

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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A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprising media owners, advertising agencies and advertisers. Spanning 25 countries, BPA serves more than 2,000 B-to-B publications and 500 consumer magazines, plus newspapers, events, Web sites, email newsletters, databases, wireless and other advertiser-supported media—as well as more than 2,600 advertiser and agency members.

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# MetalForming

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Tel No.: (216) 901-8800  
FAX No.: (216) 901-9669  
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[www.metalformingmagazine.com](http://www.metalformingmagazine.com)  
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Official Publication of: Precision  
Metalforming Association  
Established: 1967  
Issues Per Year: 10  
(See Paragraph 9)

## FIELD SERVED

METALFORMING serves the precision metalforming industry consisting of companies manufacturing formed metal components, assemblies and end products for use in the furniture & fixtures, primary metal products, fabricated metal products, machinery (except electrical), electric & electronic equipment, transportation equipment, instruments and related equipment and other manufacturing industries. Also served are non-manufacturing companies as reported herein.

## DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are company management, manufacturing production management/engineering and other personnel, manufacturing engineering management/engineering and other personnel, quality assurance/control management/engineering and other qualified personnel, product design, research and development management/engineering and other personnel, metallurgical, factory automation management/engineering and other personnel, purchasing, safety, education and other qualified personnel as reported herein.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	90
Advertiser and Agency _____	1,251
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	1,275
Digital _____	-
All Other _____	863
<b>TOTAL</b>	<b>3,479</b>

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	57,363	100.0	57,363	100.0	-	-
Sponsored Individually Addressed __	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>57,363</b>	<b>100.0</b>	<b>57,363</b>	<b>100.0</b>	-	-

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD											
2009 Issue	Number Removed	Number Added	Qualified Non-Paid	Qualified Paid	Total Qualified	2009 Issue	Number Removed	Number Added	Qualified Non-Paid	Qualified Paid	Total Qualified
July/ August _____	525	275			59,750	October _____	6,036	1,636			55,100
September _____	355	105			59,500	November/ December ____	791	791			55,100
						<b>TOTAL</b>	<b>7,707</b>	<b>2,807</b>			

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009							
QUALIFICATION SOURCE	Qualified Within			Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request: _____	35,887	11,865	-			47,752	86.7
II. Request from recipient's company: _____	1,509	123	-			1,632	3.0
III. Membership Benefit: _____	-	-	-			-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-			-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically): _____	5,716	-	-			5,716	10.3
Association rosters and directories _____	-	-	-			-	-
*Business directories _____	5,716	-	-			5,716	10.3
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-			-	-
Other sources _____	-	-	-			-	-
VI. Single Copy Sales: _____	-	-	-			-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>43,112</b>	<b>11,988</b>	<b>-</b>			<b>55,100</b>	<b>100.0</b>
<b>PERCENT</b>	<b>78.2</b>	<b>21.8</b>	<b>-</b>			<b>100.0</b>	

\*See Paragraph 9

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009				
MAILING ADDRESS	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
Individuals by name and title and/or function _____			55,076	100.0
Individuals by name only _____			-	-
Titles or functions only _____			-	-
Company names only _____			24	-
Multi-Copy Same Addressee copies _____			-	-
Single Copy Sales _____			-	-
<b>TOTAL QUALIFIED CIRCULATION</b>			<b>55,100</b>	<b>100.0</b>

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009									
State & Zip Code	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent	State & Zip Code	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
039-049 Maine _____			151		400-427 Kentucky _____			912	
030-038 New Hampshire _____			282		370-385 Tennessee _____			1,585	
050-059 Vermont _____			82		350-369 Alabama _____			983	
010-027 Massachusetts _____			984		386-397 Mississippi _____			359	
028-029 Rhode Island _____			235		<b>EAST SO. CENTRAL</b>			3,839	7.0
060-069 Connecticut _____			996		716-729 Arkansas _____			455	
<b>NEW ENGLAND</b>			2,730	4.9	700-714 Louisiana _____			443	
100-149 New York _____			1,786		730-749 Oklahoma _____			550	
070-089 New Jersey _____			1,070		750-799 Texas _____			2,619	
150-196 Pennsylvania _____			2,402		<b>WEST SO. CENTRAL</b>			4,067	7.4
<b>MIDDLE ATLANTIC</b>			5,258	9.5	590-599 Montana _____			100	
430-459 Ohio _____			4,720		832-838 Idaho _____			205	
460-479 Indiana _____			2,051		820-831 Wyoming _____			50	
600-629 Illinois _____			4,616		800-816 Colorado _____			538	
480-499 Michigan _____			4,355		870-884 New Mexico _____			146	
530-549 Wisconsin _____			2,307		850-865 Arizona _____			705	
<b>EAST NO. CENTRAL</b>			18,049	32.8	840-847 Utah _____			352	
550-567 Minnesota _____			1,248		889-898 Nevada _____			243	
500-528 Iowa _____			820		<b>MOUNTAIN</b>			2,339	4.2
630-658 Missouri _____			1,115		995-999 Alaska _____			13	
580-588 North Dakota _____			108		980-994 Washington _____			700	
570-577 South Dakota _____			129		970-979 Oregon _____			510	
680-693 Nebraska _____			339		900-961 California _____			4,131	
660-679 Kansas _____			459		967-968 Hawaii _____			20	
<b>WEST NO. CENTRAL</b>			4,218	7.7	<b>PACIFIC</b>			5,374	9.7
197-199 Delaware _____			66		<b>UNITED STATES</b>			52,133	94.6
206-219 Maryland _____			375		969 & 004-009 U.S. Territories _____			33	
200-205 Washington, DC _____			19		Canada _____			2,044	
220-246 Virginia _____			549		Mexico _____			845	
247-268 West Virginia _____			190		Other International _____			45	
270-289 North Carolina _____			1,364		AP0/FPO _____			-	
290-299 South Carolina _____			737		<b>TOTAL QUALIFIED CIRCULATION</b>			<b>55,100</b>	<b>100.0</b>
300-319 Georgia _____			1,222						
320-349 Florida _____			1,737						
<b>SOUTH ATLANTIC</b>			6,259	11.4					

7. AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS						
6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	2006	2007	January - June 2008	July - December 2008	January - June 2009	July - December 2009*
Total Audit Average Qualified: _____	60,032	60,033	60,024	60,000	60,000	57,363
Qualified Non-Paid: ___	60,032	60,033	60,024	60,000	60,000	57,363
Qualified Paid: _____	-	-	-	-	-	-
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-December 2009 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

\*\*NC = None Claimed.

#### 9. ADDITIONAL DATA

##### ISSUES PER YEAR:

The July and August, and November and December issues were combined for a change in frequency from 12 to 10 issues per year.

##### PARAGRAPH 3b:

Business directories include 1 source of circulation for quantities of 5,716 copies or 10.3%, including Harris.

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

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

#### PUBLISHER'S AFFIDAVIT

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

Kathy DeLollis, Vice President/Publisher

Barbara Tillett, Circulation Manager

(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 15, 2010

State Ohio

County Cuyahoga

Received by BPA Worldwide January 15, 2010

Type PJ

ID Number M165P0D9

**3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009**  
 This issue is 5.2% or 3,017 copies below the average of the other 3 issues reported in Paragraph two.  
 The following table is an analysis of the 2002 North American Industry Classification System (NAICS) manual.

NAICS NO.	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Names & Libraries (A)	Company Management (B)	Manufacturing				Quality Assurance/Control		Product Design, Research and Development		Factory Automation		Purchasing (L)	Other Qualified Personnel (N)	Safety (W)	Education (X)	
						Production		Engineering		Management (P)	Engineering & Other Personnel (Q)	Management (H)	Engineering & Other Personnel (I)	Management (R)	Engineering & Other Personnel (S)					
						Management (C)	Engineering & Other Personnel (D)	Management (E)	Engineering & Other Personnel (F)											
331	PRIMARY METAL MANUFACTURING																			
331111	Steel Works, Blast Furnaces (including Coke Ovens and Steel Mills)	772	1.4	1	495	58	24	23	31	11	6	10	12	11	1	2	18	69	-	-
331112	Electrometallurgical Ferroalloy Product Mfg.	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
331210	Iron and Steel Pipe and Tube Mfg. from Purchased Steel	59	0.1	-	36	3	3	2	11	-	-	-	1	-	-	1	-	-	-	-
331221	Rolled Steel Shape Mfg.	81	0.1	-	32	11	-	4	6	1	1	1	2	5	-	2	15	-	-	1
331222	Steel Wire Drawing	27	-	-	16	2	1	-	1	1	1	-	-	-	1	-	3	1	-	-
331312	Primary Aluminum Production	64	0.1	-	37	5	2	2	5	-	-	-	2	1	-	3	7	-	-	-
331314	Secondary Smelting and Alloying of Aluminum	4	-	-	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-
331315	Aluminum Sheet, Plate and Foil Mfg.	15	-	-	7	3	-	-	-	-	-	1	1	-	-	-	-	-	-	-
331316	Aluminum Extruded Product Mfg.	51	0.1	-	28	5	5	5	4	-	1	-	1	-	-	-	2	4	1	-
331319	Other Aluminum Rolling and Drawing	13	-	-	5	2	1	-	1	1	-	-	-	-	-	-	-	3	-	-
331411	Primary Smelting and Refining of Copper	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
331419	Primary Smelting and Refining of Nonferrous Metal (except Copper and Aluminum)	25	-	-	12	1	1	3	2	-	-	-	-	-	-	-	-	6	-	-
331421	Copper Rolling, Drawing and Extruding	65	0.1	-	32	8	-	4	5	5	1	1	-	-	-	2	7	-	-	-
331422	Copper Wire (except Mechanical) Drawing	3	-	-	2	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-
331423	Secondary Smelting, Refining, and Alloying of Copper	7	-	-	4	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-
331491	Nonferrous Metal (except Copper and Aluminum) Rolling, Drawing, and Extruding	30	0.1	-	14	2	1	1	2	1	2	-	2	-	-	-	-	5	-	-
331492	Secondary Smelting, Refining and Alloying of Nonferrous Metal (except Copper and Aluminum)	8	-	-	6	-	-	-	-	-	-	-	-	-	-	-	-	2	-	-
331511	Iron Foundries	55	0.1	-	38	10	2	-	1	1	-	-	-	-	-	-	1	2	-	-
331512	Steel Investment Foundries	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
331513	Steel Foundries (except Investment)	18	-	-	10	1	-	-	3	-	1	-	-	-	-	-	1	2	-	-
331521	Aluminum Die Casting Foundries	16	-	-	13	1	-	-	1	-	-	-	-	-	-	-	-	1	-	-
