulation analysis

	% of circulation
Retail & Single Copy Sales	0%
Single Copy Subscription Sales	0%
Paid and Controlled	0%
Sponsored Subscription Sales	0%
Multiple Copy Subscription Sales	0%
Corporate Subscription Sales	0%
Society/Association/Organisation Circulation	0%
Controlled Free Circulation	46.76%
Non-Controlled Free Circulation	53.24%

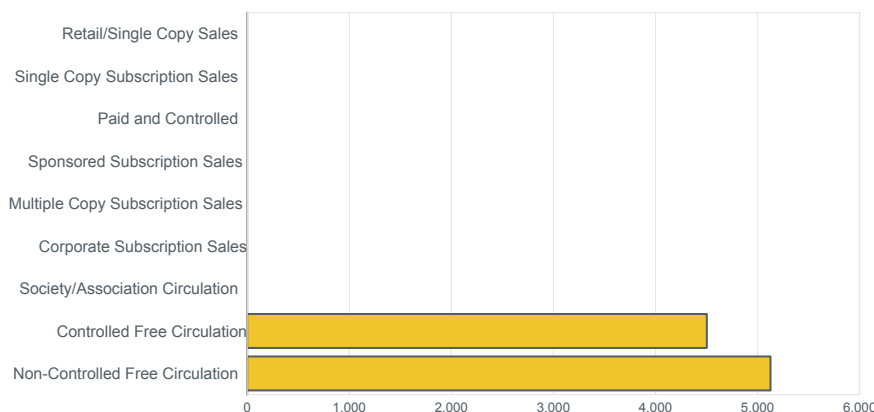
Demographics included:

Geographical Analysis
Industry/Business/Sector
Purchase/Specify/Influence Purchase
Job Function
Sources and Ages of Name and Address Records

Contact details

Datateam Business Media Ltd
Paul Ryder
Publication Director
15a London Road
Maidstone
Kent
ME16 8LY
01622 687031
pryder@datateam.co.uk
www.acr-news.com

Audit issue circulation breakdown - Print/Digital



	Total			United Kingdom			Other Countries		
	Total	Total Print	Total Digital	Total	Print Edition	Digital Edition	Total	Print Edition	Digital Edition
Average Circulation Per Issue	9,629	9,629	-	9,620	9,620	-	9	9	-
Average Retail Sales Per Issue	-	-		-	-		-	-	

Analysis for the Audit issue cover dated December 2015 and distributed on 27 November 2015

Audit Issue Circulation	9,628	9,628	-	9,628	9,628	-	-	-	-
Retail & Other Single Copy Sales	-	-	-	-	-	-	-	-	-
Single Copy Subscription Sales	-	-	-	-	-	-	-	-	-
Paid and Controlled	-	-	-	-	-	-	-	-	-
Sponsored Subscription Sales	-	-		-	-		-	-	
Multiple Copy Subscription Sales	-	-		-	-		-	-	
Corporate Subscription Sales	-		-	-		-	-		-
Society/Association/Organisation	-	-	-	-	-	-	-	-	-
Controlled Free Circulation	4,502	4,502	-	4,502	4,502	-	-	-	-
Individual requests	4,502	4,502	-	4,502	4,502	-	-	-	-
Company requests	-	-		-	-		-	-	
Non-requested by name	-	-		-	-		-	-	
Non-requested by job title / function	-	-		-	-		-	-	
Non-Controlled Free Circulation	5,126	5,126		5,126	5,126		-	-	
By name	5,126	5,126		5,126	5,126		-	-	
Not by name	-	-		-	-		-	-	

Duplication

The level of duplication on the mailing list for the audit issue was: 1%

Controlled circulation for the audit issue

Terms of control: Individuals in the UK and other countries who supply and operate, or are responsible for or influence the purchase or specification of air conditioning and refrigeration equipment, ancillary products and services.

