



# Print and Digital Editions Profile Certificate of Circulation

For the single issue distributed on 5th August 2008

An optional audit in addition to the standard ABC period requested by the publisher for the following stated reason:

Additional significant digital circulation after a redesign

**Business  
Magazines**

## Contract Journal



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### The Primary Market Sector for this publication is:

Public Works, Construction & Civil Engineering

This certificate expires on 30th November 2009 unless ABC has issued a new certificate before that date.

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

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# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

	Net Total			United Kingdom			Other Countries		
	Total	Total Print	Total Digital	Total	Print Edition	Digital Edition	Total	Print Edition	Digital Edition
<b>TOTAL AVERAGE NET CIRCULATION PER ISSUE</b>	<b>28,005</b>	<b>20,273</b>	<b>7,732</b>	<b>27,675</b>	<b>20,222</b>	<b>7,453</b>	<b>330</b>	<b>51</b>	<b>279</b>
Total Average Newstrade Circulation Per Issue	420	420	-	420	420	-	-	-	-

## Analysis for the Audit Issue cover dated Wed 6 Aug 2008 and distributed on 5th August 2008

	28,005	20,273	7,732	27,675	20,222	7,453	330	51	279
<b>Total Net Circulation</b>	<b>28,005</b>	<b>20,273</b>	<b>7,732</b>	<b>27,675</b>	<b>20,222</b>	<b>7,453</b>	<b>330</b>	<b>51</b>	<b>279</b>
<b>Newstrade and other Single Copy Sales</b> Total	<b>420</b>	<b>420</b>	<b>-</b>	<b>420</b>	<b>420</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
At Full Cover Price/NTT	420	420	-	420	420	-	-	-	-
At a Lower Rate	-	-	-	-	-	-	-	-	-
<b>Paid and Controlled</b> Total	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</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> Total	<b>2,210</b>	<b>2,210</b>	<b>-</b>	<b>2,163</b>	<b>2,163</b>	<b>-</b>	<b>47</b>	<b>47</b>	<b>-</b>
At Full Rate	1,894	1,894	-	1,859	1,859	-	-	35	-
At between 50% and 100% of Full Rate	313	313	-	301	301	-	-	12	-
At less than 50% of Full Rate	3	3	-	3	3	-	-	-	-
<b>Multiple Copy Subscription Sales</b> Total	<b>70</b>	<b>70</b>	<b>-</b>	<b>68</b>	<b>68</b>	<b>-</b>	<b>2</b>	<b>2</b>	<b>-</b>
At Full Rate	62	62	-	62	62	-	-	-	-
At between 50% and 100% of Full Rate	8	8	-	6	6	-	2	2	-
At less than 50% of Full Rate	-	-	-	-	-	-	-	-	-
<b>Corporate / Gift Subscription Sales</b> Total	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
At Full Rate	-	-	-	-	-	-	-	-	-
At between 50% and 100% of Full Rate	-	-	-	-	-	-	-	-	-
At less than 50% of Full Rate	-	-	-	-	-	-	-	-	-
<b>Bulk Sales</b> Total	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</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> Total	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</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> Total	<b>25,240</b>	<b>17,508</b>	<b>7,732</b>	<b>24,961</b>	<b>17,508</b>	<b>7,453</b>	<b>279</b>	<b>-</b>	<b>279</b>
see terms of control on page 3. Sources for all addressees are less than 3 years old.									
Individual Written Requests	41	37	4	41	37	4	-	-	-
Individual Electronic Requests	10,130	4,311	5,819	9,852	4,311	5,541	278	-	278
Individual Telephone Requests	15,069	13,160	1,909	15,068	13,160	1,908	1	-	1
Company Written Requests	-	-	-	-	-	-	-	-	-
Company Electronic Requests	-	-	-	-	-	-	-	-	-
Company Telephone Requests	-	-	-	-	-	-	-	-	-
Non-requested by name	-	-	-	-	-	-	-	-	-
Non-requested by job title / function	-	-	-	-	-	-	-	-	-
<b>Non-Controlled Free Circulation</b> Total	<b>65</b>	<b>65</b>	<b>-</b>	<b>63</b>	<b>63</b>	<b>-</b>	<b>2</b>	<b>2</b>	<b>-</b>
By Name	65	65	-	63	63	-	2	2	-
Not by name	-	-	-	-	-	-	-	-	-

Note: Grey shading indicates circulation categories for which print or digital editions are excluded

The percentage of the Audit Issue Print Edition Circulation which also opted to receive a digital copy is: 0%

**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: £3.25

The United Kingdom Basic Annual Rate for Subscriptions for the audit issue was £150.00

The annual other countries subscription rate for the audit issue was £241.00

2 or 3 year subscriptions are available

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

## Society / Association / Organisation Circulation

None

**Controlled Circulation** - Terms of Control in audit period  
Staff working in civil engineering and building contractors, construction management, sub-contractors, electrical/heating & ventilating contractors, construction engineers, plant hire companies, quantity surveying practices, local government, facilities management and the extraction industries.

**Age of Requests** - based on the documentation for the issue distributed on 5th August 2008

<b>Category by quantity</b>	<b>Total</b>	<b>0-1 yr</b>	<b>1-2 yrs</b>	<b>2-3 yrs</b>
Total	25,240	14,776	9,209	1,255
Individual Requests - Print	17,508	9,915	7,593	-
Individual Requests - Digital	7,732	4,861	1,616	1,255
Company Requests - Print	-	-	-	-
Company Requests - Digital	-	-	-	-

<b>Category by percentage</b>	<b>Total</b>	<b>0-1 yr</b>	<b>1-2 yrs</b>	<b>2-3 yrs</b>
Total	100.0%	58.5%	36.5%	5.0%
Individual Requests - Print	69.4%	39.3%	30.1%	-
Individual Requests - Digital	30.6%	19.3%	6.4%	5.0%
Company Requests - Print	-	-	-	-
Company Requests - Digital	-	-	-	-

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

This table lists all issues distributed in the audit period along with the circulation figures, totalled, and split by edition type

In addition, the percentage of the print edition circulation that is Bulk Sales is given

Cover Date/ID	Distribution Date	Total Circulation	Total for Print Edition	Total for Digital Edition	Bulk Qty	Cover Date / ID	Distribution Date	Total Circulation	Total for Print Edition	Total for Digital Edition	Bulk Qty
NOT APPLICABLE - SINGLE ISSUE AUDIT											