331522	Nonferrous Die Castings Foundries (except Aluminum)	12	-	-	11	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
331524	Aluminum Foundries (except Die Casting)	15	-	-	9	3	1	-	1	-	-	-	-	-	-	-	-	1	-	-
331525	Copper Foundries (except Die Casting)	6	-	-	4	-	-	-	-	-	-	-	-	-	1	-	-	1	-	-
331528	Other Nonferrous Foundries (except Die Casting)	20	-	-	13	3	1	-	1	-	-	-	-	-	-	2	-	-	-	-
	Sub-Total NAICS 331	1,370	2.5	1	830	120	37	47	77	21	13	13	21	18	3	3	36	128	1	1
332	FABRICATED METAL PRODUCT MANUFACTURING																			
332111	Iron and Steel Forging	179	0.3	-	93	30	4	20	18	1	-	2	2	2	-	-	-	7	-	-
332112	Nonferrous Forging	29	0.1	-	15	4	-	5	2	1	-	1	-	-	1	-	-	-	-	-
332114	Custom Roll Forming	206	0.4	-	108	27	7	16	20	4	1	-	4	-	-	5	14	-	-	-
332115	Crown and Closure Mfg.	28	0.1	-	17	4	1	-	4	-	-	-	1	-	-	-	1	-	-	-
332116	Metal Stamping	6,473	11.7	-	3,672	668	302	382	600	126	54	56	108	1	17	45	132	291	11	8
332117	Power Metallurgy Part Mfg.	2	-	-	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
332211	Cutlery and Flatware (except Precious) Mfg.	105	0.2	-	66	13	6	2	12	1	-	-	1	-	-	-	3	-	-	-
332212	Hand and Edge Tool Mfg.	455	0.8	-	318	52	9	16	29	1	-	1	10	-	1	-	13	4	1	-
332213	Saw Blade and Handsaw Mfg.	96	0.2	-	61	6	1	4	13	2	-	-	-	1	-	-	2	6	-	-
332214	Kitchen Utensil, Pots and Pan Mfg.	35	0.1	-	16	3	1	2	10	-	-	-	-	-	-	-	-	3	-	-
332311	Prefabricated Metal Building Component Mfg.	705	1.3	-	457	88	26	25	41	4	1	3	13	-	-	2	20	25	-	-
332312	Fabricated Structural Metal Mfg.	1,076	2.0	-	792	96	40	30	44	10	4	5	6	-	2	21	25	1	-	-
332313	Plate Work Mfg.	929	1.7	-	650	73	32	33	56	4	4	8	11	-	-	4	9	42	-	3
332321	Metal Window and Door Mfg.	685	1.2	1	522	60	19	17	26	3	-	4	9	-	2	2	12	8	-	-
332322	Sheet Metal Work Mfg.	2,837	5.1	-	2,097	232	111	72	112	18	4	13	25	4	3	12	33	95	1	5
332323	Ornamental and Architectural Metal Work Mfg.	898	1.6	-	720	57	28	20	21	2	1	2	11	-	2	1	14	19	-	-
332410	Power Boiler and Heat Exchanger Mfg.	148	0.3	-	72	13	11	7	22	1	1	1	6	-	-	-	9	5	-	-
332420	Metal Tank (Heavy Gauge) Mfg.	419	0.8	-	274	46	15	16	21	6	2	2	5	1	-	-	17	13	1	-
332431	Metal Can Mfg.	201	0.4	-	112	49	4	11	9	1	2	-	2	-	-	-	2	8	1	-
332439	Other Metal Container Mfg.	363	0.7	-	211	49	17	20	32	2	1	2	10	-	1	2	10	6	-	-
332510	Hardware Mfg.	591	1.1	1	311	64	34	36	63	13	5	11	11	-	2	1	16	22	-	1
332611	Spring (Heavy Gauge) Mfg.	351	0.6	-	217	29	20	13	33	5	1	4	7	-	1	2	4	15	-	-
332612	Spring (Light Gauge) Mfg.	57	0.1	-	32	9	2	6	5	2	-	-	-	-	1	-	-	-	-	-
332618	Wire Spring and Misc. Fabricated Wire Products	561	1.0	-	376	63	13	28	37	8	1	1	5	-	2	10	16	1	-	-
332710	Machine Shops	1,068	1.9	-	889	62	21	15	28	9	1	2	4	-	-	11	25	-	1	-
332721	Precision Turned Product Mfg.	371	0.7	-	270	20	11	14	18	6	2	1	4	-	-	1	7	17	-	-
332722	Bolt, Nut, Screw, Rivet and Washer Mfg.	611	1.1	-	351	66	35	29	52	14	3	6	15	-	2	-	12	26	-	-
332811	Metal Heat Treating	229	0.4	-	158	19	5	4	7	9	-	-	1	3	1	1	1	20	-	-
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	660	1.2	-	509	52	17	19	19	5	1	2	6	1	-	-	4	38	-	1
332813	Electroplating, Plating, Polishing, Anodizing and Coloring	646	1.2	-	469	54	20	20	26	5	2	1	9	-	-	-	7	32	1	-
332911	Industrial Valve Mfg.	322	0.6	-	206	42	10	17	19	2	-	3	2	-	-	3	5	13	-	-
332912	Fluid Power Valve and Hose Fitting Mfg.	163	0.3	-	114	20	-	3	9	3	1	3	3	-	1	-	2	4	-	-
332913	Plumbing Fixtures Fittings and Trim	122	0.2	-	88	8	3	4	9	-	-	-	4	-	-	1	3	2	-	-
332919	Other Metal Valves and Pipe Fittings Mfg.	116	0.2	-	69	16	1	4	12	1	-	-	1	-	1	-	5	6	-	-
332991	Ball and Roller Bearing Mfg.	134	0.2	-	63	15	9	7	20	3	-	3	6	-	-	-	4	4	-	-
332992	Small Arms Ammunition Mfg.	34	0.1	-	7	7	1	6	6	-	1	-	3	-	-	-	1	2	-	-
332993	Ammunition (except Small Arms) Mfg.	33	0.1	-	16	7	-	4	5	-	-	-	-	-	-	-	-	1	-	-
332994	Small Arms Mfg.	40	0.1	-	32	4	-	1	2	-	-	-	-	1	-	-	-	-	-	-
332995	Other Ordnance and Accessories Mfg.	33	0.1	-	21	1	1	2	6	-	1	-	1	-	-	-	-	-	-	-
332996	Fabricated Pipe and Pipe Fitting Mfg.	581	1.1	-	347	74	17	24	54	7	2	5	12	-	-	1	11	26	1	-
332997	Industrial Pattern Mfg.	68	0.1	-	61	4	-	-	2	-	-	1	-	-	-	-	-	-	-	-
332998	Enameled Iron and Metal Sanitary Ware Mfg.	80	0.1	-	41	12	3	6	16	-	1	-	1	-	-	-	-	-	-	-
332999	All Other Miscellaneous Fabricated Metal Product Mfg.	3,285	6.0	-	2,393	257	130	98	137	25	11	11	29	1	3	8	68	110	3	1
	Sub-Total NAICS 332	26,025	47.2	2	17,314	2,476	975	1,056	1,677	304	108	154	348							

