

**BUSINESS PUBLICATION CIRCULATION STATEMENT  
FOR THE 6 MONTH PERIOD ENDED JUNE 2009  
(Including Supplementary Data)**

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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**FIELD SERVED**

PURCHASING serves purchasing personnel in industry.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are Senior/Executive Management (CPOs, CFOs, Directors, Vice Presidents), Purchasing/Procurement Managers, Assistant Managers, Supervisors, Purchasing Coordinators, Buyers, Agents and Other titles with Purchasing Function as shown in Paragraph 3a.

**PURPOSE**

Included herein is an analysis of respondents, who in the performance of their job, buy, lease or supervise the buying or leasing of products or services directly or through distributors as reported herein. Also included is an analysis of respondents who in the performance of their job specify, recommend, approve or purchase the transportation services reported herein.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	803
Advertiser and Agency _____	1,097
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	109
Electronic _____	-
All Other _____	667
<b>TOTAL</b>	<b>2,676</b>

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	89,530	100.0	89,530	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>89,530</b>	<b>100.0</b>	<b>89,530</b>	<b>100.0</b>	-	-

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD															
2009 Issue	Number Removed	Number Added	Print Version Only (A)	Electronic Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	2009 Issue	Number Removed	Number Added	Print Version Only (A)	Electronic Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified
January _____	962	1,010	81,776	8,770			90,546	April _____	6,364	6,364	80,262	10,262			90,524
February _____	214	206	81,527	9,011			90,538	May _____	8,484	5,490	77,501	10,029			87,530
March _____	6,560	6,546	80,065	10,459			90,524	June _____	423	413	77,457	10,063			87,520
								<b>TOTAL</b>	<b>23,007</b>	<b>20,029</b>					

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2009****This issue is 2.7% or 2,400 copies below the average of the other 5 issues reported in Paragraph two.**

TITLE ANALYSIS	TOTAL QUALIFIED	PERCENT OF TOTAL
Senior/Executive Management (CPOs, CFOs, Directors, Vice Presidents) _____	23,001	26.3
Purchasing/Procurement Managers, Assistant Managers, Supervisors _____	32,345	36.9
Purchasing Coordinators, Buyers, Agents _____	32,184	36.8
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>87,530</b>	<b>100.0</b>

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print Version Only (A)	Electronic Version Only (B)					
					Under 100	100 - 249	250 - 499	500 - 999	1000 & Up
Food, Beverage or Tobacco _____	6,049	6.9	5,532	517	1,403	961	784	644	2,257
Textiles, Apparel or Leather Products _____	1,066	1.2	959	107	232	187	150	119	378
Wood Products (including Furniture) _____	1,763	2.0	1,603	160	526	348	244	172	473
Pulp & Paper Products _____	1,559	1.8	1,417	142	288	267	170	124	710
Media/Film/TV/Printing and/or Publishing _____	2,382	2.7	2,175	207	1,007	357	245	174	599
Petroleum and/or Coal Products _____	835	0.9	735	100	143	88	89	61	454
Chemicals, Including Pharmaceuticals, Soaps/Detergents and Personal Care, Paints & Coatings and Other Chemicals _____	5,916	6.8	5,218	698	1,394	731	592	505	2,694
Plastics and Rubber Products _____	2,812	3.2	2,505	307	795	568	365	253	831
Primary Metal Products _____	2,095	2.4	1,854	241	589	399	261	202	644
Fabricated Metal Products _____	7,351	8.4	6,548	803	2,872	1,543	957	585	1,394
Industrial Machinery _____	9,086	10.4	8,354	732	3,509	1,510	976	707	2,384
Automotive & Related Products _____	5,741	6.6	5,098	643	1,166	768	647	576	2,584
Computer Systems, Peripherals & Software _____	2,107	2.4	1,813	294	682	176	150	137	962
Communications Systems & Equipment _____	1,699	1.9	1,468	231	469	226	174	131	699
Consumer Electronics/Appliances (including Video Games, Audio/Video Eqpt, etc) _____	1,991	2.3	1,749	242	571	273	195	164	788
Industrial Controls, Test or Medical Equipment _____	3,371	3.8	2,976	395	962	506	327	265	1,311
Aerospace & Defense-Related Products _____	3,823	4.4	3,361	462	756	528	373	290	1,876
Electronic Components/Sub-Assemblies _____	4,607	5.3	4,033	574	1,560	650	441	385	1,571
<b>Sub-Total Manufacturing</b>	<b>64,253</b>	<b>73.4</b>	<b>57,398</b>	<b>6,855</b>	<b>18,924</b>	<b>10,086</b>	<b>7,140</b>	<b>5,494</b>	<b>22,609</b>
Chemicals Distributor _____	539	0.6	461	78	246	73	40	35	145
Metals Wholesaler/Distributor _____	1,571	1.8	1,390	181	655	268	174	131	343
Computer/Electronics Distributor _____	621	0.7	539	82	285	69	49	52	166
Other Wholesale or Retail Trade _____	4,008	4.6	3,547	461	1,770	576	377	262	1,023
Transportation Services or Warehousing _____	2,465	2.8	2,173	292	693	310	202	202	1,058
Finance, Insurance, Real Estate _____	738	0.8	623	115	133	42	39	38	486
Utilities, Power Generation, Communications Provider _____	1,809	2.1	1,525	284	280	184	162	169	1,014
Mining, Construction, Agriculture _____	2,799	3.2	2,519	280	927	434	277	222	939
Other, Procurement/Supply Chain, Professional or Technical Services _____	8,727	10.0	7,326	1,401	2,416	968	868	737	3,738
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>87,530</b>	<b>100.0</b>	<b>77,501</b>	<b>10,029</b>	<b>26,329</b>	<b>13,010</b>	<b>9,328</b>	<b>7,342</b>	<b>31,521</b>
<b>PERCENT</b>	<b>100.0</b>		<b>88.5</b>	<b>11.5</b>	<b>30.1</b>	<b>14.9</b>	<b>10.7</b>	<b>8.4</b>	<b>36.0</b>

