

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment, which must be made by the user of the report.

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About BPA Worldwide

A not-for-profit organization since 1931 and headquartered in Shelton, CT, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. The organization conducts 2,600+ audits for media brands in print, online/digital and live events. Additionally, under the iCompli brand, BPA documents compliance to defined standards including data protection, provides assurance of sustainability reporting, and verifies technology, service and privacy claims. BPA is supported by 2,700 advertiser and agency members.

Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.



Gardner Business Media, Inc
(See Additional Data)
6915 Valley Avenue
Cincinnati, OH 45244-3029
Tel.: (513) 527-8800
Fax: (513) 527-8801
Website: www.autofieldguide.com
E-mail: RJacobs@gardnerweb.com

Official Publication of: None
Established: 1934
Issues per Year: 9
(See Additional Data)

FIELD SERVED

AUTOMOTIVE DESIGN & PRODUCTION serves the automotive industry, which includes automotive OEM's and supplier companies. These facilities are defined as those manufacturing products and/or components that are used in automobile, light trucks, other land-based vehicles. And other non-manufacturing industries. Also qualified are a limited number of engineering firms and federal government industries (transportation equipment).

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are corporate executives as well as personnel in company management, design/product engineering, R&D, quality testing, process/manufacturing engineering, production, sales & marketing and purchasing.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	65
Advertiser and Agency _____	2,512
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	450
Digital _____	-
All Other _____	876
TOTAL	3,903

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	37,949	100.0	37,949	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	37,949	100.0	37,949	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD			
2012 Issue	Number Removed	Number Added	Total Qualified
August _____	163	99	37,973
September _____	510	962	38,425
October _____	101	24	38,348
November/December _____	7,864	6,566	37,050
TOTAL	8,638	7,651	

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2012
This issue is 3.1% or 1,199 copies below the average of the other 3 issues reported in Paragraph two.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management & Corporate Executive	Design/Product Engineering, R&D, Quality Testing	Process/Manufacturing Engineering, Production	Sales & Marketing	Purchasing
OEM: Vehicle Assembly, Powertrain/Engine, Components, Design & Engineering _____	17,977	48.5	4,579	8,336	3,965	251	846
SUPPLIER							
1. Parts, Components, Assemblies _____	13,071	35.3	4,079	5,145	3,054	245	548
2. Materials, Plant Equipment, Services/Other _____	5,371	14.5	2,043	2,044	949	202	133
Subtotal: Suppliers	18,442	49.8	6,122	7,189	4,003	447	681
Others allied to the field _____	631	1.7	263	279	57	24	8
TOTAL QUALIFIED CIRCULATION	37,050	100.0	10,964	15,804	8,025	722	1,535
PERCENT	100.0		29.6	42.7	21.7	1.9	4.1

COMPANY MANAGEMENT & CORP EXECUTIVE: Titles include President, Chairman, Owner, CEO, CFO, Partner, Vice President, General Manager, and other related qualified titles.

DESIGN/PRODUCT ENGINEERING; R&D, QUALITY TESTING: Titles include Director of Design Engineering, Manager of Product Engineering, Director of Research, Engineering Manager, Senior Project Engineer, Engineering Vice Pres, Engineering Director, Quality Control Director, Chief of Quality Engineering, Factory Automation Manager, Chief Factory Automation Engineer, and other related qualified titles.

PROCESS/MANUFACTURING ENGINEERING, PRODUCTION: Titles include Director Process Engineering, Process Engineer, Foreman, Department Supervisor, Manufacturing Supervisor, Master Mechanic, Plant Supervisor, Production Supervisor, Manager of Systems Design, Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager and other related qualified titles.

SALES & MARKETING: Titles include Regional Sales Director, National Sales Director, National Accounts Manager, Marketing Director, PR Director and other related qualified titles.

PURCHASING: Titles include Buyer, Procurement Chief and Purchasing Manager and other related qualified titles.

