

RECIPIENT CLASSIFICATION

RECIPIENT	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated	Percent
Individual by Name and Title and/or Company	29,908	9,681	39,589	99.0%
Individual by Name Only	1	-	1	-
Title Only	91	319	410	1.0%
Total Qualified Circulation	30,000	10,000	40,000	100.0%

Analysis conducted on the May 2021 Issue

SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL

RECIPIENT	Non Paid Print	Non-Paid Digital	Total Qualified Unduplicated	Percent
Direct Request from the Recipient	17,850	5,889	22,407	56.0%
Request from Recipient's Company	22	-	22	0.1%
Association/Group/Directory Lists	12,128	4,111	17,593	44.0%
Total Qualified Circulation	30,000	10,000	40,022	100.0%

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BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

Business Description			CEOs, Partners, Chairmen, Presidents & Owners	VPs, Treasurers, Secretaries & Other Corporate Officers	VPs, Managers, Directors of Real Estate and/or Facilities & Other Real Estate Facility Personnel	Corporate Managers & Directors	Architects & Engineers	Other	Total Qualified Unduplicated	Percent
	Print	Digital								
MANUFACTURING										
Transportation Equipment	495	262	427	52	150	71	17	40	757	1.9%
Biotech, Pharma and Medical Instruments (Note 1)	2,003	213	1,940	81	78	63	12	42	2,216	5.5%
Chemical Manufacturing, except Pharmaceuticals	1,037	165	1,001	68	68	30	12	23	1,202	3.0%
Food & Kindred Products	2,833	309	2,600	170	154	162	7	48	3,142	7.9%
Machinery (Note 2)	899	356	841	88	112	82	30	43	1,255	3.1%
Metals – Primary and Fabricated (Note 3)	2,716	543	2,555	221	216	167	31	69	3,259	8.1%
Plastics & Rubber (Note 4)	492	175	434	66	78	69	0	20	667	1.7%
Print, Publishing, and Allied Products	2,317	660	2,457	215	182	81	4	38	2,977	7.4%
Manufacturing – Other (Note 5)	2,255	1,197	2,340	271	463	272	36	129	3,452	8.6%
Manufacturing Subtotal:	15,047	3,880	14,595	1,232	1,501	997	149	452	18,927	47.3%
BUSINESS SERVICES										
Consultants and Contractors (Note 6)	2,357	1,638	2,525	310	545	345	140	130	3,995	10.0%
Insurance, Financial Institutions, Legal and/or Accounting	791	520	728	119	276	102	6	80	1,311	3.3%
Computer Software Developers, Data Processing, Communications	4,435	352	4,350	145	145	86	24	31	4,787	12.0%
Realtor, Brokers & Private Developers	601	493	471	143	270	151	12	47	1,094	2.7%
Professional Services (Note 7)	1,337	493	1,423	101	190	88	4	24	1,830	4.6%
Accommodations, Hotels, Restaurant, Health Care	1,657	795	793	126	833	500	41	159	2,452	6.1%
Trucking & Warehousing	375	202	337	45	104	68	4	19	577	1.4%
Wholesalers & Distributors	773	413	685	105	200	135	8	53	1,186	3.0%
Business Services – Other	1,778	604	1,568	114	375	163	9	153	2,382	6.0%
Business Services Subtotal:	14,104	5,510	12,880	1,208	2,938	1,638	248	696	19,614	49.0%
Others Allied to the Field	849	610	436	97	319	208	24	382	1,459	3.6%
Total Qualified Circulation	30,000	10,000	27,911	2,537	4,758	2,843	421	1,530	40,000	100.0%

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Note 1: Includes Biotech/R&D, Drugs & Pharmaceuticals and Medical Instruments.

Note 2: Machinery includes: Machinery (except Electrical) including Computers & Office Equipment and Electrical Machinery, Equipment & Supplies.

Note 3: Metals includes: Primary Metals Industries and Fabricated Metal Products.

Note 4: Plastics & Rubbers includes: Rubber & Miscellaneous Products and Plastics.

Note 5: Manufacturing- Other includes: Tobacco Products, Textile Mill Products, Apparel & Other Finished Products, Lumber & Wood Products, Furniture & Fixtures, Petroleum Refining & Related Industries, Leather & Leather Products, Stone/Clay/Glass & Concrete Products, Electronic Components & Communication Equipment, Professional Scientific & Controlling Instruments, Renewable Energy, and Other.