**SUPPLEMENTARY DATA FOR ISSUE OF MAY 2009**

This is an analysis of the 86,267 or 98.6% recipients who, in the performance of their job, buy, lease or supervise the buying, or leasing directly or through distributors, of the products or services shown below. (See questionnaire used to elicit this data on the back page of this report). Since any one respondent may have checked more than one response, the total may exceed the total circulation. This data is presented for statistical and marketing purposes only.

	RESPONDENTS
Steel & Other Ferrous Metals _____	39,448
Non-Ferrous Metals (Aluminum, Brass) _____	32,281
Assembly Components _____	29,754
Chemicals _____	36,391
Specialty/Fine Chemicals _____	21,054
Semiconductors _____	18,659
Electronic Interconnects Passives & Electro-mechanical _____	25,413
Electronic Power Supplies _____	29,381
Electronic Test Equipment _____	26,261
Communications Equipment (Network/Internet Equipment including Hubs, Routers, Switches) _____	24,412
Other Electronic Components, Equipment & Supplies _____	29,988
Electronic Components, Equipment & Supplies (Note 1) _____	48,437
Wireless Technology (Cell Phones, Pagers, Two-way Radios, Accessories, etc.) _____	23,515
Electrical Equipment & Supplies (Motors, Batteries, Switches) _____	36,117
Hydraulic, Pneumatic & Fluidic Equipment & Supplies (Hoses, Pumps, Compressors) _____	28,570
Lubricants & Other Petroleum Products _____	31,726
Materials Handling Equipment & Supplies (Trucks, Conveyors, Hoists) _____	38,940
Mechanical Parts (Stampings, Springs, Forgings) _____	32,514
Plastics (Materials, Parts, Resins) _____	34,834
Computers, Peripherals, Software _____	32,158
Office/Business Machines, Equipment and Supplies _____	36,146
Office Products & Systems (Note 2) _____	44,458
Packaging (Cartons, Labeling, Strapping) _____	46,737
Plant Equipment, Supplies & Services (Note 3) _____	37,760
Power Transmission Products (V-Belts, Gears, Bearings) _____	22,901
Production Equipment (Power Tools, Cutting Tools, Welding) _____	32,101
Corporate Travel _____	16,450
Other Products, Materials, or Services _____	227

