

## Glossary

<b>ABC</b>	Audit Bureau of Circulations Ltd: <b>ABC</b> publishes certified <b>circulation</b> data for <b>paid-for newspapers</b> , and <b>VFD distribution</b> data for <b>free newspapers</b> .
<b>Aberdeen Journals</b>	Aberdeen Journals Limited: a <b>publisher</b> of <b>regional/local newspapers</b> , and a wholly-owned subsidiary of <b>DMGT</b> .
<b>The Act</b>	Fair Trading Act 1973.
<b>Advertising Association</b>	A federation of 25 trade bodies representing the advertising and promotional marketing industries.
<b>Advertising-only publication</b>	A publication consisting wholly or mainly of advertising and having either no editorial content or a very limited amount (under 10 per cent), often relating solely to the subject matter of the advertisements. See also <b>shopper</b> .
<b>Archant</b>	Archant Regional Limited (formerly called Eastern Counties Newspapers Group Limited): a <b>publisher</b> of <b>regional</b> and <b>local newspapers</b> .
<b>Associated Newspapers</b>	Associated Newspapers Ltd: a wholly-owned subsidiary of <b>DMGT</b> and the <b>publisher</b> of the <i>Daily Mail</i> , <i>The Mail on Sunday</i> , <i>London Evening Standard</i> and the <i>Metro</i> series.
<b>Border</b>	See <b>Strathclyde</b>
<b>BUP</b>	Bristol United Press plc: a <b>publisher</b> of <b>regional/local newspapers</b> , and now a wholly-owned subsidiary of <b>DMGT</b> .
<b>Buying point</b>	The <b>Newspaper Society</b> definition is ‘an individual or group of <b>titles</b> which represent the lowest point at which an audited <b>circulation</b> certificate is available and national run-of-paper advertising can be bought. For unaudited <b>newspapers</b> , a <b>buying point</b> is the lowest level at which national run-of-paper advertising can be bought.’
<b>CC</b>	Competition Commission.
<b>Circulation</b>	The average number of copies of a <b>paid-for newspaper</b> sold per issue.
<b>Classified advertising</b>	<b>Newspaper</b> advertisements grouped by subject, usually in small type, and published in a continuous section of a <b>newspaper</b> , often towards the back or in a supplement.
<b>Clustering</b>	<b>Clustering</b> or cluster publishing refers to the tendency for <b>publishers</b> to focus on particular geographical areas when either launching new <b>titles</b> or acquiring <b>titles</b> from other <b>publishers</b> , rather than spreading their operations more widely.
<b>Commission</b>	<b>MMC</b> , <b>CC</b> or both as the context requires. The <b>CC</b> replaced the <b>MMC</b> on 1 April 1999.
<b>Core area</b>	A term used by the industry to mean a geographic area in which 30 per cent or more of the copies of a <b>newspaper</b> are distributed or circulated, usually by reference to areas delineated by <b>JICREG</b> .
<b>Cover price</b>	A <b>newspaper</b> ’s retail selling price for individual copies of a particular <b>title</b> , as usually printed on its front page.