NAICS NO.	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Names & Libraries (A)	Company Management (B)	Manufacturing				Quality Assurance/Control		Product Design, Research and Development		Metallurgical (K)	Factory Automation		Purchasing (L)	Other Qualified Personnel (N)	Safety (W)	Education (X)
						Production		Engineering		Management (P)	Engineering & Other Personnel (Q)	Management (H)	Engineering & Other Personnel (I)		Management (R)	Engineering & Other Personnel (S)				
						Management (C)	Engineering & Other Personnel (D)	Management (E)	Engineering & Other Personnel (F)											
333411	Air Purification Equipment Mfg.	128	0.2	-	73	11	6	9	13	-	1	1	-	-	1	-	5	8	-	-
333412	Industrial and Commercial Fans and Blower Mfg.	111	0.2	-	49	19	9	6	16	2	-	-	4	-	-	1	4	1	-	-
333414	Heating Equipment (except Warm Air Furnaces) Mfg.	118	0.2	-	68	16	9	5	11	1	-	1	2	-	-	-	3	1	1	-
333415	Air Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment	471	0.9	-	220	41	31	20	103	4	3	2	16	-	-	4	17	7	2	1
333511	Industrial Mold Mfg.	324	0.6	-	253	22	12	4	14	-	-	-	8	-	1	-	3	6	-	1
333512	Machine Tool (Metal Cutting Type) Mfg.	305	0.6	-	220	11	8	13	9	1	1	2	5	-	-	-	6	29	-	-
333513	Machine Tool (Metal Forming Type) Mfg.	630	1.1	-	306	30	13	38	67	1	-	11	27	-	2	4	8	120	1	2
333514	Special Dies and Tools, Die Sets, Jigs and Fixtures Mfg.	1,773	3.2	-	1,163	93	50	80	154	10	1	19	52	2	4	4	16	120	-	5
333515	Cutting Tool, Machine Tool Accessories Mfg.	216	0.4	-	152	15	8	8	8	2	-	2	5	-	1	-	2	13	-	-
333516	Rolling Mill Machinery and Equipment Mfg.	71	0.1	-	37	2	-	6	5	-	-	2	1	-	-	-	3	15	-	-
333518	Other Metalworking Machinery Mfg.	199	0.4	-	102	10	4	10	17	2	-	1	4	-	-	-	3	46	-	-
333611	Turbine and Turbine Generator Sets Unit Mfg.	50	0.1	-	26	4	1	1	8	-	1	1	1	-	-	1	3	3	-	-
333612	Speed Changer, Industrial High-Speed Drive and Gear Mfg.	104	0.2	-	78	5	-	3	7	-	1	2	-	-	1	-	3	4	-	-
333613	Mechanical Power Transmission Equipment Mfg.	133	0.2	-	83	11	4	5	18	-	-	2	-	-	-	-	3	7	-	-
333618	Internal Combustion Engines, NEC	61	0.1	1	33	3	9	1	7	-	-	-	1	-	-	1	2	2	-	1
333911	Pump and Pumping Equipment Mfg.	215	0.4	-	173	12	4	5	7	-	-	1	-	-	1	-	5	7	-	-
333912	Air and Gas Compressor Mfg.	42	0.1	-	24	3	2	0	5	-	-	-	1	-	-	-	2	5	-	-
333913	Measuring and Dispensing Pump Mfg.	38	0.1	-	24	2	-	2	3	-	-	1	1	-	-	-	-	5	-	-
333921	Elevator and Moving Stairway Mfg.	49	0.1	-	32	5	1	4	5	-	-	-	1	-	-	-	-	1	-	-
333922	Conveyor and Conveying Equipment Mfg.	267	0.5	-	157	33	9	14	22	-	1	-	10	-	-	1	4	16	-	-
333923	Overhead Traveling Crane, Hoist and Monorail System Mfg.	208	0.4	-	130	25	10	8	12	2	-	2	5	-	-	-	5	8	-	1
333924	Industrial Trucks, Tractors, Trailers and Stackers	201	0.4	-	132	10	4	9	24	1	1	-	3	-	-	-	9	8	-	-
333991	Power Driven Hand Tool Mfg.	43	0.1	-	26	4	-	1	7	-	-	1	1	-	-	-	1	2	-	-
333992	Welding and Soldering Equipment Mfg.	222	0.4	-	138	8	4	7	25	-	1	4	4	-	-	-	5	25	1	-
333993	Packaging Machinery Mfg.	167	0.3	-	113	14	8	9	9	1	-	2	4	-	-	1	2	4	-	-
333994	Industrial Process Furnace and Oven Mfg.	50	0.1	-	30	4	-	4	5	-	-	3	2	-	-	-	-	2	-	-
333995	Fluid Power Cylinder and Actuator Mfg.	117	0.2	-	83	8	7	2	7	-	-	-	2	-	-	-	1	7	-	-
333996	Fluid Power Pump and Motor Mfg.	16	-	-	14	-	-	-	-	-	-	-	-	-	-	-	-	2	-	-
333997	Scale and Balance (except Laboratory) Mfg.	15	-	-	7	4	1	1	1	-	-	-	1	-	-	-	-	-	-	-
333999	All Other Miscellaneous General Purpose Machinery Mfg.	1,002	1.8	1	700	51	31	47	49	5	-	5	14	-	-	2	10	83	3	1
Sub-Total NAICS 333		9,260	16.8	2	5,804	667	344	401	837	41	20	71	208	2	13	25	186	613	11	15
334	COMPUTER AND ELECTRONIC PRODUCT MANUFACTURING																			
334111	Electronic Computer Mfg.	58	0.1	-	27	3	1	6	11	-	1	1	2	-	2	-	3	-	1	-
334112	Computer Storage Device Mfg.	12	-	-	3	1	-	1	1	-	1	-	1	-	-	1	1	2	-	-
