

**New Electronics**

# newelectronics



**Key information**

**Certificate type**

Print - with Demographics

**Metric type**

Circulation

**ABC headline**

16,051 average per issue

**Period**

1 January 2011 to 31 December 2011

**No of issues**

22

**Market sector**

Electronics: General

**Contact details**

Findlay Media Ltd  
Hawley Mill  
Hawley Road  
Dartford, Kent  
DA2 7TJ  
01322 221144  
sales@newelectronics.co.uk  
www.newelectronics.co.uk

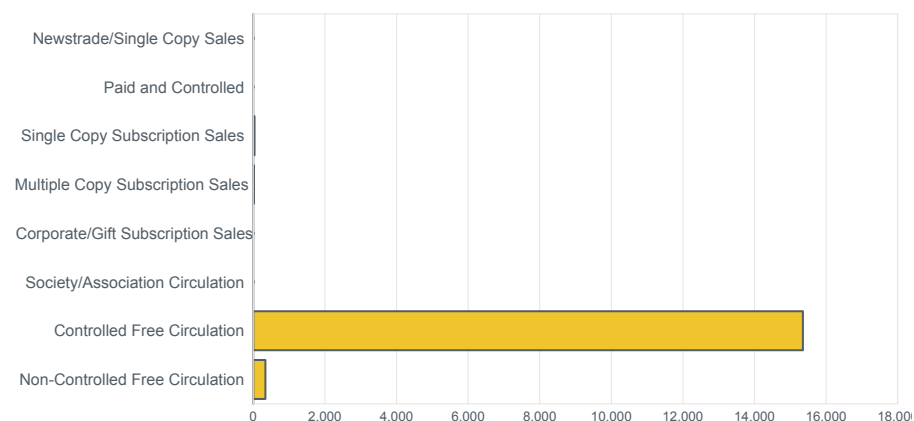
**Audit issue circulation analysis**

	% of circulation
Newstrade & Single Copy Sales	0%
Paid and Controlled	0%
Single Copy Subscription Sales	0.22%
Multiple Copy Subscription Sales	0.06%
Corporate/Gift Subscription Sales	0%
Society/Association/Organisation Circulation	0%
Controlled Free Circulation	97.57%
Non-Controlled Free Circulation	2.15%

**Demographics included:**

Geographical Analysis  
Industry/Business Sector  
Job Function

**Audit issue circulation breakdown**



This certificate is supported by the following organisations

# New Electronics

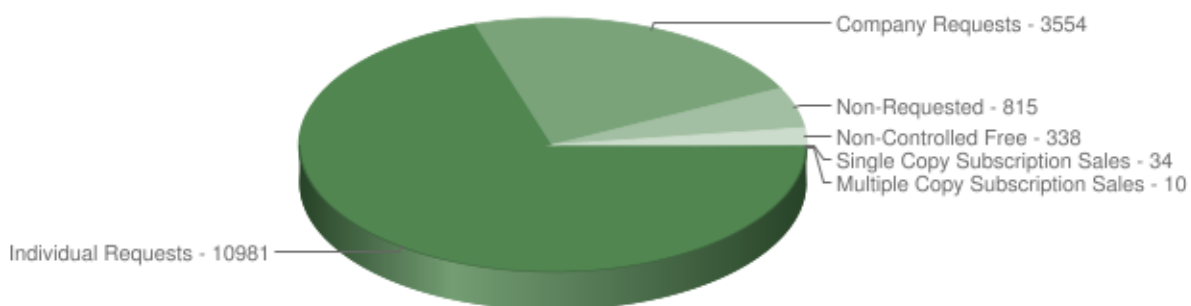
Certificate of Average Net Circulation for the 22 issues distributed between 1 January 2011 and 31 December 2011

	Net Total	United Kingdom	Other Countries
<b>TOTAL AVERAGE NET CIRCULATION PER ISSUE</b>	<b>16,051</b>	<b>15,891</b>	<b>160</b>
Total Average Net Newstrade Sales Per Issue	-	-	-

Analysis for the Audit issue cover dated 22 Nov 2011 and distributed on 22 November 2011

