

# Business Magazines

Circulation Certificate

January to December 2014



Setting the standard

## Solids and Bulk Handling



### Key information

#### Certificate type

Print

#### Metric type

Circulation

#### ABC total

8,266 average

#### Period

1 January 2014 to 31 December 2014

#### No of issues

8

#### Market sector

Manufacturing: Materials Handling

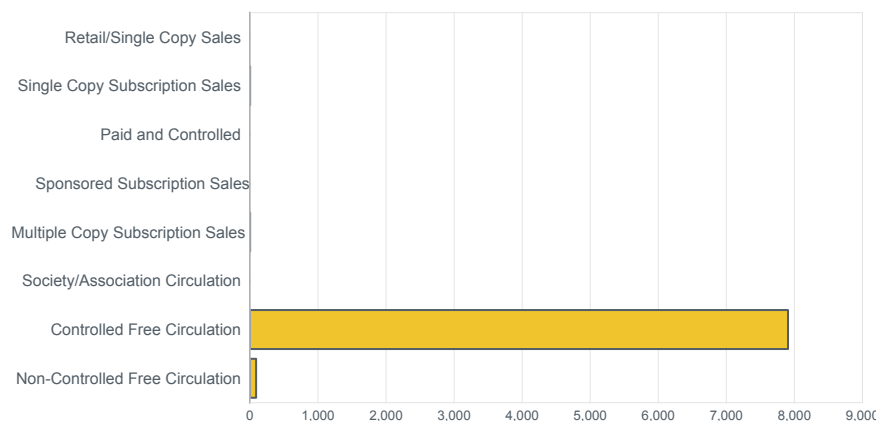
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### Audit issue circulation analysis

	% of circulation
Retail & Single Copy Sales	0%
Single Copy Subscription Sales	0.02%
Paid and Controlled	0%
Sponsored Subscription Sales	0%
Multiple Copy Subscription Sales	0.02%
Society/Association/Organisation Circulation	0%
Controlled Free Circulation	98.82%
Non-Controlled Free Circulation	1.12%

### Audit issue circulation breakdown



	Net Total	United Kingdom	Other Countries
<b>Average Circulation Per Issue</b>	<b>8,266</b>	<b>8,249</b>	<b>17</b>
Average Retail Sales Per Issue	-	-	-

## Analysis for the Audit issue cover dated November 2014 and distributed on 14 November 2014

<b>Audit Issue Circulation</b>	<b>8,000</b>	<b>7,983</b>	<b>17</b>
<b>Retail &amp; Other Single Copy Sales</b>	-	-	-
<b>Single Copy Subscription Sales</b>	<b>2</b>	-	<b>2</b>
At full rate	2	-	2
Less than full rate but not 50%	-	-	-
Less than 50% of full rate but not 20%	-	-	-
Less than 20% of full rate but not 10%	-	-	-
Less than 10% of full rate	-	-	-
<b>Paid and Controlled</b>	-	-	-
<b>Sponsored Subscription Sales</b>	-	-	-
<b>Multiple Copy Subscription Sales</b>	<b>2</b>	<b>2</b>	-
At full rate	2	2	-
Less than full rate but not 50%	-	-	-
Less than 50% of full rate but not 20%	-	-	-
Less than 20% of full rate but not 10%	-	-	-
Less than 10% of full rate	-	-	-
<b>Society/Association/Organisation</b>	-	-	-
<b>Controlled Free Circulation</b>	<b>7,906</b>	<b>7,906</b>	-
Individual requests	7,906	7,906	-
Company requests	-	-	-
Non-requested by name	-	-	-
Non-requested by job title / function	-	-	-
<b>Non-Controlled Free Circulation</b>	<b>90</b>	<b>75</b>	<b>15</b>
By Name	79	64	15
Not by Name	11	11	-

## Duplication

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

## Basic cover price & subscription rates for the audit issue

Basic cover price (UK):	
Basic cover price (RoI):	
Basic annual rate (UK):	£126.00
Basic annual rate (OC):	£148.00 to £174.00

## Controlled circulation for the audit issue

Terms of control: Directors, Managers and individuals in organisations who are involved in the processing, handling, storing, movement and control of loose materials.

Age of source data	Total		0-1 Year		1-2 Years		2-3 Years	
	Qty	%	Qty	%	Qty	%	Qty	%
<b>Total</b>	<b>7,906</b>	<b>100.0</b>	<b>1,557</b>	<b>19.7</b>	<b>5,373</b>	<b>68.0</b>	<b>976</b>	<b>12.3</b>
Individual Requests	7,906	100.0	1,557	19.7	5,373	68.0	976	12.3
Company Requests	-	-	-	-	-	-	-	-

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

Cover Date / ID	Distribution Date	Net Circ.	Variance %
February 2014	13-Feb-2014	8,359	-
March 2014	12-Mar-2014	8,300	-
May 2014	12-May-2014	8,359	-
June 2014	17-Jun-2014	8,359	-
August 2014	14-Aug-2014	8,250	-
September 2014	12-Sep-2014	8,250	-
October 2014	10-Oct-2014	8,250	-
November 2014	14-Nov-2014	8,000	-

## More Information

To find out more about ABC, please visit [www.abc.org.uk](http://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](http://www.abcstandards.org.uk)

## About this certificate

This certificate was issued on 7 March 2015.

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

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ABC Ref: 11926.00/CA:20150307/BMSv20