**Other Bulk Distribution.** (Please note, these copies are NOT included in the circulation of any issue)

None

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

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

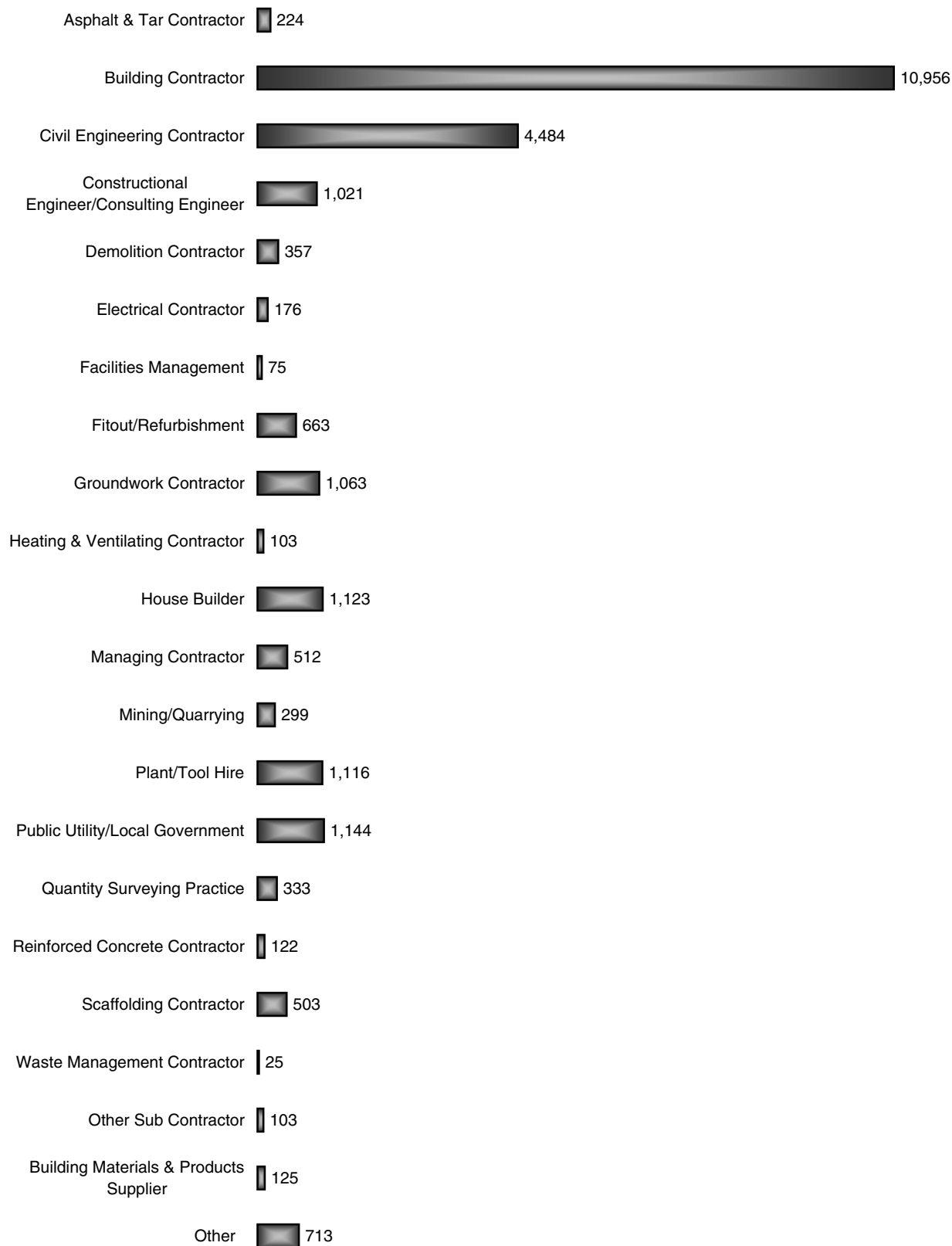
Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>65</b>	<b>2,700</b>			<b>65</b>	<b>2,700</b>	<b>2,765</b>
<b>Analysed</b>	<b>17,508</b>		<b>7,732</b>		<b>25,240</b>		<b>25,240</b>
<u>Breakdown of Analysed Responses</u>							
Asphalt & Tar Contractor	164		60		224		224
Building Contractor	8,455		2,501		10,956		10,956
Civil Engineering Contractor	3,233		1,251		4,484		4,484
Constructional Engineer/Consulting Engineer	819		202		1,021		1,021
Demolition Contractor	276		81		357		357
Electrical Contractor			176		176		176
Facilities Management			75		75		75
Fitout/Refurbishment	452		211		663		663
Groundwork Contractor	882		181		1,063		1,063
Heating & Ventilating Contractor			103		103		103
House Builder	840		283		1,123		1,123
Managing Contractor	236		276		512		512
Mining/Quarrying	186		113		299		299
Plant/Tool Hire	513		603		1,116		1,116
Public Utility/Local Government	810		334		1,144		1,144
Quantity Surveying Practice	126		207		333		333
Reinforced Concrete Contractor	77		45		122		122
Scaffolding Contractor	439		64		503		503
Waste Management Contractor			25		25		25
Other Sub Contractor			103		103		103
Building Materials & Products Supplier			125		125		125
Other			713		713		713

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

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

This chart represents the analysed copies only, and includes both print and digital editions.



# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

**Analysis of the Audit Issue by:** All Activities Undertaken by Company

This analysis allows for multiple responses by the addressee.

This is an analysis of 25234 copies, which represents 90% of the distribution of the audit issue

