



Profile Certificate of Circulation

For the 12 issues distributed between 1st January 2006 and 31st December 2006

**Business
Magazines**

Air Conditioning & Refrigeration News



Contents

2	Analysis of Circulation
3	Supporting Data

Additional Demographics Analysis by

4	Geographical Analysis
5	Industry/Business/Sector
6	Purchase/Specify/Influence Purchase
7	Job Function
8	Sources & Ages of Name and Address Records

The Primary Market Sector for this publication is:

Refrigeration

This certificate expires on 31st March 2008 unless ABC has issued a new certificate before that date.

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

Tel: +44 (0) 1442 870800
Fax: +44 (0) 1442 200700
Net: www.abc.org.uk
Email: abcpost@abc.org.uk

All data carried in this certificate is derived from a Return of Circulation approved by ABC on: 8th March 2007 on behalf of the publisher: Faversham House Group Ltd. The publisher has certified that the data has been reported in accordance with ABC rules. ABC will audit the data and if any material error or omission is found, an audit report will be issued giving details of the error or omission.

For details of audit reports issued or the rules and procedures, please contact ABC.

The Audit Bureau of Circulations 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 the Audit Bureau of Circulations Ltd.

Published by
Faversham House Group Ltd
Faversham House
232a Addington Road
South Croydon
Surrey CR2 8LE

Tel: 020 8651 7100
Fax: 020 8651 7117
Net: www.acr-news.com
email: acr@fav-house.com



Air Conditioning & Refrigeration News

Certificate of Average Net Circulation for the 12 issues distributed between 1st January 2006 and 31st December 2006

	Net Total	United Kingdom	Other Countries
TOTAL AVERAGE NET CIRCULATION PER ISSUE	9,480	9,383	97
Total Average Net Newstrade Sales Per Issue	-	-	-

Analysis for the Audit Issue cover dated November 2006 and distributed on 20th October 2006

		9,480	9,390	90
Total Net Circulation				
Newstrade and other Single Copy Sales	Total	-	-	-
At Full Cover Price/NTT		-	-	-
At a Lower Rate		-	-	-
Paid and Controlled	Total	-	-	-
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		-	-	-
Single Copy Subscription Sales	Total	125	85	40
At Full Rate		125	85	40
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
Multiple Copy Subscription Sales	Total	-	-	-
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
Bulk Sales	Total	-	-	-
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
Society/Association/Organisation Circulation	Total	-	-	-
Paid optional single copies		-	-	-
Unpaid single copies (Written Requests)		-	-	-
Unpaid single copies (Electronic Requests)		-	-	-
Unpaid single copies (Telephone Requests)		-	-	-
Non-optional single copies		-	-	-
Controlled Free Circulation	Total	9,355	9,305	50
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
Individual Written Requests		3,285	3,239	46
Individual Electronic Requests		-	-	-
Individual Telephone Requests		6,070	6,066	4
Company Written Requests		-	-	-
Company Electronic Requests		-	-	-
Company Telephone Requests		-	-	-
Non-requested by name		-	-	-
Non-requested by job title / function		-	-	-
Non-Controlled Free Circulation	Total	-	-	-
By Name		-	-	-
Not by name		-	-	-

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

Miscellaneous data:

The Basic Cover Price for the audit issue was: Not Applicable

The United Kingdom Basic Annual Rate for Subscriptions for the audit issue was: £49.00

The annual other countries subscription rate for the audit issue was: £61.00

2 or 3 year subscriptions are available

Air Conditioning & Refrigeration News

Certificate of Average Net Circulation for the 12 issues distributed between 1st January 2006 and 31st December 2006

Society / Association / Organisation Circulation

None

Controlled Circulation - Terms of Control in audit period

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.

Category by quantity	Age of source data for the Audit Issue			
	Total	0-1 yr	1-2 yrs	2-3 yrs
Total	9,355	5,123	3,200	1,032
Individual Requests	9,355	5,123	3,200	1,032
Company Requests	-	-	-	-

Category by percentage	Age of source data for the Audit Issue			
	Total	0-1 yr	1-2 yrs	2-3 yrs
Total	100.0	54.8	34.2	11.0
Individual Requests	100.0	54.8	34.2	11.0
Company Requests	-	-	-	-

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	Net Circ.	Variance %	Bulk %	Cover Date/ID	Distribution Date	Net Circ.	Variance %	Bulk %
February 2006	20-Jan-2006	9,474	-	-					
March 2006	16-Feb-2006	9,496	-	-					
April 2006	16-Mar-2006	9,498	-	-					
May 2006	19-Apr-2006	9,479	-	-					
June 2006	18-May-2006	9,493	-	-					
July 2006	15-Jun-2006	9,489	-	-					
August 2006	17-Jul-2006	9,477	-	-					
September 2006	21-Aug-2006	9,475	-	-					
October 2006	23-Sep-2006	9,475	-	-					
November 2006	20-Oct-2006	9,480	-	-					
December 2006	15-Nov-2006	9,465	-	-					
January 2007	14-Dec-2006	9,459	-	-					

