



# Standard Certificate of Circulation

For the 2 issues distributed between 1st January 2005 and 30th June 2005

**Business  
Magazines**

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**Hotel, Sport & Leisure**

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This certificate expires on 30th September 2006 unless ABC has issued a new certificate before that date.

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All data carried in this certificate is derived from a Return of Circulation approved by ABC on: 23rd September 2005 on behalf of the publisher:

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# Hotel, Sport & Leisure

Certificate of Average Net Circulation for the 2 issues distributed between 1st January 2005 and 30th June 2005

	Net Total	United Kingdom	Other Countries
<b>Total Average Net Circulation Per Issue</b>	<b>10,680</b>	<b>10,676</b>	<b>4</b>
<b>Total Average Net Newstrade Sales Per Issue</b>	-	-	-

## Analysis for the Audit Issue cover dated Spring 2005 and distributed on 3rd May 2005

<b>TOTAL NET CIRCULATION</b>		<b>10,705</b>	<b>10,698</b>	<b>7</b>
<b>Newstrade and other Single Copy Sales</b>	<b>TOTAL</b>	-	-	-
At Full Cover Price/NTT		-	-	-
At a Lower Rate		-	-	-
<b>Paid and Controlled</b>	<b>TOTAL</b>	-	-	-
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
<b>Single Copy Subscription Sales</b>	<b>TOTAL</b>	-	-	-
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
<b>Multiple Copy Subscription Sales</b>	<b>TOTAL</b>	-	-	-
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
<b>Bulk Sales</b>	<b>TOTAL</b>	-	-	-
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
<b>Society/Association/Organisation Circulation</b>	<b>TOTAL</b>	-	-	-
Paid optional single copies		-	-	-
Unpaid single copies requested in writing		-	-	-
Unpaid single copies requested by internet		-	-	-
Unpaid single copies requested by telephone		-	-	-
Non-optional single copies		-	-	-
<b>Controlled Free Circulation</b>	<b>TOTAL</b>	<b>2,488</b>	<b>2,482</b>	<b>6</b>
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
Individually requested in writing		1,077	1,071	6
Individually requested by internet		31	31	-
Individually requested by telephone		-	-	-
Company requested in writing		6	6	-
Company requested by internet		-	-	-
Company requested by telephone		-	-	-
Non-requested by name		1,374	1,374	-
Non-requested by job title / function		-	-	-
<b>Non-Controlled Free Circulation</b>	<b>TOTAL</b>	<b>8,217</b>	<b>8,216</b>	<b>1</b>
By Name		8,212	8,211	1
Not by name		5	5	-

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

### Miscellaneous data:

The cover price for the audit issue was Not Applicable

The annual United Kingdom subscription rate for the audit issue was: Not Applicable

The annual other countries subscription rate for the audit issue was: Not Applicable

# Hotel, Sport & Leisure

Certificate of Average Net Circulation for the 2 issues distributed between 1st January 2005 and 30th June 2005

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## Society / Association / Organisation Circulation

None

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### Controlled Circulation - Terms of Control in audit period

Directors, proprietors, managers and other individuals working in the hotel, sport and leisure industries. Architects, interior designers, surveyors, engineers, owners, general managers, directors and facilities/property/project managers.

### Age of Requests - based on the documentation for the issue distributed on 3rd May 2005

	Quantity	%
TOTAL	1, 114	100. 0
1 to 12 months	684	61. 4
13 to 24 months	430	38. 6
25 to 36 months	-	-

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### Actual Distribution Dates for issues distributed during the audit period

**Variations** 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	Variance %	Bulk %	Cover Date/ID	Distribution Date	Variance %	Bulk %
Winter	03-Feb-2005	-	-				
Spring 2005	03-May-2005	-	-				

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**Exhibitions / Conferences** to which bulk free copies are supplied. Please note, these copies are NOT included in the circulation of any issue

None