	15,732	15,584	148
<b>Total Net Circulation</b>			
<b>Newstrade &amp; Other Single Copy Sales</b>	-	-	-
<b>Paid and Controlled</b>	-	-	-
<b>Single Copy Subscription Sales</b>	<b>34</b>	<b>21</b>	<b>13</b>
At Full Rate	34	21	13
At Between 50% and 100% of Full Rate	-	-	-
At less than 50% of Full Rate	-	-	-
<b>Multiple Copy Subscription Sales</b>	<b>10</b>	<b>10</b>	<b>-</b>
At Full Rate	10	10	-
At Between 50% and 100% of Full Rate	-	-	-
At less than 50% of Full Rate	-	-	-
<b>Society/Association/Organisation Circulation</b>	-	-	-
<b>Controlled Free Circulation</b>	<b>15,350</b>	<b>15,350</b>	<b>-</b>
see terms of control. Sources for all addressees are less than 3 years old.			
Individual Written Requests	3	3	-
Individual Electronic Requests	1,427	1,427	-
Individual Telephone Requests	9,551	9,551	-
Company Written Requests	-	-	-
Company Electronic Requests	4	4	-
Company Telephone Requests	3,550	3,550	-
Non-requested by name	815	815	-
Non-requested by job title / function	-	-	-
<b>Non-Controlled Free Circulation</b>	<b>338</b>	<b>203</b>	<b>135</b>
By Name	338	203	135
Not by Name	-	-	-

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



## SUPPORTING DATA

### Basic Cover Price & Subscription Rates

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

The United Kingdom Basic Annual Rates for Subscriptions for the audit issue were: £106.00

The Annual Other Countries Subscription Rates for the audit issue ranged between: £161.00 to £197.00

# New Electronics

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## Controlled Circulation

Terms of Control in the audit period:

Engineers and Engineering management at their business addresses who directly control or influence the electronics design and specification function for electronics components, systems or materials and individuals directly responsible for the purchase of electronics components, systems or materials.

Age of Source Data for the Audit Issue	Total		0-1 Year		1-2 Years		2-3 Years	
	Qty	%	Qty	%	Qty	%	Qty	%
<b>Total</b>	<b>14,535</b>	<b>100.0</b>	<b>7,903</b>	<b>54.4</b>	<b>5,498</b>	<b>37.8</b>	<b>1,134</b>	<b>7.8</b>
Individual Requests	10,981	75.5	5,890	40.5	4,248	29.2	843	5.8
Company Requests	3,554	24.5	2,013	13.8	1,250	8.6	291	2.0

