

Glossary

ABC	Audit Bureau of Circulations Ltd: ABC publishes certified circulation data for paid-for newspapers , and VFD distribution data for free newspapers .
Aberdeen Journals	Aberdeen Journals Ltd, a wholly-owned subsidiary of DMGT .
Aberdeen Journals Case	<i>Aberdeen Journals v the Director General of Fair Trading</i> (Case: 1009/1/1/02).
The Act	Fair Trading Act 1973.
Advertising Association	A federation of 25 trade bodies representing the advertising and promotional marketing industries.
Advertising-only publication	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 shopper .
Archant	Archant Regional Limited (formerly called Eastern Counties Newspapers Group Limited): a publisher of regional and local newspapers .
Associated	Associated Newspapers Ltd: a wholly-owned subsidiary of DMGT and the publisher of the <i>Daily Mail</i> , <i>The Mail on Sunday</i> , <i>London Evening Standard</i> and the <i>Metro</i> series.
Buying point	The Newspaper Society definition is ‘an individual or group of titles which represent the lowest point at which an audited circulation certificate is available and national run-of-paper advertising can be bought. For un-audited newspapers , a buying point is the lowest level at which national run-of-paper advertising can be bought.’
CAT	Competition Appeal Tribunal.
CC	Competition Commission.
Circulation	The average number of copies of a paid-for newspaper sold per issue.
Clacksons	D L Clacksons Ltd: an advertising sales house which represents the London titles of Newsquest , GMG , Archant , Tindle , and INM ’s North West London Newspapers.
Classified advertising	Newspaper advertisements grouped by subject and published in a continuous section of a newspaper , often towards the back or in a supplement.
Clustering	Clustering or cluster publishing refers to the tendency for publishers to focus on particular geographical areas when either launching new titles or acquiring titles from other publishers , rather than spreading their operations more widely.
Commission	Monopolies and Mergers Commission , CC or both as the context requires. The CC replaced the Monopolies and Mergers Commission on 1 April 1999.
Core area	A term sometimes used by the industry to mean a geographic area in which 30 per cent or more of the copies of a newspaper are distributed or circulated, usually by reference to areas delineated by JICREG .

Cover price	A newspaper 's retail selling price for individual copies of a particular title , as usually printed on its front page.
Dimbleby Newspapers	Dimbleby Newspaper Group which was acquired by Newsquest in 2001.
Display advertising	Newspaper advertisements designed to attract attention by illustrations, graphics and large type and contained within the editorial section of the newspaper (sometimes referred to as 'run-of-paper' or ROP).
Distribution	The number of copies of a free newspaper distributed within a defined geographic area, as certified by VFD (which is operated by ABC).
DMGT	The Daily Mail & General Trust PLC: a publisher of both national and regional/local newspapers , and the owner of Associated Newspapers , Northcliffe and Aberdeen Journals .
DTI	The Department of Trade and Industry.
EBIT	Earnings before interest, tax, and certain exceptional and other non-trading items.
EBITDA	Earnings before interest, tax, depreciation and amortization, and certain exceptional and other non-trading items.
Fish4	An advertising and content web site developed by five regional newspaper groups— Newsquest , DMGT , Trinity Mirror , GMG , and RIM .
Free newspaper/freesheet	A newspaper distributed free by the publisher , usually direct to households.
Gannett Co Inc	The US company that owns Gannett UK Ltd, Newsquest and ultimately Newsquest London . Gannett Co Inc is listed on the New York Stock Exchange and its primary activities are the publication of newspapers and operation of television channels. It publishes 94 US daily newspapers , including <i>USA TODAY</i> and many weekly publications.
Gannett	Gannett UK Limited, the principal UK subsidiary of Gannett Co Inc: a US-based company. Gannett is a publisher of regional and local newspapers , which owns Newsquest in the UK.
GMG	Guardian Media Group plc: a publisher of both national and regional/local newspapers .
Greater Bromley	Description sometimes applied to Bromley and surrounding areas of south-east London and north-west Kent in which INM and Newsquest newspapers relevant to this inquiry circulate.
INM	Independent News & Media PLC: an Irish company and a leading international media group operating primarily in Australia, Ireland, New Zealand and South Africa. In the UK it owns the largest newspaper group in Northern Ireland and the Independent titles. INM's London Regionals Division produces the 23 titles whose proposed transfer was referred to the CC under the current reference.
IPA	Institute of Practitioners in Advertising.
ISBA	Incorporated Society of British Advertisers.
JICREG	The Joint Industry Committee for Regional Press Research, which produces data on local newspaper circulation and distribution.

