

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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# Modern Machine Shop

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Established: 1928  
Issues Per Year: 12

**FIELD SERVED**

MODERN MACHINE SHOP serves the metalworking field. Included are plants performing metalworking operations and whose products fall in manufacturing industries. Other industry divisions, as shown in the business/occupational breakdown section of this report also include metals and service centers, educational services, public administration and other non-manufacturing firms.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are corporate executives, manufacturing production and manufacturing engineering management, quality assurance and quality control management, product design management, research and development management, factory automation management, purchasing and other titled and non-titled personnel and company copies.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	140
Advertiser and Agency _____	5,088
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	883
Digital _____	-
All Other _____	1,498
<b>TOTAL</b>	<b>7,609</b>

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	96,302	100.0	96,302	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>96,302</b>	<b>100.0</b>	<b>96,302</b>	<b>100.0</b>	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD			
2012 Issue	Number Removed	Number Added	Total Qualified
July _____	450	1,272	97,161
August _____	286	231	97,106
September _____	1,535	1,190	96,761
October _____	204	153	96,710
November _____	20,107	18,448	95,051
December _____	44	18	95,025
<b>TOTAL</b>	<b>22,626</b>	<b>21,312</b>	

**3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2012**  
**This issue is 1.6% or 1,502 copies below the average of the other 5 issues reported in Paragraph two.**  
**The North American Industry Classification System (NAICS), Business and Industry Codes were introduced in 1997, and then revised in 2002**

NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management, Corporate Executives and Purchasing (B,L)	MANUFACTURING				Quality Assurance Control (P,Q)	Product Design Research and Development (H,I,J)	Other Qualified Personnel (N)
					Production		Engineering				
					Management (C,R)	Department (D,S)	Management (E)	Department (F,G)			
325	Chemical Manufacturing _____	445	0.5	89	46	39	58	116	6	46	45
326	Plastics and Rubber Products Manufacturing _____	1,936	2.0	612	215	192	241	460	38	136	42
327	Nonmetallic Mineral Product Manufacturing _____	266	0.3	69	29	29	23	73	2	26	15
<b>331</b>	<b>PRIMARY METAL MANUFACTURING</b>										
3311	Iron and Steel Mills and Ferroalloy Manufacturing _____	477	0.5	215	68	56	34	62	11	17	14
3312	Steel Product Manufacturing from Purchased Steel _____	227	0.2	88	32	16	22	43	7	11	8
3313	Alumina and Aluminum Production and Processing _____	146	0.1	41	17	19	12	30	6	13	8
3314	Nonferrous Metal (except Aluminum) Production and Processing _____	152	0.2	36	17	11	16	47	5	11	9
3315	Foundries _____	761	0.8	181	111	122	82	201	21	20	23
	<b>Sub-Total NAICS 331</b>	<b>1,763</b>	<b>1.8</b>	<b>561</b>	<b>245</b>	<b>224</b>	<b>166</b>	<b>383</b>	<b>50</b>	<b>72</b>	<b>62</b>
<b>332</b>	<b>FABRICATED METAL PRODUCT MANUFACTURING</b>										
33211	Forging and Stamping _____	1,069	1.1	397	134	120	85	232	37	35	29
33221	Cutlery and Handtool Manufacturing _____	390	0.4	159	43	44	21	74	5	31	13
33231	Plate Work and Fabricated Structural Product Manufacturing _____	627	0.7	237	70	63	53	151	12	25	16
33232	Ornamental and Architectural Metal Products Manufacturing _____	931	1.0	411	118	96	57	164	20	36	29
33241	Power Boiler and Heat Exchanger Manufacturing (pt) _____	12	-	4	-	2	2	2	-	1	1
33242	Metal Tank (Heavy Gauge) Manufacturing _____	10	-	3	-	1	-	3	-	2	1
33243	Metal Can, Box, and Other Metal Container (Light Gauge) Manufacturing _____	44	-	13	5	7	6	10	1	2	-
33251	Hardware Manufacturing (pt) _____	81	0.1	21	14	11	7	23	-	5	-
33261	Spring and Wire Product Manufacturing _____	326	0.3	111	37	40	25	63	16	21	13
33271	Machine Shops _____	19,085	20.1	12,623	1,610	1,573	561	2,149	350	219	-
33272	Turned Product and Screw, Nut and Bolt Manufacturing _____	2,315	2.4	948	303	272	129	425	116	55	67
33281	Coating, Engraving, Heat Treating, and Allied Activities _____	743	0.8	311	96	77	52	111	23	26	47
33291	Metal Valve Manufacturing _____	1,187	1.2	218	183	224	105	340	36	57	24
332991	Ball and Roller Bearing Manufacturing _____	417	0.4	65	48	53	45	150	21	24	11
332992	Small Arms Ammunition Manufacturing _____	47	-	6	8	9	2	17	-	5	-
332993	Ammunition (except Small Arms) Manufacturing _____	50	0.1	9	6	4	7	20	2	2	-
332994	Small Arms Manufacturing (pt) _____	199	0.2	69	13	19	13	71	2	9	3
332995	Other Ordnance and Accessories Manufacturing _____	76	0.1	15	7	4	12	25	6	5	2
332996	Fabricated Pipe and Pipe Fitting Manufacturing _____	236	0.2	72	51	22	20	44	4	10	13
332997	Industrial Pattern Manufacturing _____	540	0.6	289	52	35	25	81	4	33	21
332998	Enameled Iron and Metal Sanitary Ware Manufacturing _____	33	-	6	6	4	3	9	1	3	1
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing (pt) _____	1,303	1.4	550	142	150	93	260	19	56	33
	<b>Sub-Total NAICS 332</b>	<b>29,721</b>	<b>31.1</b>	<b>16,537</b>	<b>2,946</b>	<b>2,830</b>	<b>1,323</b>	<b>4,424</b>	<b>675</b>	<b>662</b>	<b>324</b>
<b>333</b>	<b>MACHINERY MANUFACTURING</b>										
333111	Farm Machinery and Equipment Manufacturing (pt) _____	908	1.0	494	99	50	52	151	10	44	8
333112	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing _____	126	0.1	45	10	9	16	31	-	11	4
33312	Construction Machinery Manufacturing _____	594	0.6	221	62	54	47	145	9	30	26
333131	Mining Machinery and Equipment Manufacturing _____	388	0.4	221	53	31	21	39	3	9	11
333132	Oil and Gas Field Machinery and Equipment Manufacturing _____	1,276	1.3	715	183	100	61	151	16	26	24
33321	Sawmill and Woodworking Machinery Manufacturing _____	160	0.2	62	16	13	10	34	1	11	13
33322	Plastics and Rubber Industry Machinery Manufacturing _____	29	-	6	5	9	3	5	-	1	-
333291	Paper Industry Machinery Manufacturing _____	107	0.1	25	12	21	8	27	4	9	1
333292	Textile Machinery Manufacturing _____	77	0.1	26	15	7	11	7	2	3	6
333293	Printing Machinery and Equipment Manufacturing _____	181	0.2	53	38	22	7	43	4	10	4
333294	Food Product Machinery Manufacturing _____	250	0.3	57	33	37	18	74	5	22	4
333295	Semiconductor Machinery Manufacturing _____	20	-	3	-	1	5	8	-	2	1
333298	All Other Industrial Machinery Manufacturing _____	806	0.8	274	73	86	62	179	7	73	52
333311	Automatic Vending Machine Manufacturing (pt) _____	14	-	5	-	-	1	4	-	4	-

NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management, Corporate Executives and Purchasing (B,L)	MANUFACTURING				Quality Assurance Control (P,Q)	Product Design Research and Development (H,I,J)	Other Qualified Personnel (N)
					Production		Engineering				
					Management (C,R)	Department (D,S)	Management (E)	Department (F,G)			
333312	Commercial Laundry, Drycleaning, and Pressing Machine Manufacturing _____	13	-	3	2	3	-	4	-	1	-
333313	Office Machinery Manufacturing (pt) _____	45	-	6	2	8	4	11	2	11	1
333314	Optical Instrument and Lens Manufacturing	233	0.2	49	30	27	28	62	5	20	12
333315	Photographic and Photocopying Equipment Manufacturing _____	46	-	16	1	7	3	15	1	2	1
333319	Other Commercial and Service Industry Machinery Manufacturing (pt) _____	273	0.3	73	17	16	37	71	4	44	11
333411	Air Purification Equipment Manufacturing	176	0.2	43	24	19	15	44	2	17	12
333412	Industrial and Commercial Fan and Blower Manufacturing _____	15	-	3	1	3	1	4	-	3	-
333414	Heating Equipment (except Warm Air Furnaces) Manufacturing (pt) _____	70	0.1	19	8	10	5	16	-	11	1
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing _____	232	0.2	37	23	25	28	78	2	25	14
333511	Industrial Mold Manufacturing _____	4,869	5.1	2,698	453	584	284	623	63	164	-
333512	Machine Tool (Metal Cutting Types) Manufacturing _____	2,052	2.2	1,034	173	156	160	400	23	106	-
333513	Machine Tool (Metal Forming Types) Manufacturing _____	311	0.3	145	28	31	20	66	3	18	-
333514	Special Die and Tool, Die Set, Jig, and Fixture Manufacturing _____	1,477	1.6	941	116	109	66	199	17	29	-
333515	Cutting Tool and Machine Tool Accessory Manufacturing _____	1,648	1.7	899	175	131	78	260	27	78	-
333516	Rolling Mill Machinery and Equipment Manufacturing _____	26	-	4	5	6	1	5	1	4	-
333518	Other Metalworking Machinery Manufacturing _____	131	0.1	58	10	20	11	22	1	4	5
333611	Turbine and Turbine Generator Set Unit Manufacturing _____	295	0.3	53	19	45	33	105	7	15	18
333612	Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing _____	394	0.4	91	38	61	29	129	20	13	13
333613	Mechanical Power Transmission Equipment Manufacturing _____	381	0.4	83	54	60	27	108	15	26	8
333618	Other Engine Equipment Manufacturing (pt) _____	387	0.4	121	32	18	41	119	14	27	15
333911	Pump and Pumping Equipment Manufacturing (pt) _____	486	0.5	103	75	83	40	131	10	27	17
333912	Air and Gas Compressor Manufacturing _____	259	0.3	46	25	44	26	72	9	18	19
333913	Measuring and Dispensing Pump Manufacturing _____	29	-	1	5	8	2	8	-	5	-
333921	Elevator and Moving Stairway Manufacturing _____	29	-	10	2	2	3	6	2	4	-
333922	Conveyor and Conveying Equipment Manufacturing (pt) _____	316	0.3	81	53	35	37	66	2	23	19
333923	Overhead Traveling Crane, Hoist, and Monorail System Manufacturing (pt) _____	104	0.1	33	9	10	13	27	1	6	5
333924	Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing _____	159	0.2	50	20	11	14	49	1	8	6
333991	Power-Driven Handtool Manufacturing _____	157	0.2	42	15	20	17	36	6	14	7
333992	Welding and Soldering Equipment Manufacturing _____	101	0.1	25	12	17	9	24	5	6	3
333993	Packaging Machinery Manufacturing _____	233	0.2	43	34	51	22	59	3	17	4
333994	Industrial Process Furnace and Oven Manufacturing _____	117	0.1	29	5	16	11	27	3	22	4
333995	Fluid Power Cylinder and Actuator Manufacturing _____	368	0.4	75	51	56	37	111	10	14	14
333996	Fluid Power Pump and Motor Manufacturing	161	0.2	25	12	30	24	54	7	4	5
333997	Scale and Balance (except Laboratory) Manufacturing _____	39	-	5	5	9	1	14	-	3	2
333999	All Other Miscellaneous General Purpose Machinery Manufacturing (pt) _____	866	0.9	385	68	82	54	162	13	54	48
	<b>Sub-Total NAICS 333</b>	<b>21,434</b>	<b>22.1</b>	<b>9,536</b>	<b>2,201</b>	<b>2,253</b>	<b>1,503</b>	<b>4,085</b>	<b>340</b>	<b>1,098</b>	<b>418</b>

NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management, Corporate Executives and Purchasing (B,L)	MANUFACTURING				Quality Assurance Control (P,Q)	Product Design Research and Development (H,I,J)	Other Qualified Personnel (N)
					Production		Engineering				
					Management (C,R)	Department (D,S)	Management (E)	Department (F,G)			
<b>334</b>	<b>COMPUTER AND ELECTRONIC PRODUCT MANUFACTURING</b>										
3341	Computer and Peripheral Equipment Manufacturing	264	0.3	63	22	16	35	80	8	33	7
3342	Communications Equipment Manufacturing	512	0.5	76	44	47	74	180	15	63	13
3343	Audio and Video Equipment Manufacturing	86	0.1	15	10	6	12	27	2	12	2
3344	Semiconductor and Other Electronic Component Manufacturing	1,480	1.6	263	114	162	181	423	55	228	54
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	2,058	2.2	409	161	217	279	659	76	188	69
3346	Manufacturing and Reproducing Magnetic and Optical Media	27	-	6	1	2	6	4	-	6	2
	<b>Sub-Total NAICS 334</b>	<b>4,427</b>	<b>4.7</b>	<b>832</b>	<b>352</b>	<b>450</b>	<b>587</b>	<b>1,373</b>	<b>156</b>	<b>530</b>	<b>147</b>
<b>335</b>	<b>ELECTRICAL EQUIPMENT, APPLIANCE, AND COMPONENT MANUFACTURING</b>										
33511	Electric Lamp Bulb and Part Manufacturing	22	-	2	1	3	2	7	-	5	2
33512	Lighting Fixture Manufacturing	187	0.2	53	19	10	19	53	3	26	4
33521	Small Electrical Appliance Manufacturing	84	0.1	12	12	7	10	27	6	9	1
33522	Major Appliance Manufacturing	49	0.1	6	5	1	5	25	-	6	1
33531	Electrical Equipment Manufacturing	1,167	1.2	249	109	108	162	363	27	101	48
33591	Battery Manufacturing	45	-	4	1	1	5	25	1	4	4
33592	Communication and Energy Wire and Cable Manufacturing	46	-	10	5	1	3	17	-	9	1
33593	Wiring Device Manufacturing	260	0.3	37	36	46	31	71	8	24	7
33599	All Other Electrical Equipment and Component Manufacturing	308	0.3	66	25	20	50	91	7	33	16
	<b>Sub-Total NAICS 335</b>	<b>2,168</b>	<b>2.2</b>	<b>439</b>	<b>213</b>	<b>197</b>	<b>287</b>	<b>679</b>	<b>52</b>	<b>217</b>	<b>84</b>
<b>336</b>	<b>TRANSPORTATION EQUIPMENT MANUFACTURING</b>										
336111	Automobile Manufacturing	868	0.9	220	60	43	142	269	27	76	31
336112	Light Truck and Utility Vehicle Manufacturing	35	-	14	5	2	4	7	2	1	-
336120	Heavy Duty Truck Manufacturing	163	0.2	89	30	3	15	12	8	4	2
336211	Motor Vehicle Body Manufacturing (pt)	1,136	1.2	501	114	46	118	208	34	98	17
336212	Truck Trailer Manufacturing	728	0.8	499	80	19	48	47	5	22	8
336213	Motor Home Manufacturing	151	0.2	94	14	2	9	17	2	13	-
336214	Travel Trailer and Camper Manufacturing (pt)	239	0.3	172	32	3	9	8	5	7	3
336311	Carburetor, Piston, Piston Ring, and Valve Manufacturing	237	0.2	49	27	14	32	88	10	8	9
336312	Gasoline Engine and Engine Parts Manufacturing	428	0.5	229	26	11	28	92	13	21	8
336321	Vehicular Lighting Equipment Manufacturing	168	0.2	59	14	12	22	37	5	14	5
336322	Other Motor Vehicle Electrical and Electronic Equipment Manufacturing (pt)	358	0.4	145	33	16	39	82	11	27	5
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	73	0.1	24	4	3	15	18	5	3	1
336340	Motor Vehicle Brake System Manufacturing	57	0.1	26	6	4	5	9	1	5	1
336350	Motor Vehicle Transmission and Power Train Parts Manufacturing	247	0.3	79	22	18	30	63	12	17	6
336360	Motor Vehicle Seating and Interior Trim Manufacturing	106	0.1	44	12	6	15	11	3	11	4
336370	Motor Vehicle Metal Stamping	376	0.4	151	56	19	41	57	16	28	8
336391	Motor Vehicle Air-Conditioning Manufacturing	56	0.1	17	6	5	2	15	2	8	1
336399	All Other Motor Vehicle Parts Manufacturing (pt)	5,716	6.0	2,164	611	306	703	1,306	262	364	-
336411	Aircraft Manufacturing	1,284	1.4	262	65	67	207	531	44	108	-
336412	Aircraft Engine and Engine Parts Manufacturing (pt)	2,296	2.4	1,514	95	86	154	325	71	51	-
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	4,718	5.0	1,143	596	605	555	1,342	220	257	-
336414	Guided Missile and Space Vehicle Manufacturing	195	0.2	47	14	16	27	70	10	11	-
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	97	0.1	26	11	7	13	32	4	3	1
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	196	0.2	35	20	14	40	60	8	15	4
3365	Railroad Rolling Stock Manufacturing	176	0.2	30	23	18	29	43	2	25	6
3366	Ship and Boat Building	275	0.3	80	41	35	27	48	7	25	12
3369	Other Transportation Equipment Manufacturing	441	0.5	169	37	41	31	118	8	31	6
	<b>Sub-Total NAICS 336</b>	<b>20,820</b>	<b>22.3</b>	<b>7,882</b>	<b>2,054</b>	<b>1,421</b>	<b>2,360</b>	<b>4,915</b>	<b>797</b>	<b>1,253</b>	<b>138</b>

NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management, Corporate Executives and Purchasing (B,L)	MANUFACTURING				Quality Assurance Control (P,Q)	Product Design Research and Development (H,I,J)	Other Qualified Personnel (N)
					Production		Engineering				
					Management (C,R)	Department (D,S)	Management (E)	Department (F,G)			
<b>337</b>	<b>FURNITURE AND RELATED PRODUCT MANUFACTURING</b>										
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing_____	177	0.2	59	17	17	20	42	1	18	3
3372	Office Furniture (including Fixtures) Manufacturing_____	72	0.1	12	10	9	8	20	1	9	3
3379	Other Furniture Related Product Manufacturing_____	11	-	5	1	1	1	2	-	1	-
	<b>Sub-Total NAICS 337</b>	<b>260</b>	<b>0.3</b>	<b>76</b>	<b>28</b>	<b>27</b>	<b>29</b>	<b>64</b>	<b>2</b>	<b>28</b>	<b>6</b>
<b>339</b>	<b>MISCELLANEOUS MANUFACTURING</b>										
339111	Laboratory Apparatus and Furniture Manufacturing _____	254	0.3	63	30	30	24	80	2	24	1
339112	Surgical and Medical Instrument Manufacturing_____	3,571	3.8	829	407	178	565	790	403	341	58
339113	Surgical Appliance and Supplies Manufacturing_____	1,388	1.5	443	160	102	143	355	77	89	19
339114	Dental Equipment and Supplies Manufacturing_____	240	0.3	64	32	27	24	56	4	26	7
339115	Ophthalmic Goods Manufacturing_____	70	0.1	16	3	7	10	26	1	3	4
339116	Dental Laboratories _____	5	-	4	-	-	-	-	-	1	-
33991	Jewelry and Silverware Manufacturing ___	95	0.1	40	8	12	10	19	-	5	1
33992	Sporting and Athletic Goods Manufacturing	198	0.2	70	25	15	12	49	3	21	3
33993	Doll, Toy, and Game Manufacturing _____	58	0.1	31	6	1	5	9	-	6	-
33994	Office Supplies (except Paper) Manufacturing_____	72	0.1	31	7	6	5	7	1	10	5
33995	Sign Manufacturing_____	61	0.1	23	9	3	5	11	-	5	5
33999	All Other Miscellaneous Manufacturing ___	866	0.9	354	67	77	61	190	18	58	41
	<b>Sub-Total NAICS 339</b>	<b>6,878</b>	<b>7.5</b>	<b>1,968</b>	<b>754</b>	<b>458</b>	<b>864</b>	<b>1,592</b>	<b>509</b>	<b>589</b>	<b>144</b>
	<b>Total Manufacturing</b>	<b>90,118</b>	<b>94.8</b>	<b>38,601</b>	<b>9,083</b>	<b>8,120</b>	<b>7,441</b>	<b>18,164</b>	<b>2,627</b>	<b>4,657</b>	<b>1,425</b>
42	Wholesale Trade_____	1,801	1.9	1,383	75	50	63	173	4	53	-
541	Professional Services_____	2,374	2.5	1,287	74	83	276	402	14	238	-
	Other Qualified NAICS, N.E.C _____	758	0.8	388	41	33	86	143	4	63	-
	<b>Total Non-Manufacturing</b>	<b>4,933</b>	<b>5.2</b>	<b>3,058</b>	<b>190</b>	<b>166</b>	<b>425</b>	<b>718</b>	<b>22</b>	<b>354</b>	<b>-</b>
	<b>TOTAL QUALIFIED CIRCULATION</b>	<b>95,051</b>	<b>100.0</b>	<b>41,659</b>	<b>9,273</b>	<b>8,286</b>	<b>7,866</b>	<b>18,882</b>	<b>2,649</b>	<b>5,011</b>	<b>1,425</b>