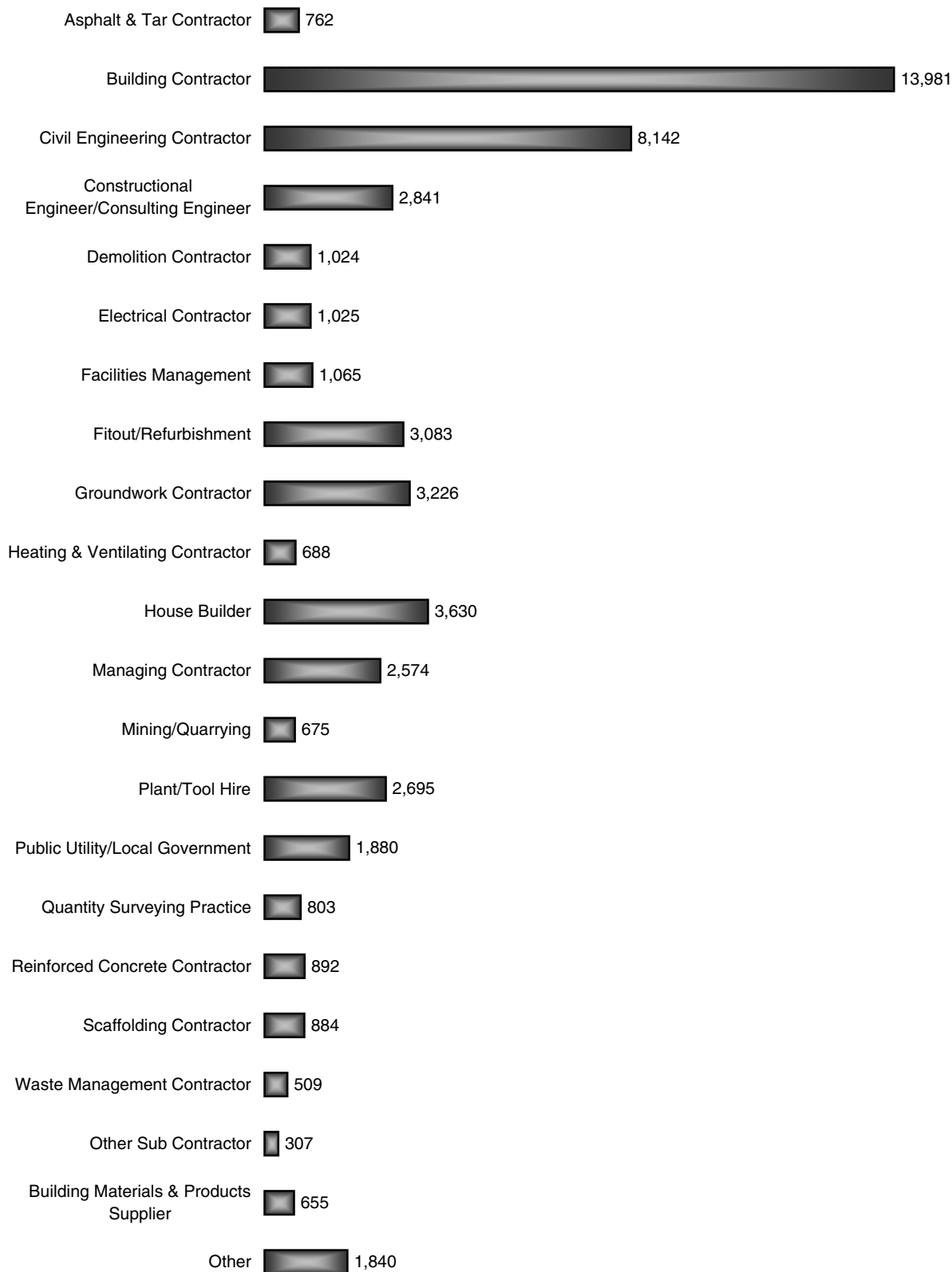
Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>65</b>	<b>2,700</b>	<b>6</b>		<b>71</b>	<b>2,700</b>	<b>2,771</b>
<b>Analysed</b>	<b>17,508</b>		<b>7,726</b>		<b>25,234</b>		<b>25,234</b>
<b>Total Responses</b>	<b>33,613</b>		<b>19,568</b>		<b>53,181</b>		<b>53,181</b>
<u>Breakdown of Analysed Responses</u>							
Asphalt & Tar Contractor	440		322		<b>762</b>		<b>762</b>
Building Contractor	10,329		3,652		<b>13,981</b>		<b>13,981</b>
Civil Engineering Contractor	5,655		2,487		<b>8,142</b>		<b>8,142</b>
Constructional Engineer/Consulting Engineer	2,091		750		<b>2,841</b>		<b>2,841</b>
Demolition Contractor	647		377		<b>1,024</b>		<b>1,024</b>
Electrical Contractor	431		594		<b>1,025</b>		<b>1,025</b>
Facilities Management	384		681		<b>1,065</b>		<b>1,065</b>
Fitout/Refurbishment	1,743		1,340		<b>3,083</b>		<b>3,083</b>
Groundwork Contractor	2,297		929		<b>3,226</b>		<b>3,226</b>
Heating & Ventilating Contractor	259		429		<b>688</b>		<b>688</b>
House Builder	2,423		1,207		<b>3,630</b>		<b>3,630</b>
Managing Contractor	1,160		1,414		<b>2,574</b>		<b>2,574</b>
Mining/Quarrying	368		307		<b>675</b>		<b>675</b>
Plant/Tool Hire	1,424		1,271		<b>2,695</b>		<b>2,695</b>
Public Utility/Local Government	1,219		661		<b>1,880</b>		<b>1,880</b>
Quantity Surveying Practice	354		449		<b>803</b>		<b>803</b>
Reinforced Concrete Contractor	451		441		<b>892</b>		<b>892</b>
Scaffolding Contractor	671		213		<b>884</b>		<b>884</b>
Waste Management Contractor	247		262		<b>509</b>		<b>509</b>
Other Sub Contractor	69		238		<b>307</b>		<b>307</b>
Building Materials & Products Supplier	295		360		<b>655</b>		<b>655</b>
Other	656		1,184		<b>1,840</b>		<b>1,840</b>

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

**Analysis of the Audit Issue by:** All Activities Undertaken by Company

This chart represents the analysed copies only, and includes both print and digital editions.



# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

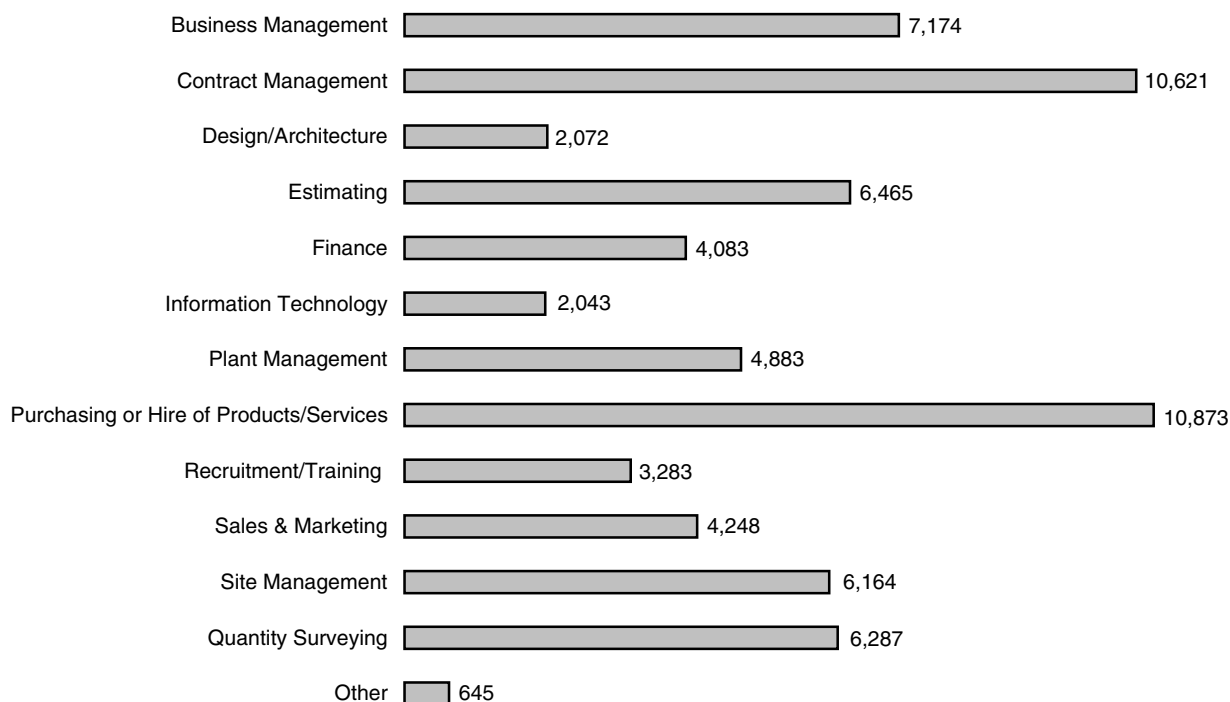
**Analysis of the Audit Issue by:** Job Function

This analysis allows for multiple responses by the addressee.

This is an analysis of 25219 copies, which represents 90% of the distribution of the audit issue

Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>65</b>	<b>2,700</b>	<b>21</b>		<b>86</b>	<b>2,700</b>	<b>2,786</b>
<b>Analysed</b>	<b>17,508</b>		<b>7,711</b>		<b>25,219</b>		<b>25,219</b>
<b>Total Responses</b>	<b>48,941</b>		<b>19,900</b>		<b>68,841</b>		<b>68,841</b>
<u>Breakdown of Analysed Responses</u>							
Business Management	5,385		1,789		7,174		7,174
Contract Management	7,697		2,924		10,621		10,621
Design/Architecture	1,421		651		2,072		2,072
Estimating	4,397		2,068		6,465		6,465
Finance	2,918		1,165		4,083		4,083
Information Technology	1,369		674		2,043		2,043
Plant Management	3,703		1,180		4,883		4,883
Purchasing or Hire of Products/Services	8,271		2,602		10,873		10,873
Recruitment/Training	2,090		1,193		3,283		3,283
Sales & Marketing	2,543		1,705		4,248		4,248
Site Management	4,607		1,557		6,164		6,164
Quantity Surveying	4,349		1,938		6,287		6,287
Other	191		454		645		645

This chart represents the analysed copies only, and includes both print and digital editions.



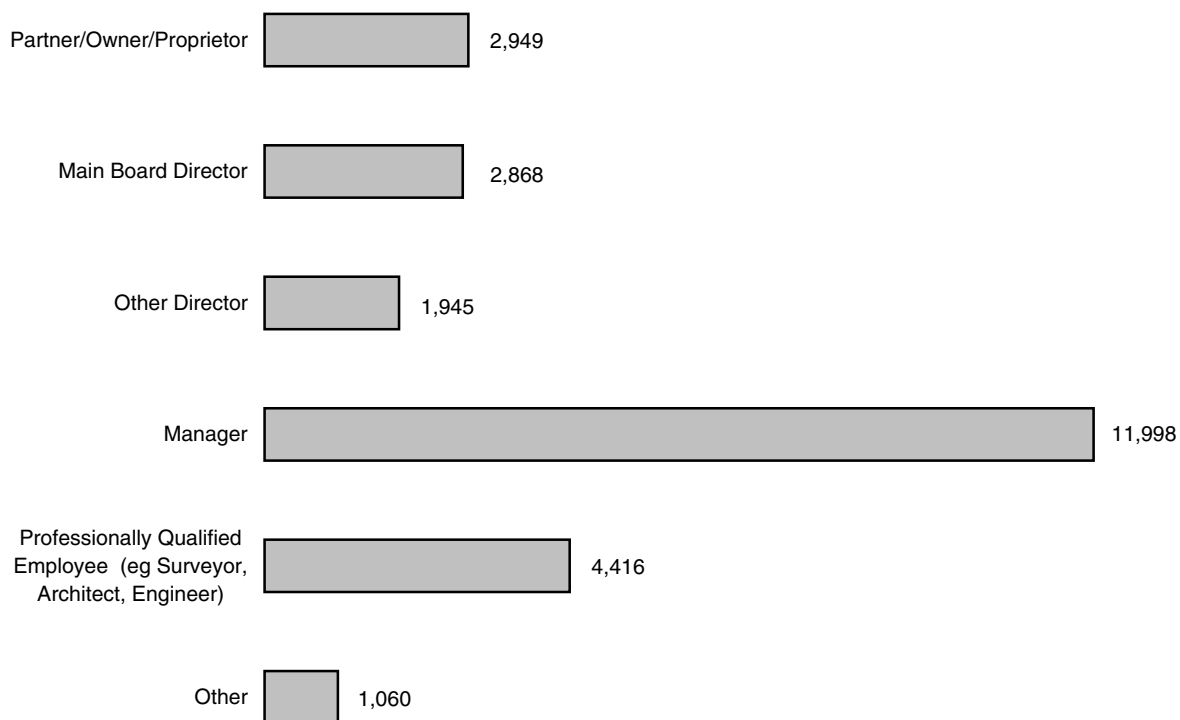
# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

Analysis of the Audit Issue by: Job Status

Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>65</b>	<b>2,700</b>	<b>4</b>		<b>69</b>	<b>2,700</b>	<b>2,769</b>
<b>Analysed</b>	<b>17,508</b>		<b>7,728</b>		<b>25,236</b>		<b>25,236</b>
<u>Breakdown of Analysed Responses</u>							
Partner/Owner/Proprietor	2,172		777		<b>2,949</b>		<b>2,949</b>
Main Board Director	2,117		751		<b>2,868</b>		<b>2,868</b>
Other Director	1,350		595		<b>1,945</b>		<b>1,945</b>
Manager	8,648		3,350		<b>11,998</b>		<b>11,998</b>
Professionally Qualified Employee (eg Surveyor, Architect, Engineer)	2,882		1,534		<b>4,416</b>		<b>4,416</b>
Other	339		721		<b>1,060</b>		<b>1,060</b>

This chart represents the analysed copies only, and includes both print and digital editions.



# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

**Analysis of the Audit Issue by:** Purchasing/Specifying or Hiring influence for Plant & Equipment

This analysis allows for multiple responses by the addressee.

This is an analysis of 25148 copies, which represents 89% of the distribution of the audit issue

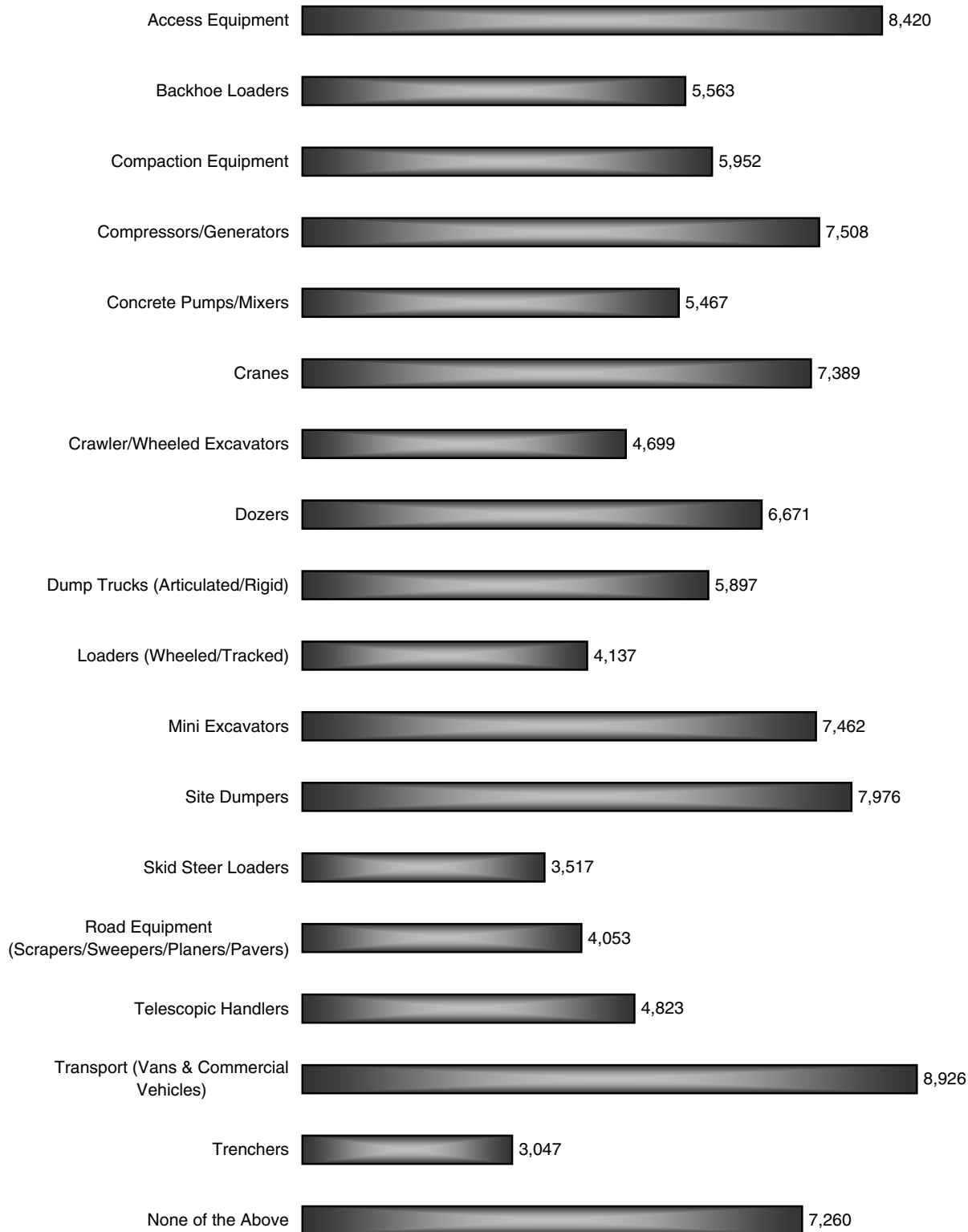
Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>72</b>	<b>2,700</b>	<b>85</b>		<b>157</b>	<b>2,700</b>	<b>2,857</b>
<b>Analysed</b>	<b>17,501</b>		<b>7,647</b>		<b>25,148</b>		<b>25,148</b>
<b>Total Responses</b>	<b>81,303</b>		<b>27,464</b>		<b>108,767</b>		<b>108,767</b>
<u>Breakdown of Analysed Responses</u>							
Access Equipment	6,136		2,284		8,420		8,420
Backhoe Loaders	4,205		1,358		5,563		5,563
Compaction Equipment	4,504		1,448		5,952		5,952
Compressors/Generators	5,764		1,744		7,508		7,508
Concrete Pumps/Mixers	4,184		1,283		5,467		5,467
Cranes	5,600		1,789		7,389		7,389
Crawler/Wheeled Excavators	3,474		1,225		4,699		4,699
Dozers	5,454		1,217		6,671		6,671
Dump Trucks (Articulated/Rigid)	4,603		1,294		5,897		5,897
Loaders (Wheeled/Tracked)	3,080		1,057		4,137		4,137
Mini Excavators	5,672		1,790		7,462		7,462
Site Dumpers	6,295		1,681		7,976		7,976
Skid Steer Loaders	2,687		830		3,517		3,517
Road Equipment (Scrapers/Sweepers/Planers/Pavers)	3,067		986		4,053		4,053
Telescopic Handlers	3,245		1,578		4,823		4,823
Transport (Vans & Commercial Vehicles)	7,254		1,672		8,926		8,926
Trenchers	2,363		684		3,047		3,047
None of the Above	3,716		3,544		7,260		7,260

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

**Analysis of the Audit Issue by:** Purchasing/Specifying or Hiring influence for Plant & Equipment

This chart represents the analysed copies only, and includes both print and digital editions.



# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

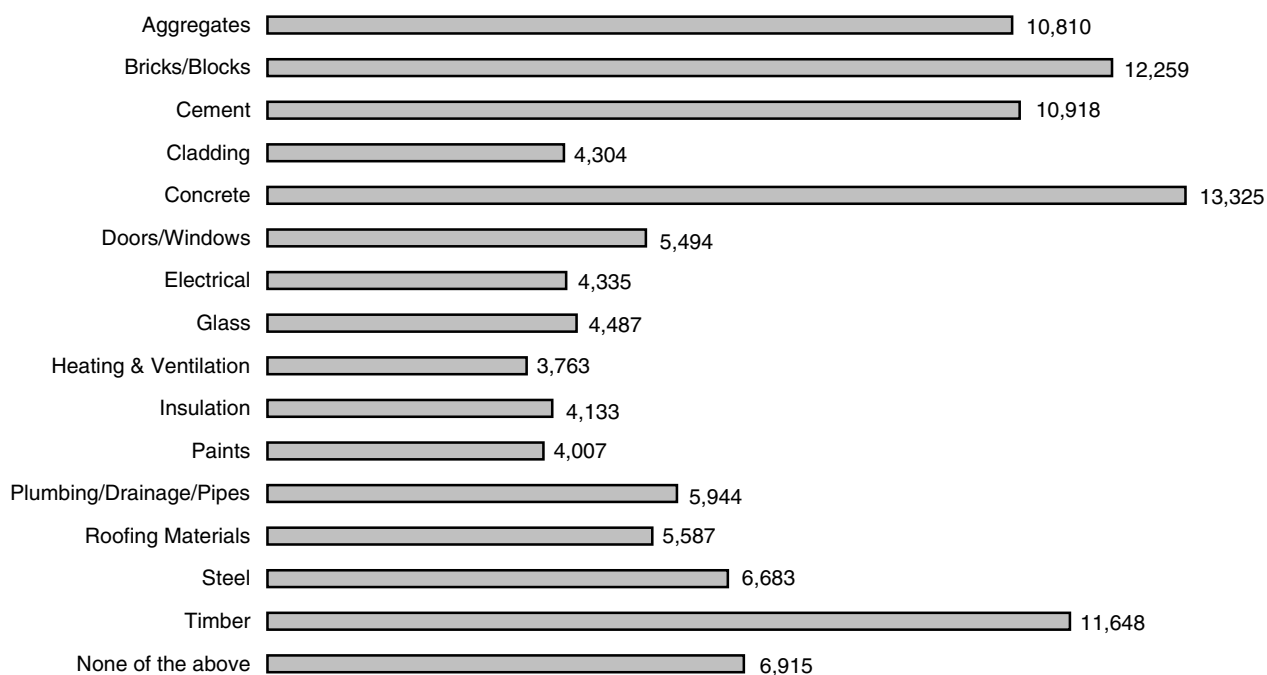
**Analysis of the Audit Issue by:** Purchasing/Specifying influence for Building Materials

This analysis allows for multiple responses by the addressee.

This is an analysis of 24265 copies, which represents 86% of the distribution of the audit issue

Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>437</b>	<b>2,700</b>	<b>603</b>		<b>1,040</b>	<b>2,700</b>	<b>3,740</b>
<b>Analysed</b>	<b>17,136</b>		<b>7,129</b>		<b>24,265</b>		<b>24,265</b>
<b>Total Responses</b>	<b>84,913</b>		<b>29,699</b>		<b>114,612</b>		<b>114,612</b>
<u>Breakdown of Analysed Responses</u>							
Aggregates	8,466		2,344		10,810		10,810
Bricks/Blocks	9,933		2,326		12,259		12,259
Cement	8,972		1,946		10,918		10,918
Cladding	2,877		1,427		4,304		4,304
Concrete	10,800		2,525		13,325		13,325
Doors/Windows	3,829		1,665		5,494		5,494
Electrical	2,897		1,438		4,335		4,335
Glass	3,191		1,296		4,487		4,487
Heating & Ventilation	2,464		1,299		3,763		3,763
Insulation	2,714		1,419		4,133		4,133
Paints	2,685		1,322		4,007		4,007
Plumbing/Drainage/Pipes	4,253		1,691		5,944		5,944
Roofing Materials	4,079		1,508		5,587		5,587
Steel	4,683		2,000		6,683		6,683
Timber	9,426		2,222		11,648		11,648
None of the above	3,644		3,271		6,915		6,915

This chart represents the analysed copies only, and includes both print and digital editions.



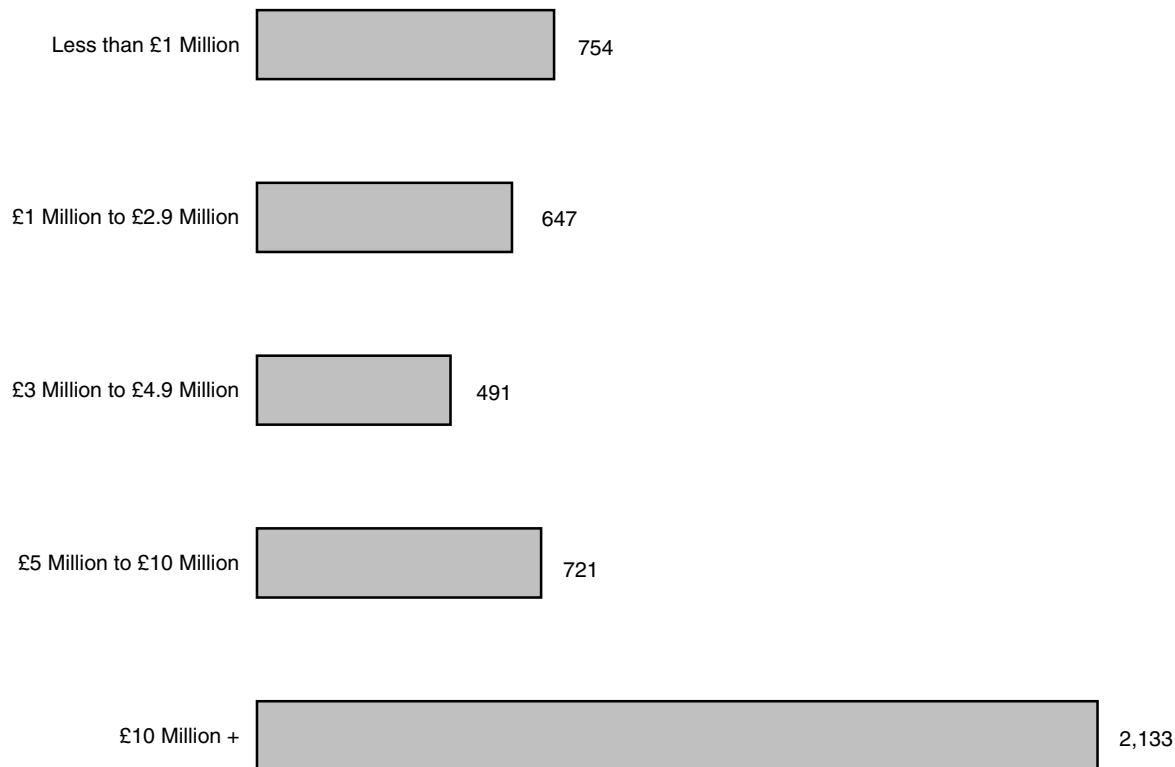
# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