334113	Computer Terminal Mfg.	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
334119	Other Computer Peripheral Equipment Mfg.	62	0.1	-	41	6	1	1	9	-	-	-	1	-	-	-	2	1	-	-
334210	Telephone and Telegraph Apparatus	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
334220	Radio and Television Broadcasting and Wireless Communications Equipment	136	0.2	-	63	19	6	10	6	-	1	1	18	-	-	-	5	7	-	-
334290	Other Communications Equipment Mfg.	81	0.1	-	50	12	4	1	6	-	-	-	3	-	1	-	1	3	-	-
334310	Audio and Video Equipment Mfg.	30	0.1	-	9	4	1	3	4	-	2	-	4	-	-	-	3	-	-	-
334411	Electron Tube Mfg.	7	-	-	2	1	2	-	1	-	-	-	-	-	-	-	-	1	-	-
334412	Bare Printed Circuit Board Mfg.	10	-	-	6	1	-	1	1	-	-	-	-	-	-	-	-	1	-	-
334413	Semiconductor and Related Device Mfg.	320	0.6	-	270	7	2	3	15	-	3	3	-	-	-	-	4	10	2	1
334414	Electronic Capacitor Mfg.	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
334415	Electronic Resistor Mfg.	6	-	-	3	1	-	1	-	-	-	-	1	-	-	-	-	-	-	-
334416	Electronic Coil, Transformer and Other Inductor Mfg.	1	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-
334417	Electronic Connector Mfg.	37	0.1	-	7	2	2	6	14	-	1	2	3	-	-	-	-	-	-	-
334418	Printed Circuit Assembly (Electronic Assembly) Mfg.	2	-	-	1	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-
334419	Other Electronic Components Mfg.	180	0.3	-	122	10	5	4	18	2	1	-	6	-	2	1	6	3	-	-
334510	Electromedical and Electrotherapeutic Apparatus	19	-	-	10	2	-	2	1	-	1	-	-	-	-	-	-	3	-	-
334511	Search, Detection, Navigation, Guidance, Aeronautical and Nautical System Instrument Mfg.	12	-	-	8	-	-	1	-	-	-	-	2	-	-	-	-	1	-	-
334512	Automatic Environmental Control Mfg. Residential, Commercial and Appliance Use	93	0.2	-	64	5	1	4	9	-	-	2	1	-	-	1	2	4	-	-
334513	Instruments and Related Products Mfg. For Measuring, Displaying and Controlling Industrial Process Variables	132	0.2	-	93	8	2	7	12	-	-	1	3	-	-	-	-	6	-	-
334514	Totalizing Fluid Meter and Counting Device Mfg.	38	0.1	-	28	1	1	2	2	-	-	-	-	-	-	-	2	2	-	-
334515	Instruments Mfg. for Measuring and Testing Electricity and Electrical Signals	130	0.2	-	109	2	3	2	2	-	-	1	-	-	-	-	4	7	-	-
334516	Analytical Laboratory Instrument Mfg.	10	-	-	7	1	1	-	1	-	-	-	-	-	-	-	-	-	-	-
334517	Irradiation Apparatus Mfg.	7	-	-	2	1	1	1	1	-	-	-	-	-	-	-	1	-	-	-
334518	Watches, Clocks and Parts Mfg.	5	-	-	-	2	1	-	2	-	-	-	-	-	-	-	-	-	-	-
334519	Other Measuring and Controlling Devices Mfg.	94	0.2	-	60	8	7	3	9	-	-	-	3	-	-	-	-	4	-	-
334611	Software Reproducing	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
334613	Magnetic and Optical recording Media Mfg.	0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total NAICS 334		1,488	2.7	-	991	97	41	59	127	2	11	11	48	-	5	3	34	55	3	1
335	ELECTRICAL EQUIPMENT, APPLIANCE AND COMPONENT MANUFACTURING																			
335110	Electric Lamp Bulb and Part Mfg.	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
335121	Residential Electric Lighting Fixture Mfg.	10	-	-	8	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-
335122	Commercial, Industrial, and Institutional Electric Lighting Fixture Mfg.	172	0.3	-	58	26	9	17	34	-	1	4	8	-	1	1	9	4	-	-
335129	Other Lighting Equipment Mfg.	38	0.1	-	17	5	6	3	4	-	-	1	1	-	-	-	1	-	-	-
335211	Electric Housewares and Fans	57	0.1	-	19	6	2	5	14	1	-	2	2	-	-	-	2	4	-	-
335212	Household Vacuum Cleaner Mfg.	10	-	-	3	3	1	1	2	-	-	-	-	-	-	-	-	-	-	-
335221	Household Cooking Appliance Mfg.	57	0.1	-	21	10	6	4	13	-	-	-	1	-	-	-	1	1	-	-
335222	Household Refrigerator and Home Freezer Mfg.	33	0.1	-	3	3	1	4	19	-	1	-	1	-	-	-	1	-	-	-
335224	Household Laundry Equipment Mfg.	33	0.1	-	5	-	3	5	19	-	-	-	1	-	-	-	-	-	-	-
335228	Other Major Household Appliance Mfg.	127	0.2	-	20	7	11	10	55	2	3	1	8	1	-	2	5	1	1	-
335311	Power, Distribution and Specialty Transformer Mfg.	62	0.1	-	22	10	4	2	15	1	-	-								