- (B) CORPORATE EXECUTIVE titles include Chairman, General Manager, Owner, Partner, President and Vice President.
- (C) MANUFACTURING PRODUCTION MANAGEMENT titles include Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager, Plant Manager, Production Manager, Shop Manager, Tool Room Manager and Works Manager.
- (D) MANUFACTURING PRODUCTION DEPARTMENT titles include Foreman, Department Supervisor, Manufacturing Supervisor, Master Mechanic, Plant Supervisor and Production Supervisor.
- (E) MANUFACTURING ENGINEERING MANAGEMENT titles include Chief Tool Engineer, Chief of Manufacturing Development, Director of Manufacturing Engineering, Chief Methods Engineer, Manager of Process Engineering, Director of Production Engineering, Manager of Tool Design and Head of Tool Engineering.
- (F) MANUFACTURING ENGINEERING (ENGINEERS) include most engineering titles where the individual does not manage the department.
- (G) MANUFACTURING (OTHER MANUFACTURING PERSONNEL) titles include Diemaker, Expediter, Leadman, Chief Machinist and Chief Toolmaker.
- (P) QUALITY ASSURANCE/CONTROL MANAGEMENT titles include Quality Assurance Manager, Quality Control Director and Chief of Quality Engineering.
- (Q) QUALITY ASSURANCE/CONTROL ENGINEERS titles include Quality Assurance Engineer, Quality Control Foreman and Quality Supervisor.
- (H) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT MANAGEMENT titles include Director of Design Engineering, Chief Draftsman, Manager of Product Engineering and Director of Research.
- (I) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT ENGINEERS titles include Design Project Engineer, Development Engineer and Research & Design Engineer.
- (J) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT (OTHER DESIGN PERSONNEL) titles include Draftsman.
- (R) FACTORY AUTOMATION MANAGEMENT titles include Factory Automation Manager, Chief Factory Automation Engineer, Manager of Systems Design and Chief Systems Engineer.
- (S) FACTORY AUTOMATION ENGINEERS titles include Factory Automation Engineer, Automation Foreman, Systems Designer and Systems Engineer.
- (L) PURCHASING titles include Buyer, Procurement Chief and Purchasing Manager.