Analysis of the Audit Issue by: Value of Contract (SITE READERS ONLY)

Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>	<b>14,966</b>	<b>2,700</b>	<b>5,593</b>		<b>20,559</b>	<b>2,700</b>	<b>23,259</b>
<b>Analysed</b>	<b>2,607</b>		<b>2,139</b>		<b>4,746</b>		<b>4,746</b>
<u>Breakdown of Analysed Responses</u>							
Less than £1 Million	334		420		754		754
£1 Million to £2.9 Million	367		280		647		647
£3 Million to £4.9 Million	330		161		491		491
£5 Million to £10 Million	485		236		721		721
£10 Million +	1,091		1,042		2,133		2,133

This chart represents the analysed copies only, and includes both print and digital editions.



# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

**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
<b>TOTAL</b>	<b>14,778</b>	<b>9,209</b>	<b>1,253</b>	<b>65</b>	<b>25,305</b>
<b>Not Analysed</b>				<b>65</b>	<b>65</b>
<b>Analysed</b>	<b>14,778</b>	<b>9,209</b>	<b>1,253</b>		<b>25,240</b>
<u>Breakdown of Analysed Responses</u>					
<b>Print Editions</b>	<b>9,915</b>	<b>7,593</b>		<b>65</b>	<b>17,573</b>
<b>Controlled Free Circulation - Requested</b>	<b>9,915</b>	<b>7,593</b>			<b>17,508</b>
Individual Written Requests	5	32			<b>37</b>
Individual Electronic Requests	3,634	677			<b>4,311</b>
Individual Telephone Requests	6,276	6,884			<b>13,160</b>
Company Written Requests					
Company Electronic Requests					
Company Telephone Requests					
<b>Controlled Free - Non Requested</b>					
By Name					
By Job Title/Function					
<b>Non Controlled Free Circulation</b>				<b>65</b>	<b>65</b>
By Name				65	<b>65</b>
Not by Name					
<b>Paid Circulation</b>					
<b>Digital Editions</b>	<b>4,863</b>	<b>1,616</b>	<b>1,253</b>		<b>7,732</b>
<b>Controlled Free Circulation - Requested</b>	<b>4,863</b>	<b>1,616</b>	<b>1,253</b>		<b>7,732</b>
Individual Written Requests	2	2			<b>4</b>
Individual Electronic Requests	4,034	999	786		<b>5,819</b>
Individual Telephone Requests	827	615	467		<b>1,909</b>
<b>Paid Circulation</b>					

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

Analysis of the Audit Issue by: Geographical Analysis

Description	Print Edition		Digital Edition		Total of Free Circulation	Total of Paid Circulation	Total
	Total Free Circulation (Requested)	Total Paid Circulation (Requested)	Total Free Circulation (Requested)	Total Paid Circulation (Requested)			
<b>TOTAL</b>	<b>17,573</b>	<b>2,700</b>	<b>7,732</b>		<b>25,305</b>	<b>2,700</b>	<b>28,005</b>
<b>Not Analysed</b>		<b>5</b>				<b>5</b>	<b>5</b>
<b>Analysed</b>	<b>17,573</b>	<b>2,695</b>	<b>7,732</b>		<b>25,305</b>	<b>2,695</b>	<b>28,000</b>
<u>Breakdown of Analysed Responses</u>							
<b>Total United Kingdom</b>	<b>17,571</b>	<b>2,646</b>	<b>7,453</b>		<b>25,024</b>	<b>2,646</b>	<b>27,670</b>
East Anglia	876	83	328		1,204	83	1,287
East Midlands	1,610	165	655		2,265	165	2,430
Midlands	1,506	278	773		2,279	278	2,557
London	772	335	506		1,278	335	1,613
Northern	789	89	295		1,084	89	1,173
North West	1,667	296	729		2,396	296	2,692
South East	4,620	743	2,102		6,722	743	7,465
South West	1,686	190	620		2,306	190	2,496
Yorkshire	1,366	240	507		1,873	240	2,113
Scotland	1,310	128	494		1,804	128	1,932
Wales	873	73	303		1,176	73	1,249
Northern Ireland	496	26	141		637	26	663
<b>Total Other Countries</b>	<b>2</b>	<b>49</b>	<b>279</b>		<b>281</b>	<b>49</b>	<b>330</b>

# Contract Journal

Certificate of Average Net Circulation for the issue distributed on 5th August 2008

**Analysis of the Audit Issue by:** Geographical Analysis

This chart represents the analysed copies only, and includes both print and digital editions.



## Contract Journal

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Important: To apply for your free copy of Contract Journal complete and return this card. Post it back to the address overleaf or fax a copy to us on 01444 445588.

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 RBI Construction Group  Reed Business Information Ltd   
 Third Parties  Companies within Reed Elsevier Group plc

In which of the following formats would you prefer to receive Contract Journal?

Print and digital version   
 Print version

**Q1 The address is:**  
 01  Head office 03  Regional office  
 02  Site Office 04  Branch/depot

**Q2 Does your company operate**  
 01  Regionally 02  Nationally 03  Internationally

**Q3 Which of the following activities does your company undertake? (tick all that apply)**

- 01  Civil Engineering contractor
- 02  Building contractor
- 31  House builder
- 32  Fitout/refurbishment
- 03  Managing contractor
- 04  Plant Hire
- 05  Tool Hire
- 06  Demolition contractor
- 07  Scaffolding contractor
- 08  Reinforced concrete contractor
- 09  Asphalt and tar contractor
- 10  Construction Engineer
- 11  Groundwork contractor
- 12  Waste management contractor
- 29  Electrical contractor
- 30  Heating & Ventilating contractor
- 14  Other sub contractor please specify \_\_\_\_\_
- 15  Facilities Management
- 17  Business/Professional Services e.g. legal/financial/insurance
- 19  Mining/quarrying
- 20  Public Utility
- 21  Local Government
- 22  Construction Equipment manufacturer
- 24  Building materials & products supplier
- 25  Architectural practice
- 26  Consulting Engineer
- 27  Quantity Surveying practice
- 99  Other, please specify \_\_\_\_\_