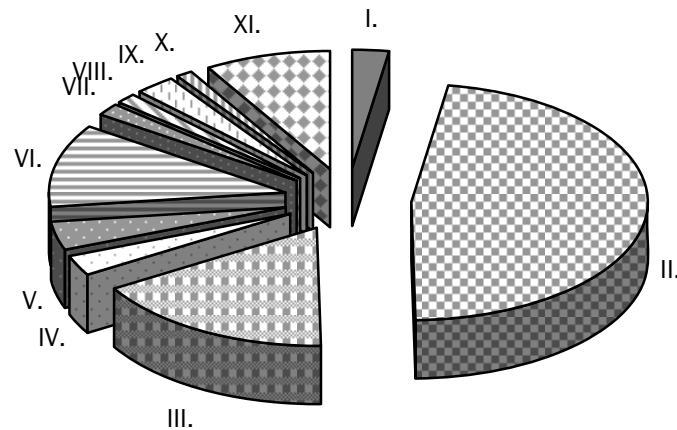
NAICS NO.	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Names & Libraries (A)	Company Management (B)	Manufacturing				Quality Assurance/Control		Product Design, Research and Development		Metallurgical (K)	Factory Automation		Purchasing (L)	Other Qualified Personnel (N)	Safety (W)	Education (X)
						Production		Engineering		Management (P)	Engineering & Other Personnel (Q)	Management (H)	Engineering & Other Personnel (I)		Management (R)	Engineering & Other Personnel (S)				
						Management (C)	Engineering & Other Personnel (D)	Management (E)	Engineering & Other Personnel (F)											
336	TRANSPORTATION EQUIPMENT MANUFACTURING																			
336111	Automobile Mfg.	347	0.6	-	82	26	26	40	102	5	15	2	21	2	-	1	17	5	3	-
336112	Light Truck and Utility Vehicle Mfg.	29	0.1	-	12	2	5	-	8	1	-	-	1	-	-	-	-	-	-	-
336120	Heavy Duty Truck Mfg.	67	0.1	-	41	7	-	2	9	2	-	-	-	-	-	-	5	1	-	-
336211	Motor Vehicle Body Mfg.	453	0.8	-	284	34	13	20	49	6	3	4	9	2	-	2	15	10	2	-
336212	Truck Trailer Mfg.	262	0.5	-	192	18	15	9	11	-	-	2	1	-	-	-	8	6	-	-
336213	Motor Home Mfg.	15	-	-	5	3	-	2	4	-	-	-	-	-	-	-	-	1	-	-
336214	Travel Trailer and Campers Mfg.	96	0.2	-	73	9	4	1	3	-	1	1	2	-	-	1	-	1	-	-
336311	Carburetor, Piston, Piston Ring and Valve Mfg.	18	-	-	8	3	-	1	4	-	-	-	2	-	-	-	-	-	-	-
336312	Gasoline Engine and Engine Parts Mfg.	213	0.4	-	149	14	4	7	20	3	1	1	6	1	-	-	2	5	-	-
336321	Vehicular Lighting Equipment Mfg.	21	-	-	8	1	2	2	5	-	1	-	-	-	-	-	1	1	-	-
336322	Other Motor Vehicle Electrical and Electronic Equipment Mfg.	175	0.3	-	118	11	4	9	21	2	2	1	3	-	-	-	3	1	-	-
336330	Motor Vehicle Steering and Suspension Components (except Spring) Mfg.	109	0.2	-	35	3	7	8	35	2	4	1	5	-	-	1	4	4	-	-
336340	Motor Vehicle Brake System Mfg.	98	0.2	-	37	13	5	7	17	3	1	1	4	-	-	-	6	4	-	-
336350	Motor Vehicle Transmission and Power Train Parts Mfg.	204	0.4	-	91	13	11	16	49	2	8	-	3	-	-	-	2	9	-	-
336360	Motor Vehicle Seating and Interior Trim Manufacturing	192	0.3	-	100	17	6	15	31	2	4	1	3	-	-	-	8	4	1	-
336370	Motor Vehicle Metal Stamping	835	1.5	-	296	123	49	84	154	21	16	9	10	3	3	6	22	36	2	1
336391	Motor Vehicle Air-Conditioning Mfg.	12	-	-	6	1	1	-	2	1	-	-	-	-	-	-	1	-	-	-
336399	All Other Motor Vehicle Parts Mfg.	1,589	2.9	1	868	149	80	93	197	20	20	14	35	1	5	13	49	39	2	3
336411	Aircraft Mfg.	214	0.4	-	133	4	8	11	32	2	2	1	7	-	1	1	5	6	1	-
336412	Aircraft Engines and Engine Parts Mfg.	189	0.3	-	139	10	7	3	22	1	-	-	1	-	-	1	4	1	-	-
336413	Other Aircraft Parts and Auxiliary Equipment Mfg.	547	1.0	-	366	40	24	26	38	7	3	3	12	-	1	1	16	8	2	-
336414	Guided Missiles and Space Vehicles Mfg.	7	-	-	1	1	-	1	2	-	-	-	1	-	-	-	-	-	1	-
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Mfg.	2	-	-	1	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Mfg.	5	-	-	2	-	1	-	2	-	-	-	-	-	-	-	-	-	-	-
336510	Railroad Rollin Stock Mfg.	92	0.2	-	50	9	5	7	10	3	2	-	2	-	-	-	2	2	-	-
336611	Ship Building and Repairing	63	0.1	-	24	2	5	7	18	1	2	1	1	-	-	-	-	2	-	-
336612	Boat Building	56	0.1	-	41	3	1	3	3	-	-	2	1	-	-	-	1	1	-	-
336991	Motorcycles, Bicycles and Parts Mfg.	161	0.3	-	122	9	1	5	12	-	-	2	2	-	-	1	4	3	-	-
336992	Military Armored Vehicle, Tank and Tank Component Mfg.	38	0.1	-	12	2	5	4	10	1	-	-	1	-	1	-	2	-	-	-
336999	All Other Transportation Equipment Mfg.	142	0.3	-	96	11	4	3	16	-	-	1	1	-	-	-	5	5	-	-