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

**Variances** for issues with a variance of more than 10% above (+) or below (-) the average net circulation

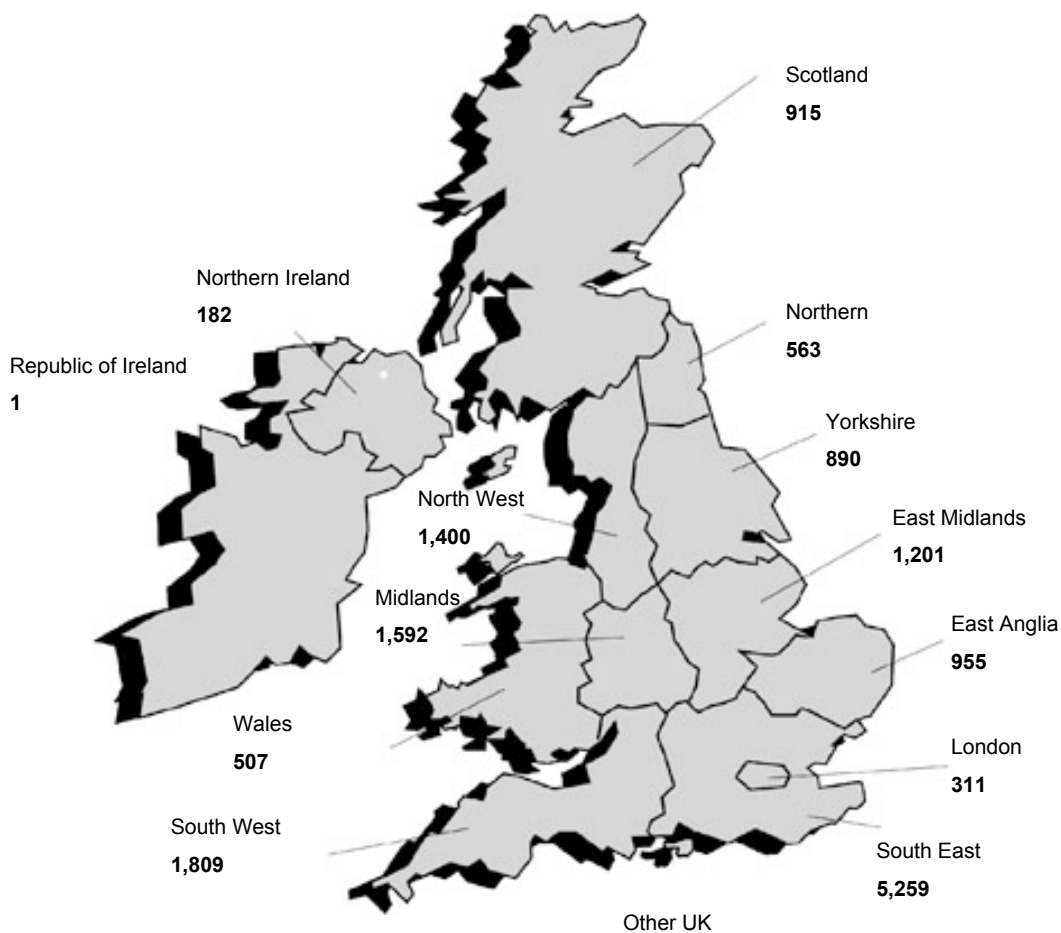
Cover Date / ID	Distribution Date	Net Circ.	Variance %	Cover Date / ID	Distribution Date	Net Circ.	Variance %
11 Jan 2011	10-Jan-2011	16,418	-				
25 Jan 2011	24-Jan-2011	16,419	-				
8 Feb 2011	08-Feb-2011	16,418	-				
22 Feb 2011	22-Feb-2011	16,419	-				
8 Mar 2011	08-Mar-2011	16,416	-				
22 Mar 2011	21-Mar-2011	16,417	-				
12 Apr 2011	11-Apr-2011	16,508	-				
26 Apr 2011	26-Apr-2011	16,409	-				
10 May 2011	09-May-2011	16,508	-				
24 May 2011	23-May-2011	15,757	-				
14 Jun 2011	13-Jun-2011	15,760	-				
28 Jun 2011	29-Jun-2011	15,755	-				
12 Jul 2011	11-Jul-2011	15,752	-				
26 Jul 2011	25-Jul-2011	15,752	-				
9 Aug 2011	09-Aug-2011	15,750	-				
13 Sep 2011	12-Sep-2011	15,744	-				
27 Sep 2011	27-Sep-2011	15,741	-				
11 Oct 2011	10-Oct-2011	16,240	-				
25 Oct 2011	28-Oct-2011	15,740	-				
8 Nov 2011	08-Nov-2011	15,736	-				
22 Nov 2011	22-Nov-2011	15,732	-				
13 Dec 2011	13-Dec-2011	15,734	-				

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## Geographical Analysis of circulation of the audit issue

<b>Total Circulation</b>	<b>15,732</b>	<b>Total Analysed</b>	<b>15,732</b>	<b>Total Not Analysed</b>	<b>-</b>
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<b>United Kingdom</b>	<b>15,584</b>
East Anglia	955
East Midlands	1,201
London	311
Midlands	1,592
North West	1,400
Northern	563
South East	5,259
South West	1,809
Yorkshire	890
Northern Ireland	182
Scotland	915
Wales	507
Other UK	-
<b>Republic of Ireland</b>	<b>1</b>
<b>Other Countries (exc Rol)</b>	<b>147</b>

# New Electronics

Certificate of Average Net Circulation for the 22 issues distributed between 1 January 2011 and 31 December 2011