Note 1: Respondents indicating one or more of the following categories: Electronic Interconnects, Passives & Electromechanical, Electronic Power Supplies, Electronic Test Equipment, Semiconductors, Communications Equipment, Other Electronic Components, Equipment & Supplies

Note 2: Respondents indicating one or more of the following categories: Computers, Peripherals, Software; Office/Business Machines, Equipment and Supplies, Furniture, Filing Systems - Office

Note 3: Respondents indicating one or more of the following categories: Plant & Personnel Health or Safety Equipment & Supplies, Plant Services and Facilities

**SUPPLEMENTARY DATA FOR ISSUE OF MAY 2009**

This is an analysis of 72,544 or 82.9% of recipients who have responded to question D on the qualification form shown at the back of this report regarding transportation services. Since any one respondent may have checked more than one response, the total may exceed the total circulation. These data are presented for statistical and marketing purposes only.

Number of recipients who specify, recommend, approve or purchase these Transport	RESPONDENTS
Motor Freight (Note 1) _____	47,518
Rail Freight _____	15,032
Air Freight _____	34,555
Small Package Delivery Services (I.e. FedEx, UPS, DHL, etc) _____	48,407
Air Freight/Small Package Delivery Services _____	54,402
Expedited Freight Services _____	36,429
Ocean Freight or Port Selection _____	23,549
Import/Export/International Transportation (Note 2) _____	18,680
3rd Party Logistics Services _____	28,109
Other Transportation Services (Note 3) _____	20,540
No Transportation Services _____	6,421

Note 1: Respondents indicating one or more of the following categories: Motor Freight, Truckload Motor Freight, LTL Motor Freight

Note 2: Respondents indicating one or more of the following categories: Import/Export Transportation, International Transportation

Note 3: Respondents indicating one or more of the following categories: Fleet Autos/Trucks, Intermodal Services, Van Lines or Freight Forwarders

<b>METAL BUYERS DEMOGRAPHIC</b>	
<b>This is an analysis of the recipients in metal related industries Primary Metal Products, Fabricated Metal Products, Metals Wholesaler/Distributor, Mining, Construction, Agriculture. This analysis also includes recipients in Industrial Machinery, Automotive &amp; Related Products, Computer Systems, Peripherals &amp; Software, Communications Systems &amp; Equipment, Consumer Electronics/Appliances, Industrial Controls, Test or Medical Equipment, Aerospace &amp; Defense related Products and Electronic Components/Sub-Assemblies who buy, lease or supervise the buying or leasing of steel, and other ferrous metals and/or non-ferrous metals (aluminum, brass) directly and/or through distributors.</b>	
Metal Buyers Demographic	Total
Primary Metal Products _____	2,095
Fabricated Metal Products _____	7,351
Industrial Machinery _____	6,634
Automotive & Related Products _____	3,627
Computer Systems, Peripherals & Software _____	419
Communications Systems & Equipment _____	501
Consumer Electronics/Appliances (including Video Games, Audio/Video Eqpt, etc) _____	859
Industrial Controls, Test or Medical Equipment _____	1,656
Aerospace & Defense related Products _____	2,245
Electronic Components/Sub-Assemblies _____	1,746
Metals Wholesaler/Distributor _____	1,571
Mining, Construction, Agriculture _____	2,799
<b>TOTAL METAL BUYERS DEMOGRAPHIC</b>	<b>31,503</b>
NOT INCLUDED IN METAL BUYERS DEMOGRAPHIC _____	56,027
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>87,530</b>