	Sub-Total NAICS 336	6,251	11.3	1	3,392	538	293	386	887	85	85	47	134	9	11	28	182	155	14	4
337	FURNITURE and RELATED PRODUCT MANUFACTURING																			
337110	Wood Kitchen Cabinet and Countertop Mfg.	11	-	-	8	-	1	-	-	-	-	-	-	-	-	-	1	1	-	-
337121	Upholstered Household Furniture Mfg.	13	-	-	6	2	-	1	1	-	-	-	-	-	-	-	3	-	-	-
337122	Nonupholstered Wood Household Furniture Mfg.	11	-	-	9	1	-	-	-	-	-	-	-	-	-	-	-	1	-	-
337124	Metal Household Furniture Mfg.	241	0.5	-	155	24	9	9	22	3	2	-	8	-	-	2	4	3	-	-
337125	Household Furniture (except Wood and Metal) Mfg.	9	-	-	4	4	-	1	-	-	-	-	-	-	-	-	-	-	-	-
337127	Institutional Furniture Mfg.	143	0.3	-	107	12	4	4	7	1	-	1	3	-	-	-	2	2	-	-
337129	Wood Television, Radio, and Sewing Machine Cabinet Mfg.	5	-	-	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
337211	Wood Office Furniture Mfg.	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
337212	Custom Architectural Woodwork and Millwork Mfg.	13	-	-	11	1	-	-	-	-	-	-	-	-	-	-	1	-	-	-
337214	Office Furniture (except Wood) Mfg.	213	0.4	-	64	19	21	18	57	1	4	-	8	-	-	4	10	5	-	-
337215	Showcase, Partition, Shelving and Locker Mfg.	271	0.6	-	159	29	15	12	30	2	-	5	6	-	-	2	6	5	-	-
337910	Mattress Mfg.	4	-	-	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
337920	Blind and Shade Mfg.	8	-	-	1	-	2	1	4	-	-	-	-	-	-	-	-	-	-	-
	Sub-Total NAICS 337	944	1.8	-	535	92	52	46	121	7	6	8	25	-	-	8	27	17	-	-
339	MISCELLANEOUS MANUFACTURING																			
339111	Laboratory Apparatus and Furniture Mfg.	33	0.1	-	15	3	1	2	9	-	-	-	1	-	-	-	1	1	-	-
339112	Surgical and Medical Instrument Mfg.	172	0.3	-	80	8	13	8	27	-	3	4	17	-	-	-	7	5	-	-
339113	Surgical Appliance and Supplies Mfg.	53	0.1	-	30	5	4	3	7	-	-	-	1	-	-	-	2	1	-	-
339114	Dental Equipment and Supplies Mfg.	16	-	-	11	-	-	-	3	-	-	-	1	-	-	-	-	1	-	-
339115	Ophthalmic Goods Mfg.	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
339116	Dental Laboratory	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-
339911	Jewelry (except Costume) Mfg.	32	0.1	-	20	4	3	1	2	-	-	-	1	-	-	-	-	1	-	-
339912	Silverware and Hollowware Mfg.	4	-	-	3	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-
339913	Jewelry Material and Lapidary Work Mfg.	1	-	-	1	-	-	0	-	-	-	-	-	-	-	-	-	-	-	-
339914	Costume Jewelry and Novelty Mfg.	2	-	-	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-
339920	Sporting and Athletic Goods Mfg.	67	0.1	-	39	8	2	3	8	-	-	4	-	-	-	1	1	1	-	-
339932	Game, Toy and Children's Vehicle Mfg.	12	-	-	11	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-
339941	Pen and Mechanical Pencil Mfg.	5	-	-	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-
339942	Lead Pencil and Art Good Mfg.	6	-	-	3	1	-	-	1	-	-	-	-	-	-	-	-	1	-	-
339943	Marking Device Mfg.	7	-	-	6	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-
339950	Sign Mfg.	192	0.3	-	122	19	16	4	13	1	-	2	3	-	-	-	5	7	-	-
339991	Gasket, Packing, and Sealing Device Mfg.	119	0.2	-	39	14	9	13	26	1	1	1	5	1	-	-	3	6	-	-
339992	Musical Instrument Mfg.	17	-	-	12	1	-	-	3	-	-	-	-	-	-	-	-	-	-	1
339993	Fastener, Button, Needle and Pin Mfg.	12	-	-	9	-	-	2	1	-	-	-	-	-	-	-	-	-	-	-
339994	Broom, Brush and Mop Mfg.	6	-	-	3	1	-	-	-	-	-	-	2	-	-	-	-	-	-	-
339995	Burial Casket Mfg.	15	-	-	4	2	-	1	6	-	-	-	-	-	-	-	1	-	1	-
339999	All Other Miscellaneous Mfg.	34	0.1	-	19	4	-	-	4	-	1	-	2	-	-	-	-	4	-	-
	Sub-Total NAICS 339	808	1.3	-	432	71	49	40	111	2	5	11	33	1	1	-	20	30	1	1