## DEMOGRAPHIC DATA

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

Description	Breakdown of Free Circulation				Total of Free Circulation	Total of Paid Circulation	Total	%
	Controlled Free Copies		Non Controlled Free Circulation	Free Society/ Association/ Organisation/ Circulation				
	Requested	Non Requested						
<b>Total Addressees</b>	<b>14,535</b>	<b>815</b>	<b>338</b>		<b>15,688</b>	<b>44</b>	<b>15,732</b>	<b>100.0</b>
<b>Addressees Analysed</b>	<b>14,535</b>	<b>815</b>			<b>15,350</b>		<b>15,350</b>	<b>97.6</b>
<b>Addressees Not Analysed</b>			<b>338</b>		<b>338</b>	<b>44</b>	<b>382</b>	<b>2.4</b>
Office Machines & Computers	234	3			<b>237</b>		<b>237</b>	1.5
Alarms & Signal Equipment	233	10			<b>243</b>		<b>243</b>	1.5
Communications Equipment	214	6			<b>220</b>		<b>220</b>	1.4
Electrical Instruments & Controls	1,076	37			<b>1,113</b>		<b>1,113</b>	7.1
Radio & Electronic Capital Goods	554	17			<b>571</b>		<b>571</b>	3.6
Passive Components	545	23			<b>568</b>		<b>568</b>	3.6
Active Components	206	6			<b>212</b>		<b>212</b>	1.4
Consumer Electronics	585	16			<b>601</b>		<b>601</b>	3.8
Measurement & Test Instruments	657	22			<b>679</b>		<b>679</b>	4.3
Metalworking Machine Tools	181	10			<b>191</b>		<b>191</b>	1.2
Food & Chemical Machinery	201	14			<b>215</b>		<b>215</b>	1.4
Mining & Construction Machinery	265	18			<b>283</b>		<b>283</b>	1.8
Printing, Paper & Glass Machinery	81	2			<b>83</b>		<b>83</b>	0.5
Other Machinery	1,182	80			<b>1,262</b>		<b>1,262</b>	8.0
Other Mechanical Engineering	187	10			<b>197</b>		<b>197</b>	1.2
Basic Electrical Equipment	707	38			<b>745</b>		<b>745</b>	4.7
Other Electrical/Electronic Engineering	548	32			<b>580</b>		<b>580</b>	3.7
Motor Vehicles & Parts	468	43			<b>511</b>		<b>511</b>	3.2
Aerospace Equipment & Repair	719	21			<b>740</b>		<b>740</b>	4.7
Other Transport & Repair	152	14			<b>166</b>		<b>166</b>	1.1
Other Instrument Engineering	391	25			<b>416</b>		<b>416</b>	2.6
Other Metal Goods	503	88			<b>591</b>		<b>591</b>	3.8
Energy & Water Supply Industries	53	5			<b>58</b>		<b>58</b>	0.4
Minerals, Ores & Chemicals	171	48			<b>219</b>		<b>219</b>	1.4
Other Manufacturing Industries	529	93			<b>622</b>		<b>622</b>	4.0
Electronics Distributors	50	2			<b>52</b>		<b>52</b>	0.3
Design Consultants & Technical Services	2,635	98			<b>2,733</b>		<b>2,733</b>	17.4
Other Business Services	234	6			<b>240</b>		<b>240</b>	1.5
Research & Development	840	18			<b>858</b>		<b>858</b>	5.4
Other Industries	134	10			<b>144</b>		<b>144</b>	0.9

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## Analysis of the Audit Issue by: Job Function

This analysis allows for multiple responses by the addressee

Description	Breakdown of Free Circulation				Total of Free Circulation	Total of Paid Circulation	Total	%
	Controlled Free Copies		Non Controlled Free Circulation	Free Society/ Association/ Organisation Circulation				
	Requested	Non Requested						
<b>Total Addressees</b>	<b>14,535</b>	<b>815</b>	<b>338</b>		<b>15,688</b>	<b>44</b>	<b>15,732</b>	<b>100.0</b>
<b>Addressees Analysed</b>	<b>14,182</b>	<b>804</b>			<b>14,986</b>		<b>14,986</b>	<b>95.3</b>
<b>Addressees Not Analysed</b>	<b>353</b>	<b>11</b>	<b>338</b>		<b>702</b>	<b>44</b>	<b>746</b>	<b>4.7</b>
<b>Total Responses</b>	<b>56,053</b>	<b>1,672</b>			<b>57,725</b>		<b>57,725</b>	<b>366.9</b>
General Management	5,232	234			<b>5,466</b>		<b>5,466</b>	34.7
Design Management	9,048	247			<b>9,295</b>		<b>9,295</b>	59.1
Product Design	10,468	307			<b>10,775</b>		<b>10,775</b>	68.5
Software Design	5,667	82			<b>5,749</b>		<b>5,749</b>	36.5
Research & Development	7,808	153			<b>7,961</b>		<b>7,961</b>	50.6
Design Test	6,470	96			<b>6,566</b>		<b>6,566</b>	41.7
Purchasing	5,061	456			<b>5,517</b>		<b>5,517</b>	35.1
Systems Integration	6,299	97			<b>6,396</b>		<b>6,396</b>	40.7

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## 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](http://www.abc.org.uk) or contact us at: ABC, Saxon House, 211 High Street Berkhamsted, Hertfordshire, HP4 1AD, UK  
Tel: +44 (1442) 870 800 or [info@abc.org.uk](mailto:info@abc.org.uk).