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2009**

QUALIFICATION SOURCE	Qualified Within			Print Version Only (A)	Electronic Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
	1 year	2 years	3 years						
I. <b>TOTAL</b> - Direct Request: _____	<b>61,297</b>	<b>26,233</b>	-	<b>77,501</b>	<b>10,029</b>			<b>87,530</b>	<b>100.0</b>
a. Written _____	11,621	4,041	-	15,247	415			15,662	17.9
b. Telecommunication _____	13,270	12,571	-	24,536	1,305			25,841	29.5
c. Electronic _____	36,406	9,621	-	37,718	8,309			46,027	52.6
II. <b>TOTAL</b> - Request from recipient's company: _____	-	-	-	-	-			-	-
a. Written _____	-	-	-	-	-			-	-
b. Telecommunication _____	-	-	-	-	-			-	-
c. Electronic _____	-	-	-	-	-			-	-
III. <b>TOTAL</b> - Membership Benefit: _____	-	-	-	-	-			-	-
a. Individual _____	-	-	-	-	-			-	-
b. Organizational _____	-	-	-	-	-			-	-
IV. <b>TOTAL</b> - Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-			-	-
a. Written _____	-	-	-	-	-			-	-
b. Telecommunication _____	-	-	-	-	-			-	-
c. Electronic _____	-	-	-	-	-			-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically): _____	-	-	-	-	-			-	-
Association rosters and directories _____	-	-	-	-	-			-	-
Business directories _____	-	-	-	-	-			-	-
Manufacturer's, distributor's and wholesaler's lists _____	-	-	-	-	-			-	-
Other sources _____	-	-	-	-	-			-	-
VI. <b>TOTAL</b> - Single Copy Sales: _____	-	-	-	-	-			-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>61,297</b>	<b>26,233</b>	-	<b>77,501</b>	<b>10,029</b>			<b>87,530</b>	<b>100.0</b>
<b>PERCENT</b>	<b>70.0</b>	<b>30.0</b>	-	<b>88.5</b>	<b>11.5</b>			<b>100.0</b>	

**3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2009**

MAILING ADDRESS	Print Version Only (A)	Electronic Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
Individuals by name and title and/or function _____	77,501	10,029			87,530	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>77,501</b>	<b>10,029</b>			<b>87,530</b>	<b>100.0</b>

**4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2005**

State & Zip Code	Print Version Only (A)	Electronic Version Only (B)	Total Qualified	Percent	State & Zip Code	Print Version Only (A)	Electronic Version Only (B)	Total Qualified	Percent
039-049 Maine _____	250	18	268		400-427 Kentucky _____	1,139	131	1,270	
030-038 New Hampshire _____	477	65	542		370-385 Tennessee _____	1,660	235	1,895	
050-059 Vermont _____	169	18	187		350-369 Alabama _____	952	103	1,055	
010-027 Massachusetts _____	2,148	272	2,420		386-397 Mississippi _____	394	36	430	
028-029 Rhode Island _____	304	38	342		<b>EAST SO. CENTRAL</b>	<b>4,145</b>	<b>505</b>	<b>4,650</b>	<b>5.3</b>
060-069 Connecticut _____	1,309	155	1,464		716-729 Arkansas _____	544	52	596	
<b>NEW ENGLAND</b>	<b>4,657</b>	<b>566</b>	<b>5,223</b>	<b>6.0</b>	700-714 Louisiana _____	600	67	667	
100-149 New York _____	3,886	447	4,333		730-749 Oklahoma _____	757	97	854	
070-089 New Jersey _____	2,665	324	2,989		750-799 Texas _____	5,234	732	5,966	
150-196 Pennsylvania _____	4,419	516	4,935		<b>WEST SO. CENTRAL</b>	<b>7,135</b>	<b>948</b>	<b>8,083</b>	<b>9.2</b>
<b>MIDDLE ATLANTIC</b>	<b>10,970</b>	<b>1,287</b>	<b>12,257</b>	<b>14.0</b>	590-599 Montana _____	134	14	148	
430-459 Ohio _____	4,943	628	5,571		832-838 Idaho _____	265	34	299	
460-479 Indiana _____	2,252	270	2,522		820-831 Wyoming _____	69	7	76	
600-629 Illinois _____	5,348	648	5,996		800-816 Colorado _____	891	141	1,032	
480-499 Michigan _____	3,395	471	3,866		870-884 New Mexico _____	173	26	199	
530-549 Wisconsin _____	3,197	392	3,589		850-865 Arizona _____	947	151	1,098	
<b>EAST NO. CENTRAL</b>	<b>19,135</b>	<b>2,409</b>	<b>21,544</b>	<b>24.6</b>	840-847 Utah _____	620	85	705	
550-567 Minnesota _____	2,299	315	2,614		889-898 Nevada _____	297	29	326	
500-528 Iowa _____	1,056	144	1,200		<b>MOUNTAIN</b>	<b>3,396</b>	<b>487</b>	<b>3,883</b>	<b>4.5</b>
630-658 Missouri _____	1,716	212	1,928		995-999 Alaska _____	54	10	64	
580-588 North Dakota _____	189	31	220		980-994 Washington _____	1,138	162	1,300	
570-577 South Dakota _____	213	28	241		970-979 Oregon _____	836	136	972	
680-693 Nebraska _____	576	62	638		900-961 California _____	7,281	1,066	8,347	
660-679 Kansas _____	830	96	926		967-968 Hawaii _____	78	23	101	
<b>WEST NO. CENTRAL</b>	<b>6,879</b>	<b>888</b>	<b>7,767</b>	<b>8.9</b>	<b>PACIFIC</b>	<b>9,387</b>	<b>1,397</b>	<b>10,784</b>	<b>12.3</b>
197-199 Delaware _____	197	34	231		<b>UNITED STATES</b>	<b>77,278</b>	<b>9,967</b>	<b>87,245</b>	<b>99.7</b>
206-219 Maryland _____	966	117	1,083		969 & 004-009 U.S. Territories _____	216	62	278	
200-205 Washington, DC _____	89	15	104		Canada _____	-	-	-	
220-246 Virginia _____	1,408	180	1,588		Mexico _____	-	-	-	
247-268 West Virginia _____	257	23	280		Other International _____	-	-	-	
270-289 North Carolina _____	2,387	321	2,708		APO/FPO _____	7	-	7	
290-299 South Carolina _____	1,099	125	1,224		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>77,501</b>	<b>10,029</b>	<b>87,530</b>	<b>100.0</b>
300-319 Georgia _____	2,146	288	2,434						
320-349 Florida _____	3,025	377	3,402						
<b>SOUTH ATLANTIC</b>	<b>11,574</b>	<b>1,480</b>	<b>13,054</b>	<b>14.9</b>					