	Total		0-1 Year		1-2 Years		2-3 Years	
	Qty	%	Qty	%	Qty	%	Qty	%
Total	4,502	100.0	263	5.8	3,890	86.4	349	7.8
Individual Requests - Print	4,502	100.0	263	5.8	3,890	86.4	349	7.8
Individual Requests - Digital	-	-	-	-	-	-	-	-
Company Requests - Print	-	-	-	-	-	-	-	-
Company Requests - Digital								

Issue by issue analysis (variances will show only if over 10% +/- the average net circulation)

Cover Date / ID	Distribution Date	Total Circulation	Print	Digital	Variance %
February 2015	23-Jan-15	9,645	9,645	-	-
March 2015	26-Feb-15	9,645	9,645	-	-
April 2015	26-Mar-15	9,616	9,616	-	-
May 2015	27-Apr-15	9,615	9,615	-	-
June 2015	26-May-15	9,623	9,623	-	-
July 2015	25-Jun-15	9,618	9,618	-	-
August 2015	24-Jul-15	9,624	9,624	-	-
September 2015	21-Sep-15	9,625	9,625	-	-
October 2015	29-Sep-15	9,625	9,625	-	-
November 2015	02-Nov-15	9,655	9,655	-	-
December 2015	27-Nov-15	9,628	9,628	-	-

More Information

'Gross' appended to the print and digital total reflects that the print total and the digital total have been combined without de-duplication.

To find out more about ABC, please visit www.abc.org.uk

To find out more about the Business Magazines sector and the definitions used on this certificate, please visit: www.abcstandards.org.uk

About this certificate

This certificate was issued on 1 June 2016.

The data included is derived from a return of circulation prepared by the publisher: Datateam Business 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.

ABC Ref: 805381/AG:20160601/BMSv21

Air Conditioning & Refrigeration News

Certificate for the 11 issues distributed between 1st January 2015 and 31st December 2015

Analysis of the Audit Issue by: Geographical Analysis

Description	Breakdown of Free Circulation				Total of Free Circulation	Total of Paid Circulation	Total	% of Total Circulation
	Controlled Free Copies		Non Controlled Free Circulation	Free Society/ Association/ Organisation Circulation				
	Requested	Non Requested						
TOTAL	4,502		5,126		9,628		9,628	100.00
Not Analysed			540		540		540	5.61
Analysed	4,502		4,586		9,088		9,088	94.39
Breakdown of Analysed Responses								
Total United Kingdom	4,502		4,586		9,088		9,088	94.39
East Anglia	210		194		404		404	4.20
East Midlands	380		392		772		772	8.02
London	232		274		506		506	5.26
Midlands	456		551		1,007		1,007	10.46
Northern	147		165		312		312	3.24
North West	461		503		964		964	10.01
South East	1,460		1,322		2,782		2,782	28.89
South West	371		350		721		721	7.49
Yorkshire	329		326		655		655	6.80
Northern Ireland	65		83		148		148	1.54
Scotland	260		270		530		530	5.50
Wales	131		156		287		287	2.98
Total Other Countries								
Republic of Ireland								
Other Countries								

Air Conditioning & Refrigeration News

Certificate for the 11 issues distributed between 1st January 2015 and 31st December 2015

Analysis of the Audit Issue by: Industry/Business/Sector

Description	Breakdown of Free Circulation				Total of Free Circulation	Total of Paid Circulation	Total	% of Total Circulation
	Controlled Free Copies		Non Controlled Free Circulation	Free Society/ Association/ Organisation Circulation				
	Requested	Non Requested						
TOTAL	4,502		5,126		9,628		9,628	100.00
Not Analysed	680		1,182		1,862		1,862	19.34
Analysed	3,822		3,944		7,766		7,766	80.66
<u>Breakdown of Analysed Responses</u>								
Contractor/Installer	1,617		1,649		3,266		3,266	33.92
Consulting Engineers	506		733		1,239		1,239	12.87
Building Services Provider e.g. maintenance, facilities management etc	371		384		755		755	7.84
Wholesaler/Distributor	304		238		542		542	5.63
Equipment Manufacturer/Manufacturing industries (non HVAC)	453		384		837		837	8.69
Architect/Surveyor/Design	67		51		118		118	1.23
Leisure Facility/Complex inc hotel, restaurant, museum etc	33		42		75		75	0.78
Cold Store/Refrigerated Transport	30		28		58		58	0.60
Retail Outlet/Food Retailer/Wholesaler	69		70		139		139	1.44
Health Service/Hospital/Education establishment	85		107		192		192	1.99
Central/Local Government	62		74		136		136	1.41
Service Industry/Utilities inc telecom, postal, finance, police, gas, electricity, water etc	225		184		409		409	4.25