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## About this certificate

This certificate was issued on 22 February 2012. The data included is derived from a return of circulation prepared by the publisher: Findlay Media Limited.

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 2013 unless ABC has issued a new certificate before that date.

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# New Electronics

Certificate of Average Net Circulation for the 22 issues distributed between 1 January 2011 and 31 December 2011

## GLOSSARY

**THE DISTRIBUTION PERIOD.** This is the time period covered by the ABC certificate.

**EXPIRY DATE.** Date at which the certificate is no longer valid-all Business Publications must issue an ABC certificate at least annually and on a continuous basis when they are in ABC membership.

**TOTAL AVERAGE CIRCULATION PER ISSUE.** This is commonly known as the headline ABC figure and is the average of the circulation of all the issues distributed over the distribution period covered by the certificate.

**AUDIT ISSUE.** A detailed analysis of the circulation is conducted on one issue specified by ABC this is called the audit issue.

**CATEGORIES OF CIRCULATION.** Publishers can show the detail of their circulation in various categories as specified below and governed by ABC rules.

**NEWSTRADE & SINGLE COPY SALES.** Copies purchased from recognised retail outlets or individually direct from the publisher. Most newstrade sales are made on a 'sale or return' basis and only the sale of copies can be claimed. The numbers that are sold on discounted terms are also shown.

**PAID AND CONTROLLED.** Paid subscription copies sent individually addressed to an individual name or job title. The individual or job title meets the publishers 'Terms of Control' for the title. There is a further breakdown based on the subscription price paid.

**SINGLE COPY SUBSCRIPTIONS.** Paid copies, distributed individually addressed to a company or individual. There is a further breakdown based on the subscription rate paid.

**MULTIPLE COPY SUBSCRIPTIONS.** Sale of 2 or more copies that have been purchased but for whom detail on the final recipients is not available. These copies must be distributed to the same group of individuals for the life of the subscription. Most commonly they are copies that have been purchased from the publisher on behalf of a group of final recipients. This category may also include copies where the final recipient cannot be identified, but the subscription has been purchased by a third party at less than 10% of the full rate.

**CORPORATE / GIFT SUBSCRIPTION SALES.** A corporate subscription is purchased by a business/organisation on behalf of their employees. A gift subscription is purchased by one individual on behalf of another individual (maximum order being 12 separate subscriptions for named individuals from one purchaser who is not the recipient, their employer, a customer or member).

**SOCIETY / ASSOCIATION / ORGANISATION CIRCULATION.** Circulation to members of a particular society/association for which the publication is the official journal is shown in this category with the following detail:

- ~ Paid Optional – members who have chosen to pay an additional sum to receive the magazine.
- ~ Unpaid Requested – in writing, by telephone or via web to a current member.
- ~ Non Optional – to current members of the society and association.

**CONTROLLED FREE CIRCULATION.** Copies sent free to individuals who can be proven to meet the 'Terms of Control' set by the publisher.

**TERMS OF CONTROL.** This is the criteria, set by the publisher, used to decide if an individual qualifies for a free copy.

Controlled free circulation is broken down into three further categories:

- ~ Individually Requested Copies – copies requested by the individual themselves
- ~ Company Requested Copies – copies requested for an individual by someone else from within their company
- ~ Non-Requested Copies by Name/Job Title – copies that have not been requested. The publisher is able to provide independent proof that the individuals 'fit' the target group specified.

**AGE OF REQUESTS.** If the Controlled Circulation is requested then the age of those requests is shown- broken down by 1, 2 and 3 years. All controlled circulation must be re-verified within three years.

**NON-CONTROLLED FREE CIRCULATION.** This category is for free copies that are sent either to a person by name, or a company or a job title (not by name). Whilst it is known to whom the copies are being sent, no other information about the addressee is audited.

**DUPLICATION LEVEL.** This is the duplication that exists on the mailing list for the audit issue and is shown as a percentage. Duplicates are not removed from the circulation figures but represented by this percentage.

**OTHER BULK SALES.** These copies are supplied in bulk for free. This is either on an every issue or irregular basis (eg. airlines, hotels, businesses, exhibitions/conferences). The figure will not count towards the Average Net Circulation.