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2012					
QUALIFICATION SOURCE	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request: _____	66,536	17,936	-	84,472	88.9
II. Request from recipient's company: _____	1,460	-	-	1,460	1.5
III. Membership Benefit: _____	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically): _____	9,119	-	-	9,119	9.6
Association rosters and directories _____	-	-	-	-	-
*Business directories _____	7,169	-	-	7,169	7.5
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-	-	-
*Other sources _____	1,950	-	-	1,950	2.1
VI. Single Copy Sales: _____	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>77,115</b>	<b>17,936</b>	<b>-</b>	<b>95,051</b>	<b>100.0</b>
<b>PERCENT</b>	<b>81.1</b>	<b>18.9</b>	<b>-</b>	<b>100.0</b>	

\*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2012		
MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function _____	95,051	100.0
Individuals by name only _____	-	-
Titles or functions only _____	-	-
Company names only _____	-	-
Multi-Copy Same Addressee copies _____	-	-
Single Copy Sales _____	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>95,051</b>	<b>100.0</b>

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2012					
State	Total Qualified	Percent	State	Total Qualified	Percent
Maine _____	344		Kentucky _____	1,062	
New Hampshire _____	868		Tennessee _____	1,507	
Vermont _____	261		Alabama _____	995	
Massachusetts _____	2,672		Mississippi _____	417	
Rhode Island _____	371		<b>EAST SO. CENTRAL</b>	<b>3,981</b>	<b>4.2</b>
Connecticut _____	2,206		Arkansas _____	522	
<b>NEW ENGLAND</b>	<b>6,722</b>	<b>7.1</b>	Louisiana _____	713	
New York _____	3,694		Oklahoma _____	1,085	
New Jersey _____	1,816		Texas _____	5,179	
Pennsylvania _____	4,532		<b>WEST SO. CENTRAL</b>	<b>7,499</b>	<b>7.9</b>
<b>MIDDLE ATLANTIC</b>	<b>10,042</b>	<b>10.6</b>	Montana _____	156	
Ohio _____	7,116		Idaho _____	331	
Indiana _____	4,150		Wyoming _____	125	
Illinois _____	6,813		Colorado _____	966	
Michigan _____	6,727		New Mexico _____	233	
Wisconsin _____	4,105		Arizona _____	1,127	
<b>EAST NO. CENTRAL</b>	<b>28,911</b>	<b>30.4</b>	Utah _____	711	
Minnesota _____	2,844		Nevada _____	244	
Iowa _____	1,494		<b>MOUNTAIN</b>	<b>3,893</b>	<b>4.1</b>
Missouri _____	1,899		Alaska _____	45	
North Dakota _____	204		Washington _____	1,686	
South Dakota _____	333		Oregon _____	912	
Nebraska _____	606		California _____	10,235	
Kansas _____	1,190		Hawaii _____	43	
<b>WEST NO. CENTRAL</b>	<b>8,570</b>	<b>9.0</b>	<b>PACIFIC</b>	<b>12,921</b>	<b>13.6</b>
Delaware _____	116		<b>UNITED STATES</b>	<b>91,964</b>	<b>96.8</b>
Maryland _____	851		U.S. Territories _____	62	
Washington, DC _____	24		Canada _____	2,883	
Virginia _____	1,225		Mexico _____	142	
West Virginia _____	345		Other International _____	-	
North Carolina _____	2,035		APO/FPO _____	-	
South Carolina _____	1,209		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>95,051</b>	<b>100.0</b>
Georgia _____	1,364				
Florida _____	2,256				
<b>SOUTH ATLANTIC</b>	<b>9,425</b>	<b>9.9</b>			