<b>Display advertising</b>	<b>Newspaper</b> advertisements designed to attract attention by illustrations, graphics and large type and contained within the editorial section of the <b>newspaper</b> (sometimes referred to as ‘run-of-paper’).
<b>Distribution</b>	The number of copies of a <b>free newspaper</b> distributed within a defined geographic area, as certified by <b>VFD</b> (which is operated by <b>ABC</b> ).
<b>DMGT</b>	The Daily Mail & General Trust plc: a <b>publisher</b> of both <b>national</b> and <b>regional/local newspapers</b> , and the owner of <b>Associated Newspapers</b> , <b>Northcliffe</b> and <b>Aberdeen Journals</b> .
<b>EBIT</b>	Earnings before interest, tax, and certain exceptional and other non-trading items
<b>EBITDA</b>	Earnings before interest, tax, depreciation and amortization, and certain exceptional and other non-trading items.
<b>Fish4</b>	An advertising and content web site developed by five <b>regional newspaper</b> groups— <b>Newsquest</b> , <b>Northcliffe</b> , <b>Trinity</b> , <b>GMG</b> , and <b>RIM</b> .
<b>Free newspaper</b>	A <b>newspaper</b> distributed free by the <b>publisher</b> , usually direct to households.
<b>Gannett</b>	Gannett UK Limited, the principal UK subsidiary of Gannett Co Inc: a US-based company. <b>Gannett</b> is a main party to this inquiry and a <b>publisher</b> of <b>regional</b> and <b>local newspapers</b> , which owns <b>Newsquest</b> in the UK.
<b>Ginger Media</b>	Ginger Media Group Limited.
<b>Glasgow</b>	See <b>Strathclyde</b> .
<b>GMG</b>	Guardian Media Group PLC: a <b>publisher</b> of both <b>national</b> and <b>regional/local newspapers</b> .
<b>GPMU</b>	Graphical, Paper and Media Union.
<b>Information Memorandum</b>	Document commissioned by <b>SMG</b> and circulated to prospective bidders for the <b>Publishing division</b> in September 2002.
<b>IPA</b>	Institute of Practitioners in Advertising.
<b>ISBA</b>	Incorporated Society of British Advertisers.
<b>JICREG</b>	The Joint Industry Committee for Regional Press Research.
<b>Johnston</b>	Johnston Press plc: a <b>publisher</b> of <b>regional/local newspapers</b> .
<b>Local newspaper</b>	Similar to a <b>regional newspaper</b> but aimed at readers in a far smaller geographical area, usually one town or a number of closely grouped towns, and the surrounding rural area, or sometimes a district within a large urban centre.
<b>Lothian</b>	See <b>Strathclyde</b> .
<b>Mirror Group</b>	Mirror Group plc: a <b>publisher</b> of <b>national</b> and <b>regional/local newspapers</b> that was acquired by <b>Trinity</b> in September 1999.
<b>MMC</b>	Monopolies and Mergers Commission. The <b>CC</b> replaced the <b>MMC</b> on 1 April 1999.
<b>MNA</b>	Midland News Association Ltd: a publisher of <b>regional</b> and <b>local newspapers</b> .

<b>MSP</b>	Member of the Scottish Parliament.
<b>National newspaper</b>	A daily or Sunday <b>newspaper</b> addressed to readers throughout the UK, concentrating on national and international news and advertising.
<b>NERA</b>	National Economic Research Associates.
<b>Newscom</b>	News Communications and Media plc: a <b>publisher</b> of <b>regional/local newspapers</b> , now owned by <b>Gannett</b> and renamed Newsquest Media (Southern) Limited.
<b>Newspaper</b>	Any publication in written form on <b>newsprint</b> or a similar medium, loosely bound, published at regular intervals not exceeding 7 days, and available either locally, regionally or nationally. It contains news and information of a general nature, updated regularly, rather than being devoted to a specific interest or topic. As indicated in the DTI Code of Practice on <b>newspaper</b> mergers, publications which are devoted entirely to advertising are not considered to be <b>newspapers</b> . See also <b>shopper</b> .
<b>Newspaper Society</b>	The industry association of the regional and local press in the UK.
<b>Newsprint</b>	The paper on which <b>newspapers</b> are printed.
<b>Newsquest</b>	Newsquest plc: a <b>publisher</b> of <b>regional/local newspapers</b> , now owned by <b>Gannett</b> . Also refers (in Chapter 4) to the management reporting entity used by <b>Gannett</b> to consolidate the results of their UK publishing operations, including those of Newsquest plc and Newsquest Media (Southern) Limited (formerly <b>Newscom</b> ).
<b>Northcliffe</b>	Northcliffe Newspapers Group Limited: a publisher of <b>regional</b> and <b>local newspapers</b> , wholly owned by <b>DMGT</b> .
<b>NUJ</b>	National Union of Journalists.
<b>Paid-for newspaper</b>	A <b>newspaper</b> with a <b>cover price</b> .
<b>Penetration rate</b>	The percentage of households in a given area receiving a particular <b>newspaper</b> .
<b>PCC</b>	Press Complaints Commission.
<b>PSN</b>	Portsmouth & Sunderland Newspapers plc: a <b>publisher</b> of <b>regional/local newspapers</b> , now owned by <b>Johnston</b> .
<b>Publisher</b>	Includes all <b>publishers</b> under common ownership.
<b>Publishing division</b>	Certain subsidiaries of <b>SMG Publishing</b> Limited engaged in publishing related activities, including <b>newspaper</b> and magazine publishing and the online business 's1'.
<b>Rate card</b>	A <b>newspaper</b> 's published standard advertising rates.
<b>Readership</b>	In relation to any particular <b>newspaper</b> , the researched or estimated number of adults who read an average issue.
<b>Regional newspaper</b>	A daily or Sunday <b>newspaper</b> aimed at readers in a far wider geographical area than local <b>titles</b> , but still substantially less than the UK as a whole.
<b>RIM</b>	Regional Independent Media Holdings Limited: a <b>publisher</b> of <b>regional/local newspapers</b> , acquired by <b>Johnston</b> in 2002.