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2012					
QUALIFICATION SOURCE	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request: _____	24,616	7,400	-	32,016	86.4
II. Request from recipient's company: _____	361	-	-	361	1.0
III. Membership Benefit: _____	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically): _____	4,673	-	-	4,673	12.6
Association rosters and directories _____	-	-	-	-	-
*Business directories _____	3,381	-	-	3,381	9.1
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-	-	-
*Other sources _____	1,292	-	-	1,292	3.5
VI. Single Copy Sales: _____	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	29,650	7,400	-	37,050	100.0
PERCENT	80.0	20.0	-	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2012			
MAILING ADDRESS	Total Qualified	Percent	
Individuals by name and title and/or function _____	37,050	100.0	
Individuals by name only _____	-	-	
Titles or functions only _____	-	-	
Company names only _____	-	-	
Multi-Copy Same Addressee copies _____	-	-	
Single Copy Sales _____	-	-	
TOTAL QUALIFIED CIRCULATION	37,050	100.0	

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2012					
State	Total Qualified	Percent	State	Total Qualified	Percent
Maine _____	96		Kentucky _____	732	
New Hampshire _____	206		Tennessee _____	982	
Vermont _____	56		Alabama _____	494	
Massachusetts _____	535		Mississippi _____	220	
Rhode Island _____	89		EAST SO. CENTRAL	2,428	6.6
Connecticut _____	483		Arkansas _____	265	
NEW ENGLAND	1,465	4.0	Louisiana _____	132	
New York _____	1,205		Oklahoma _____	303	
New Jersey _____	502		Texas _____	1,353	
Pennsylvania _____	1,385		WEST SO. CENTRAL	2,053	5.5
MIDDLE ATLANTIC	3,092	8.3	Montana _____	53	
Ohio _____	3,425		Idaho _____	86	
Indiana _____	2,311		Wyoming _____	21	
Illinois _____	2,484		Colorado _____	231	
Michigan _____	5,530		New Mexico _____	65	
Wisconsin _____	1,590		Arizona _____	328	
EAST NO. CENTRAL	15,340	41.4	Utah _____	203	
Minnesota _____	834		Nevada _____	78	
Iowa _____	587		MOUNTAIN	1,065	2.9
Missouri _____	805		Alaska _____	14	
North Dakota _____	83		Washington _____	453	
South Dakota _____	106		Oregon _____	376	
Nebraska _____	267		California _____	2,657	
Kansas _____	436		Hawaii _____	19	
WEST NO. CENTRAL	3,118	8.4	PACIFIC	3,519	9.5
Delaware _____	24		UNITED STATES	36,000	97.2
Maryland _____	240		U.S. Territories _____	14	
Washington, DC _____	7		Canada _____	943	
Virginia _____	453		Mexico _____	93	
West Virginia _____	72		Other International _____	-	
North Carolina _____	1,051		APO/FPO _____	-	
South Carolina _____	635		TOTAL QUALIFIED CIRCULATION	37,050	100.0
Georgia _____	586				
Florida _____	852				
SOUTH ATLANTIC	3,920	10.6			

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS						
6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	January-June 2010	July-December 2010	January-June 2011	July-December 2011	January-June 2012*	July-December 2012*
Total Audit Average Qualified: _____	37,205	37,314	36,878	36,948	37,340	37,949
Qualified Non-Paid: _____	37,205	37,314	36,878	36,948	37,340	37,949
Qualified Paid: _____	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation: _____	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price: _____	**NC	**NC	**NC	**NC	**NC	**NC

***NOTE: January - December 2012 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.**

**NC = None Claimed.

ADDITIONAL DATA

CHANGE IN COMPANY NAME:

Effective with the March 2012 issue, Gardner Publications, Inc changed its name to Gardner Business Media, Inc.

CHANGE IN FREQUENCY:

Effective with the January/February 2012 issue, AUTOMOTIVE DESIGN & PRODUCTION changed its frequency from 6 to 9 issues per year.

PARAGRAPH 3b:

Business directories include 3 sources of circulation for quantities of 472 copies or 1.3% to 1,543 copies or 4.2%. Other sources include 3 sources of circulation for quantities of 342 copies or 0.9% to 542 copies or 1.5%.

PUBLISHER'S AFFIDAVIT

We hereby make oath and say that all data set forth in this statement are true.

Michael Vohland, Publisher

P. Ross Jacobs, Corporate Circulation Director

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

IMPORTANT NOTE:

This unaudited circulation statement has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

Date signed

January 11, 2013

State

Ohio

County

Hamilton

Date Revised

January 11, 2013

Type

PD

ID Number

A246P0D2