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: _____	97,042	97,196	96,597	95,392	95,247	96,302
Qualified Non-Paid: ___	97,042	97,196	96,597	95,392	95,247	96,302
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**

**COMPANY NAME CHANGE:**

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

**PARAGRAPH 3b:**

Business directories include 3 sources of circulation for quantities of 1,854 copies or 2.0% to 3,250 copies or 3.4%  
Other sources include 5 sources of circulation for quantities of 235 copies or 0.2% to 619 copies or 0.7%.

GEOGRAPHICAL BREAKOUT OF ALL FOREIGN CIRCULATION (QUALIFIED AND NON-QUALIFIED) FOR ISSUE OF NOVEMBER 2012				
Country	Qualified	Non-Qualified	Total	Percent
<b>ASIA</b>				
China _____	-	7	7	
Hong Kong – SAR _____	-	2	2	
India _____	-	14	14	
Japan _____	-	21	21	
Korea _____	-	12	12	
Singapore _____	-	3	3	
Taiwan _____	-	91	91	
Subtotal	-	150	150	4.1
<b>MIDDLE EAST</b>				
Afghanistan _____	-	1	1	
Israel _____	-	16	16	
Turkey _____	-	1	1	
Subtotal	-	18	18	0.5
<b>EUROPE</b>				
Austria _____	-	12	12	
Belgium _____	-	8	8	
Croatia _____	-	1	1	
Czech Republic _____	-	3	3	
Denmark _____	-	6	6	
Estonia _____	-	1	1	
Finland _____	-	2	2	
France _____	-	17	17	
Germany _____	-	107	107	
Italy _____	-	27	27	
Netherlands _____	-	6	6	
Norway _____	-	2	2	
Poland _____	-	1	1	
Russian Federation _____	-	3	3	
Spain _____	-	43	43	
Sweden _____	-	19	19	
Switzerland _____	-	38	38	
United Kingdom _____	-	64	64	
Subtotal	-	360	360	9.8
<b>AFRICA</b>				
Republic Of South Africa _____	-	4	4	
Subtotal	-	4	4	0.1
<b>NORTH AMERICA</b>				
Canada _____	2,883	124	3,007	
Mexico _____	142	3	145	
Subtotal	3,025	127	3,152	85.4
<b>ASIA PACIFIC</b>				
Australia _____	-	6	6	
New Zealand _____	-	1	1	
Subtotal	-	7	7	0.1
<b>CARIBBEAN</b>				
Jamaica _____	-	1	1	
Subtotal	-	1	1	-
<b>TOTAL FOREIGN</b>	<b>3,025</b>	<b>667</b>	<b>3,692</b>	<b>100.0</b>

PUBLISHER'S AFFIDAVIT		
We hereby make oath and say that all data set forth in this statement are true.	Date signed	January 14, 2013
Travis Egan, Publisher	State	Ohio
P. Ross Jacobs, CCCP, Circulation Director	County	Hamilton
(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)	Received by BPA Worldwide	January 14, 2013
<b>IMPORTANT NOTE:</b>	Type	PD
This unaudited circulation statement has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.	ID Number	M102POD2