<b>s1</b>	s1now Limited, a wholly owned subsidiary of <b>SMG Publishing</b> involved in online content and advertising.
<b>The Scotsman</b>	Daily <b>newspaper</b> owned by The Scotsman Publications Limited, a company ultimately controlled by Sir Frederick Barclay and Sir David Barclay.
<b>Shopper (or advertiser)</b>	A free publication, aimed at a particular locality, which is wholly or mainly devoted to advertising, and in which any editorial content is related to the advertising carried. In some cases, these may be delivered direct to households. In others, they may be available for collection from containers located at supermarkets, shopping centres and filling stations. Some are distributed by a combination of the two methods.
<b>SMG</b>	SMG plc: a main party to this inquiry and a <b>publisher</b> of regional and <b>local newspapers</b> . In June 2000, as part of a group restructuring, SMG plc was incorporated to establish a holding company for Scottish Media Group plc. For the purposes of this report, the term ‘SMG’ refers to Scottish Media Group plc in relation to acquisitions made prior to June 2000 and thereafter to SMG plc.
<b>SMG Magazines</b>	<b>SMG’s</b> magazine publishing operations.
<b>SMG Newspapers</b>	<b>SMG’s newspaper</b> publishing operations including <i>The Herald</i> , the <i>Sunday Herald</i> and the <i>Evening Times</i> .
<b>SMG Publishing</b>	SMG Publishing Limited, a wholly-owned subsidiary of <b>SMG plc</b> .
<b>SNP</b>	Scottish National Party.
<b>SRH</b>	Scottish Radio Holdings plc.
<b>Southnews</b>	Southnews PLC: a <b>publisher</b> of <b>regional/local newspapers</b> , now owned by <b>Trinity Mirror</b> .
<b>Strathclyde</b>	References to <b>Border, Glasgow, Lothian, and Strathclyde</b> are references to areas used by the <b>Newspaper Society</b> in relation to its collation and analysis of <b>newspaper circulation</b> and <b>distribution</b> data. The boundaries of these areas may not coincide with current local authority boundaries.
<b>the Companies</b>	The wholly-owned subsidiaries of <b>SMG Publishing</b> to be sold to <b>Gannett</b> (as specified in Chapter 4).
<b>Tindle</b>	Tindle Newspapers Ltd: a <b>publisher</b> of <b>regional/local newspapers</b> .
<b>Title</b>	A <b>newspaper</b> .
<b>Trinity</b>	Trinity PLC: a <b>publisher</b> of <b>regional/local newspapers</b> that merged with <b>Mirror Group</b> in September 1999 to form <b>Trinity Mirror</b> .
<b>Trinity Mirror</b>	Trinity Mirror plc: a <b>publisher</b> of <b>regional/local newspapers</b> .
<b>VFD</b>	Verified free <b>distribution</b> , an accepted industry standard operated by <b>ABC</b> for certifying the validity of net free <b>distribution</b> data for <b>newspapers</b> made available within a defined geographic area.
<b>Westminster Press</b>	Westminster Press Limited: a <b>publisher</b> of <b>regional/local newspapers</b> that was acquired by <b>Newsquest</b> and is now owned by <b>Gannett</b> .