**Q3a What is the MAIN activity of your company, please add the appropriate code from the previous list**  
 eg.  01  Civil Engineering contractor

**Q4 How many people does your company employ?**

- 01  1
- 10  2-7
- 11  8-24
- 12  25-59
- 13  60-114
- 14  115-299
- 15  300-499
- 16  500-1199
- 17  1200+

**Q5 What is your status within your company / organisation?**

- 01  Partner/owner/proprietor
- 02  Main board Director
- 03  Other Director
- 04  Manager
- 05  Professionally qualified employee e.g. surveyor, architect, engineer, please specify \_\_\_\_\_
- 99  Other, please specify \_\_\_\_\_

**Q6 What are the functions of your job? (tick all that apply)**

- 01  Purchase or hire of products/services
- 02  Contract Management
- 03  Plant Management
- 12  Estimating
- 13  Quantity surveying
- 05  Sales/Marketing
- 06  Finance
- 07  Design/Architecture
- 08  Site Management
- 09  Business Management
- 10  Recruitment/Training
- 11  Information Technology
- 99  Other, please specify \_\_\_\_\_

**Q7 What is your current salary?**

- 01  Up to £20k
- 02  £21k - 30k
- 03  £31k - 40k
- 04  £41k - 50k
- 05  £51 - 60k
- 06  Over 60k

**Q8 For which of the following items of plant/equipment do you have purchasing, specifying or hiring influence? (tick all that apply)**

- 01  Backhoe loaders
- 02  Compaction equipment
- 03  Compressors/generators
- 04  Cranes
- 05  Dozers
- 06  Site dumpers
- 07  Dump trucks (articulated/rigid)
- 08  Mini excavators
- 24  Crawler/wheeled excavators
- 11  Telescopic handlers
- 12  Loaders (wheeled/track)
- 14  Skid steer loaders
- 15  Concrete pumps/mixers
- 16  Road equipment (scrappers, sweepers, planers, pavers etc.)
- 17  Trenchers
- 21  Transport (vans & commercial vehicles)
- 23  Access equipment
- 99  None of the above

To apply on line go to,

[www.rbisubscribe.com/cc/cjo](http://www.rbisubscribe.com/cc/cjo)

**Q9 Does your company own/hire or lease any items of plant manufactured by the following companies? (tick all that apply)**

- |  |   |
|--|---|
| 27 <input type="checkbox"/> Ammann Yanmar  | 14 <input type="checkbox"/> Komatsu                     |
| 26 <input type="checkbox"/> Bell Equipment | 06 <input type="checkbox"/> Kubota                      |
| 10 <input type="checkbox"/> Bobcat         | 20 <input type="checkbox"/> Liebherr                    |
| 01 <input type="checkbox"/> Case           | 07 <input type="checkbox"/> Manitou                     |
| 02 <input type="checkbox"/> Caterpillar    | 16 <input type="checkbox"/> Merlo                       |
| 25 <input type="checkbox"/> Doosan         | 19 <input type="checkbox"/> New Holland                 |
| 22 <input type="checkbox"/> Fermecc        | 28 <input type="checkbox"/> Takeuchi                    |
| 03 <input type="checkbox"/> Hitachi        | 21 <input type="checkbox"/> Terex                       |
| 23 <input type="checkbox"/> Hyundai        | 15 <input type="checkbox"/> Volvo                       |
| 05 <input type="checkbox"/> JCB            | 18 <input type="checkbox"/> None of the above           |
| 24 <input type="checkbox"/> Kobelco        | 99 <input type="checkbox"/> Other, please specify _____ |

**Q10 For which of the following building products and materials do you have purchasing/specifying influence? (tick all that apply)**

- |   |   |
|---|---|
| 01 <input type="checkbox"/> Aggregates              | 09 <input type="checkbox"/> Steel                 |
| 02 <input type="checkbox"/> Concrete                | 10 <input type="checkbox"/> Glass                 |
| 03 <input type="checkbox"/> Bricks/blocks           | 11 <input type="checkbox"/> Cladding              |
| 04 <input type="checkbox"/> Timber                  | 12 <input type="checkbox"/> Paints                |
| 05 <input type="checkbox"/> Cement                  | 13 <input type="checkbox"/> Heating & Ventilation |
| 06 <input type="checkbox"/> Plumbing/drainage/pipes | 14 <input type="checkbox"/> Electrical            |
| 07 <input type="checkbox"/> Roofing materials       | 15 <input type="checkbox"/> Insulation            |
| 08 <input type="checkbox"/> Doors/windows           | 99 <input type="checkbox"/> None of the above     |

**Q11 For which of the following products/services do you have purchasing/specifying influence? (tick all that apply)**

- 01  Computers/software
- 02  Office equipment/services
- 03  Buying/leasing company cars
- 04  Business Travel and Entertainment
- 05  Financial Services
- 06  Training Services, Books and Videos
- 07  Conferences/Exhibitions
- 08  Communication equipment/services
- 09  Gas/electric power
- 12  Security
- 99  None of the above

**Q12 SITE READERS ONLY**

**What is the value of the contract you are working on?**

- 01  Less than £1m
- 03  £3 - 4.9m
- 05  £10m+
- 02  £1 - 2.9m
- 04  £5 - 10m

**What is the expected completion date for your site?**

Month \_\_\_\_\_ Year \_\_\_\_\_

**Q13 Do you buy Construction News?**

- 01  Yes
- 02  No

**Q14 Do you have access to the internet?**

- 01  At home
- 02  At work
- 03  Neither

**Q15 Have you ever bought or sold anything on-line via the internet on behalf of your business?**

- 01  Yes
- 02  No

**Q16 Have you ever looked for a job on-line?**

- 01  Yes
- 02  No

**Q17 Would you consider applying for a job within the next 12 months?**

- 01  Yes
- 02  No

**Q18 Do you use Contract Journal Directory on-line? (www.cjdirectory.co.uk)**

- 01  Yes
- 02  No

**Q19 How many of your colleagues read your copy of Contract Journal?**

- 01  0
- 03  2
- 05  4
- 07  More than 5
- 02  1
- 04  3
- 06  5

**11185 APP27**

Sign and date here only if you wish to receive or continue to receive Contract Journal every week.

Applicant's Signature \_\_\_\_\_

Date \_\_\_\_\_

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