Note 6: Consultants and Contractors includes: Consultants, Design Engineers, Management Services, Architects, R&D, general Contractor, Builders and Building Services.

Note 7: Professional Services include: Telemarketing Services, Retail Trade and Mail Order Houses.

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Print	Digital	Total Qualified Unduplicated	Percent	REGION	Print	Digital	Total Qualified Unduplicated	Percent
Maine	150	67	217	0.5%	Kentucky	370	143	513	1.3%
New Hampshire	179	45	224	0.6%	Tennessee	589	209	798	2.0%
Vermont	72	20	92	0.2%	Alabama	425	167	592	1.5%
Massachusetts	846	262	1,108	2.8%	Mississippi	221	87	308	0.8%
Rhode Island	113	36	149	0.4%	E. S. Central	1,605	606	2,211	5.5%
Connecticut	407	131	538	1.3%	Arkansas	231	82	313	0.8%
New England	1,767	561	2,328	5.8%	Louisiana	266	135	401	1.0%
New York	1,771	631	2,402	6.0%	Oklahoma	304	118	422	1.1%
New Jersey	956	330	1,286	3.2%	Texas	2,075	643	2,718	6.8%
Pennsylvania	1,398	482	1,880	4.7%	W. S. Central	2,876	978	3,854	9.6%
Mid Atlantic	4,125	1,443	5,568	13.9%	Montana	116	38	154	0.4%
Delaware	68	33	101	0.3%	Idaho	183	46	229	0.6%
Maryland	529	171	700	1.8%	Wyoming	58	21	79	0.2%
D.C.	87	35	122	0.3%	Colorado	534	149	683	1.7%
Virginia	834	250	1,084	2.7%	New Mexico	108	46	154	0.4%
West Virginia	107	36	143	0.4%	Arizona	425	142	567	1.4%
North Carolina	907	290	1,197	3.0%	Utah	289	75	364	0.9%
South Carolina	361	162	523	1.3%	Nevada	179	51	230	0.6%
Georgia	831	333	1,164	2.9%	Mountain	1,892	568	2,460	6.2%
Florida	1,407	551	1,958	4.9%	Alaska	28	22	50	0.1%
S. Atlantic	5,131	1,861	6,992	17.5%	Washington	533	169	702	1.8%
Ohio	1,279	465	1,744	4.4%	Oregon	357	110	467	1.2%
Indiana	724	224	948	2.4%	California	3,463	852	4,315	10.8%
Illinois	1,574	584	2,158	5.4%	Hawaii	55	30	85	0.2%
Michigan	966	314	1,280	3.2%	Pacific	4,436	1,183	5,619	14.0%
Wisconsin	903	298	1,201	3.0%	U.S. Territories	9	8	17	-
E. N. Central	5,446	1,885	7,331	18.3%	U.S. Total	30,000	10,000	40,000	100.0%
Minnesota	766	240	1,006	2.5%	Canada	-	-	-	-
Iowa	376	154	530	1.3%	Foreign	-	-	-	-
Missouri	724	238	962	2.4%	Foreign Total	-	-	-	-
North Dakota	120	27	147	0.4%					
South Dakota	109	42	151	0.4%					
Nebraska	295	94	389	1.0%					
Kansas	323	112	435	1.1%					
W. N. Central	2,713	907	3,620	9.1%	Total Qualified	30,000	10,000	40,000	100.0%

Analysis conducted on the May 2021 Issue

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Print	Digital	Total
January/February 2021	30,000	10,000	40,000
March/April 2021	30,000	10,000	40,000
May/June 2021	30,000	10,000	40,000
6 Month Average	30,000	10,000	40,000

EXPLANATION

Publisher is not required to submit data for all paragraphs/tables. This report does not include an analysis of Additions and Removals by Issue. Percentages are rounded to the nearest tenth. Due to this rounding, percentages may not total 100.0%.

Audit of Records and Affidavit

On a continuing basis, VERIFIED AUDIT CIRCULATION conducts audits of printing, distribution, financial records and other data presented by this publication in order to substantiate data submitted to Verified. These examinations follow guidelines prepared in conformity with generally accepted circulation auditing procedures, involving records covering all distribution methods utilized for qualified circulation during the period(s) covered by the reports. The results of these audits warrant the issuance of audit reports as true and accurate statements of the qualified circulation of the client publication.

We certify to the best of our knowledge all information set forth in this Publisher's Statement is true and report circulation in accordance with VERIFIED AUDIT CIRCULATION Procedures and Regulations.

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