Johnston	Johnston Press plc: a publisher of regional/local newspapers .
Johnston/Trinity report	<i>Johnston Press plc and Trinity Mirror plc: A report on the proposed merger</i> , February 2002.
Kent Messenger	Kent Messenger Group Ltd.
KOS	KOS Media (Publishing) Limited, which produces <i>Kent on Sunday</i> .
Local newspaper	Similar to a regional newspaper 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.
London Regionals Division	INM 's London Regionals Division produces the 23 titles whose proposed transfer was referred to the CC under the current reference. The London Regionals Division is one of the top ten UK publishers of regional/local newspapers and the third largest publisher of local newspapers in London.
National newspaper	A daily or Sunday newspaper addressed to readers throughout the UK, concentrating on national and international news and advertising.
Newscom	News Communications & Media Plc: a publisher of regional/local newspapers , now owned by Gannett and renamed Newsquest Media (Southern) Limited.
Newspaper	Any publication in written form on newsprint 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 newspaper mergers, publications which are devoted entirely to advertising are not considered to be newspapers . See also shopper .
Newspaper Society	The industry association of the regional and local press in the UK.
Newsprint	The paper on which newspapers are printed.
Newsquest	Newsquest plc: Newsquest is a main party to the inquiry and a publisher of regional/local newspapers , now owned by Gannett Co Inc . Newsquest is the UK's third largest publisher of regional and local newspapers .
Newsquest London	Newsquest (London) Limited: a subsidiary of Newsquest and a wholly-owned subsidiary of Gannett and ultimately of the US company Gannett Co Inc . Newsquest London produces local London newspapers .
Northcliffe	Northcliffe Newspapers Group Limited—part of DMGT .
North Wales Newspapers	North Wales Newspapers Ltd.
New Journal Enterprises	New Journal Enterprises Ltd.
NUJ	National Union of Journalists.
Paid-for newspaper	A newspaper with a cover price .
Penetration rate	The percentage of households in a given area receiving a particular newspaper .

Pick-up	A free newspaper available for readers to collect at newsagents, stations or other locations.
Publisher	Includes all publishers under common ownership.
Rate card	A newspaper 's published standard advertising rates.
Readership	In relation to any particular newspaper , the researched or estimated number of adults who read an average issue.
Regional newspaper	A daily or Sunday newspaper aimed at readers in a far wider geographical area than local titles , but still substantially less than the UK as a whole.
RIM	Regional Independent Media Holdings Limited: a publisher of regional/local newspapers , acquired by Johnston in 2002.
RIM report	<i>Regional Independent Media Limited and Gannett UK Limited/Johnston Press Plc/Guardian Media Group Plc: A report on the proposed transfers, September 2000.</i>
ROP	See display advertising.
SCC	Single column centimetre.
Shopper (or advertiser)	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.
SMG/Gannett inquiry	<i>Gannett UK Limited and SMG plc: A report on the proposed transfers, March 2003.</i>
Southnews	Southnews plc which was bought by Trinity Mirror in 2000.
Tindle	Tindle Newspapers Ltd: a publisher of regional/local newspapers .
Title	A newspaper .
Trinity	Trinity plc: a publisher of regional/local newspapers that merged with Mirror Group plc in September 1999 to form Trinity Mirror .
Trinity Mirror	Trinity Mirror Plc: a publisher of regional/local newspapers .
VFD	Verified free distribution, an accepted industry standard operated by ABC for certifying the validity of net free distribution data for newspapers made available within a defined geographic area.
Yattendon	Yattendon Investment Trust plc.
Yield	Commonly used measure of realized advertising revenue, generally quoted in £ per single column centimetre (£/scc).