Air Conditioning & Refrigeration News

Certificate for the 11 issues distributed between 1st January 2015 and 31st December 2015

Analysis of the Audit Issue by: Purchase/Specify/Influence Purchase

This analysis allows for multiple responses by the addressee.

This is an analysis of 8,396 copies, which represents **85.33%** of the distribution of the audit issue

Description	Breakdown of Free Circulation				Total of Free Circulation	Total of Paid Circulation	Total	% of Total Circulation
	Controlled Free Copies		Non Controlled Free Circulation	Free Society/ Association/ Organisation Circulation				
	Requested	Non Requested						
TOTAL	4,502		5,126		9,628		9,628	100.00
Not Analysed			1,232		1,232		1,232	12.80
Analysed	4,502		3,894		8,396		8,396	87.20
Total Responses	14,728		3,894		18,622		18,622	
Breakdown of Analysed Responses								
Air Conditioning	2,233		1,762		3,995		3,995	41.49
Air Handling	1,695		574		2,269		2,269	23.57
Controls/Instrumentation	1,629		372		2,001		2,001	20.78
Energy Management Systems	1,421		385		1,806		1,806	18.76
Heating	1,665		248		1,913		1,913	19.87
Insulation	1,411		163		1,574		1,574	16.35
Pumps	1,468		114		1,582		1,582	16.43
Refrigeration	1,552		178		1,730		1,730	17.97
Ventilation	1,654		98		1,752		1,752	18.20

Air Conditioning & Refrigeration News

Certificate for the 11 issues distributed between 1st January 2015 and 31st December 2015

Analysis of the Audit Issue by: Job Function

Description	Breakdown of Free Circulation				Total of Free Circulation	Total of Paid Circulation	Total	% of Total Circulation
	Controlled Free Copies		Non Controlled Free Circulation	Free Society/ Association/ Organisation Circulation				
	Requested	Non Requested						
TOTAL	4,502		5,126		9,628		9,628	100.00
Not Analysed	821		954		1,775		1,775	18.44
Analysed	3,681		4,172		7,853		7,853	81.56
<u>Breakdown of Analysed Responses</u>								
Contracting/Installing	142		283		425		425	4.41
Engineering	548		821		1,369		1,369	14.22
Estimating	105		83		188		188	1.95
General Management	550		714		1,264		1,264	13.13
Facilities Management	292		179		471		471	4.89
Purchasing	200		259		459		459	4.77
Sales/Marketing	444		300		744		744	7.73
Senior Management/Board Member	995		771		1,766		1,766	18.34
Servicing/Maintenance	263		427		690		690	7.17
Specification/Design	142		335		477		477	4.95

Air Conditioning & Refrigeration News

Certificate for the 11 issues distributed between 1st January 2015 and 31st December 2015

Analysis of the Audit Issue by: Sources & Ages of Name and Address Records

Description	Less Than 1 Year	Between 1 and 2 Years	Between 2 and 3 Years	Not Analysed (Includes Paid Circulation)	Total	% of Total Circulation
TOTAL	263	3,890	349	5,126	9,628	100.0
Not Analysed				5,126	5,126	53.2
Analysed	263	3,890	349		4,502	46.8
<u>Breakdown of Analysed Responses</u>						
Controlled Free Circulation - Requested	263	3,890	349		4,502	46.8
Individual Requests	263	3,890	349		4,502	46.8
Company Requests						
Controlled Free - Non Requested						
By Name						
By Job Title/Function						
Non Controlled Free Circulation				5,126	5,126	53.2
By Name				5,126	5,126	53.2
Not by Name						
Paid Circulation						