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

None

Air Conditioning & Refrigeration News

Certificate for the 12 issues distributed between 1st January 2006 and 31st December 2006

Analysis of the Audit Issue by: Geographic 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	9,355				9,355	125	9,480	100.00
Not Analysed								
Analysed	9,355				9,355	125	9,480	100.00
<u>Breakdown of Analysed Responses</u>								
Total United Kingdom	9,305				9,305	85	9,390	99.05
East Anglia	437				437		437	4.61
East Midlands	716				716	1	717	7.56
Midlands	870				870	2	872	9.20
London	551				551	12	563	5.94
Northern	339				339		339	3.58
North West	867				867		867	9.15
South East	3,074				3,074	58	3,132	33.04
South West	825				825	8	833	8.79
Yorkshire	653				653		653	6.89
Scotland	560				560		560	5.91
Wales	267				267	4	271	2.86
Northern Ireland	146				146		146	1.54
Total Other Countries	50				50	40	90	0.95
Republic of Ireland	1				1	1	2	0.02
Other Countries	49				49	39	88	0.93

Air Conditioning & Refrigeration News

Certificate for the 12 issues distributed between 1st January 2006 and 31st December 2006

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	9,355				9,355	125	9,480	100.00
Not Analysed						125	125	1.32
Analysed	9,355				9,355		9,355	98.68
<u>Breakdown of Analysed Responses</u>								
Contractor/Installer/Building Services Provider e.g. maintenance, facilities management etc	5,654				5,654		5,654	59.64
Wholesaler/Distributor	618				618		618	6.52
Equipment Manufacturer	736				736		736	7.76
Consulting Engineers	889				889		889	9.38
Architect/Surveyor/Design	104				104		104	1.10
Leisure facility/complex inc hotel, restaurant, museum etc	103				103		103	1.09
Cold Store/Refrigerated Transport	137				137		137	1.45
Food/Drink Processing	85				85		85	0.90
Food Retailer/Wholesaler	86				86		86	0.91
Health Service/Hospital	150				150		150	1.58
Central/Local Government	178				178		178	1.88
Retail Outlet	118				118		118	1.24
Service industry inc telecom, postal, finance, police etc	192				192		192	2.03
Manufacturing Industries (not HVAC)	147				147		147	1.55
Education establishment	61				61		61	0.64
Utilities inc electricity, gas, water	97				97		97	1.02

Air Conditioning & Refrigeration News

Certificate for the 12 issues distributed between 1st January 2006 and 31st December 2006

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

This analysis allows for multiple responses by the addressee.

This is an analysis of 9156 copies, which represents 96% 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	9,355				9,355	125	9,480	100.00
Not Analysed	199				199	125	324	3.42
Analysed	9,156				9,156		9,156	96.58
Total Responses	48,590				48,590		48,590	
<u>Breakdown of Analysed Responses</u>								
Air Conditioning	7,519				7,519		7,519	79.31
Air Handling	5,717				5,717		5,717	60.31
Controls/Instrumentation	4,896				4,896		4,896	51.65
Energy Management Systems	3,830				3,830		3,830	40.40
Heating	5,151				5,151		5,151	54.34
Insulation	4,743				4,743		4,743	50.03
Pumps	4,978				4,978		4,978	52.51
Refrigeration	6,255				6,255		6,255	65.98
Ventilation	5,501				5,501		5,501	58.03

Air Conditioning & Refrigeration News

Certificate for the 12 issues distributed between 1st January 2006 and 31st December 2006

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	9,355				9,355	125	9,480	100.00
Not Analysed						125	125	1.32
Analysed	9,355				9,355		9,355	98.68
<u>Breakdown of Analysed Responses</u>								
Contracting/Installing	1,204				1,204		1,204	12.70
Engineering	1,468				1,468		1,468	15.49
Estimating	205				205		205	2.16
General Management	1,229				1,229		1,229	12.96
Facilities Management	548				548		548	5.78
Purchasing	522				522		522	5.51
Sales/Marketing	507				507		507	5.35
Senior Management/Board Member	2,130				2,130		2,130	22.47
Servicing/Maintenance	1,015				1,015		1,015	10.71
Specification/Design	503				503		503	5.31
Other	24				24		24	0.25

Air Conditioning & Refrigeration News

Certificate for the 12 issues distributed between 1st January 2006 and 31st December 2006

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	5,123	3,200	1,032	125	9,480	100.0
Not Analysed				125	125	1.3
Analysed	5,123	3,200	1,032		9,355	98.7
<u>Breakdown of Analysed Responses</u>						
Controlled Free Circulation - Requested	5,123	3,200	1,032		9,355	98.7
Individual Written Requests	1,993	969	323		3,285	34.7
Individual Electronic Requests						
Individual Telephone Requests	3,130	2,231	709		6,070	64.0
Company Written Requests						
Company Electronic Requests						
Company Telephone Requests						
Controlled Free - Non Requested						
By Name						
By Job Title/Function						
Non Controlled Free Circulation						
By Name						
Not by Name						
Paid Circulation				125	125	1.3