**7. AVERAGE AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS**

6 Month Period Ended	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	2005	2006	2007	January - June 2008	July - December 2008*	January - June 2009*
Total Audit Average Qualified _____	94,985	92,717	92,731	90,516	90,516	89,530
Qualified Non-Paid _____	94,985	92,717	92,731	90,516	90,516	89,530
Print Only _____	94,985	90,335	85,761	82,637	82,443	79,765
Electronic Only _____	-	2,382	6,970	7,879	8,073	9,765
Qualified Paid _____	-	-	-	-	-	-
Print Only _____	-	-	-	-	-	-
Electronic Only _____	-	-	-	-	-	-
Post Expire Copies included in Paid Circulation _____	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	**NC	**NC	**NC	**NC	**NC	**NC

**\*NOTE: July 2008 - June 2009 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.**

\*\*NC = None Claimed.

**8. PAID CIRCULATION DATA**

**NC	Average Annual Subscription Order Price for the Period. (includes promotional incentive value, if any)
12	Issues Per Year
**NC	All Single Copy Sales Prices for the Period
**NC	Renewal Rate of Paid Subscribers (Optional)

**9. ADDITIONAL DATA****METHOD OF DISTRIBUTION**

All qualified circulation conforms to the field served of a recipient's qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients who request the electronic versions are notified via email when the version is available.

**PARAGRAPHS 5 & 6 ARE NOT REQUIRED.**

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Print Only**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	79,765	100.0	79,765	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>79,765</b>	<b>100.0</b>	<b>79,765</b>	<b>100.0</b>	-	-

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Electronic Only**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	9,765	100.0	9,765	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>9,765</b>	<b>100.0</b>	<b>9,765</b>	<b>100.0</b>	-	-

# Purchasing

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→ **X**  
 YOUR SIGNATURE (REQUIRED) \_\_\_\_\_ DATE \_\_\_\_\_

**B** *Purchasing* is now available in either a Print or Digital edition.  
 Which edition would you like to receive?  
 Digital  Print

[For digital, please provide your e-mail address in the space above]

**C** Is purchasing your function, or one of your functions?  
 1  Yes 2  No

**D** What is the primary end product manufactured or service provided at your location?

- 101  Food, Beverage or Tobacco
- 102  Textiles, Apparel or Leather Products
- 103  Wood Product Manufacturing (including Furniture Manufacturing)
- 104  Pulp and Paper Manufacturing
- 105  Media, Film, TV, Printing and/or Publishing
- 106  Petroleum and/or Coal Products
- 107  Pharmaceuticals
- 108  Soaps/Detergents and Personal Care Products
- 109  Paints and Coatings
- 110  Other Chemicals
- 111  Chemicals Distributor
- 112  Plastics and Rubber
- 113  Primary Metal Manufacturing
- 114  Fabricated Metal Manufacturing
- 115  Industrial Machinery
- 116  Automotive and Related Manufacturing
- 117  Computer Systems, Peripherals and Software
- 118  Communications Systems and Equipment
- 119  Consumer Electronics/Appliances (including Video Games and Audio/Video Equipment)
- 120  Industrial Controls, Test or Medical Equipment
- 121  Aerospace and Defense-Related Manufacturing
- 122  Electronic Components or Sub-Assemblies
- 123  Metals Wholesaler/Distributor
- 124  Computer/Electronic Distributor
- 125  Wholesale/Retail Trade Company
- 126  Transportation Services/Warehousing
- 127  Finance, Insurance or Real Estate
- 128  Utilities, Power Generation or Communications Provider
- 129  Mining, Construction or Agriculture
- 130  Procurement/Supply Chain, Professional or Technical Services
- 131  Other (Please describe below)

132/ \_\_\_\_\_

**E** In the performance of your job, which of the following products or services do you buy, lease or supervise the buying or leasing of? (Please check all applicable):

- 36  Steel and Other Ferrous Metals
- 37  Non-Ferrous Metals (Aluminum/Brass)
- 38  Chemicals
- 39  Specialty/Fine Chemicals
- 40  Semiconductors
- 41  Electronic Interconnects, Passives and Electromechanical Components
- 42  Electronic Power Supplies
- 43  Electronic Test Equipment
- 44  Communications Equipment (including Network or Internet Equipment such as Hubs, Routers or Switches)
- 45  Other Electronic Components, Equipment and Supplies
- 46  Wireless Technology (including Cell Phones, Pagers, Two-Way Radios and Accessories)
- 47  Computers, Peripherals, or Software
- 48  Electrical Equipment and Supplies (including Motors, Switches or Batteries)
- 49  Office or Business Machines, Office Equipment or Supplies
- 50  Materials Handling Equipment and Supplies (including Trucks, Conveyors or Hoists)
- 51  Mechanical Parts (including Stampings, Springs or Forgings)
- 52  Plant and Personnel Health or Safety Equipment and Supplies (including Clothing, Towels or Eyewear)
- 53  Plant Services and Facilities (including Lighting, Manual Valves or Energy)
- 54  Power Transmission Products (including V-belts, Gears or Bearings)
- 55  Hydraulic, Pneumatic or Fluidic Equipment and Supplies (including Hoses, Pumps or Compressors)
- 56  Assembly Components
- 57  Lubricants and Other Petroleum Products
- 58  Packaging Materials (including Cartons, Labeling or Strapping)
- 59  Plastics (including Materials, Parts or Resins)
- 60  Production Equipment (including Power Tools, Cutting Tools or Welding Equipment)
- 61  Corporate Travel
- 90  You have no responsibility to buy or supervise the buying of any of the products or services directly or through distributors listed above.

**F** In the performance of your job, which transportation services do you specify, recommend, approve or purchase? (Check all that apply)

- 4  3rd Party Logistics Services
- 5  Small Package Delivery Services (i.e., Fed Ex, UPS, DHL, etc.)
- 6  Expedited Freight Services
- 7  Motor Freight
- 8  LTL Motor Freight
- 9  Truckload Motor Freight
- 10  Air Freight
- 11  Ocean Freight or Port Selection
- 12  Rail Freight
- 13  Fleet Autos and Trucks
- 14  Intermodal Services
- 15  International Transportation
- 21  None of the above

**G** What is the number of employees at your ENTIRE company, including ALL locations?

- 80  1,000 or more
- 81  500-999
- 82  250-499
- 83  100-249
- 84  50-99
- 85  20-49
- 86  1-19

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2730/GA

**PUBLISHER'S AFFIDAVIT**

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

Rick Ellis, Director of Audience Marketing

Kathy Doyle, Publisher

(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.

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