NAICS NO.	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Names & Libraries (A)	Company Management (B)	Manufacturing				Quality Assurance/Control		Product Design, Research and Development		Metallurgical (K)	Factory Automation		Purchasing (L)	Other Qualified Personnel (N)	Safety (W)	Education (X)
						Production		Engineering		Management (P)	Engineering & Other Personnel (Q)	Management (H)	Engineering & Other Personnel (I)		Management (R)	Engineering & Other Personnel (S)				
						Management (C)	Engineering & Other Personnel (D)	Management (E)	Engineering & Other Personnel (F)											
423510	Metal Service Centers and Other Metal Merchant Wholesalers	1,435	2.6	2	867	101	21	23	29	34	3	20	5	9	5	2	32	281	-	1
	TOTAL METALWORKING MANUFACTURING INDUSTRIES	49,734	90.1	8	31,232	4,355	1,917	2,185	4,275	512	268	359	878	55	78	171	1,032	2,311	54	44
	TOTAL NON-METALWORKING MANUFACTURING INDUSTRIES	653	1.2	-	353	45	21	21	42	3	4	23	5	1	-	2	6	126	1	-
	TOTAL MANUFACTURING INDUSTRIES	50,387	91.4	8	31,585	4,400	1,938	2,206	4,317	515	272	382	883	56	78	173	1,038	2,437	55	44
423	Merchant Wholesalers, Durable Goods	2,142	3.9	1	1447	52	13	25	38	3	2	32	9	-	2	2	40	472	2	2
5413	Architectural, Engineering, and Related Services	420	0.8	1	208	8	7	34	67	4	2	4	30	1	-	1	5	43	2	3
5416	Management, Scientific, and Technical Consulting Services	398	0.7	1	263	7	1	16	22	-	3	3	5	1	-	-	1	74	1	-
5417	Scientific Research and Development Services	142	0.3	-	33	6	7	14	34	1	1	5	25	-	-	1	-	8	-	7
611	Educational Services	263	0.5	11	40	9	5	6	12	-	1	2	1	-	1	-	1	16	-	158
	Other Non-Manufacturing Industries	1,348	2.4	2	851	53	58	32	74	2	7	7	11	1	3	-	17	217	5	8
	TOTAL NON-MANUFACTURING INDUSTRIES	4,713	8.6	16	2,842	135	91	127	247	10	16	53	81	3	6	4	64	830	10	178
	<b>TOTAL QUALIFIED CIRCULATION</b>	<b>55,100</b>	<b>100.0</b>	<b>24</b>	<b>34,427</b>	<b>4,535</b>	<b>2,029</b>	<b>2,333</b>	<b>4,564</b>	<b>525</b>	<b>288</b>	<b>435</b>	<b>964</b>	<b>59</b>	<b>84</b>	<b>177</b>	<b>1,102</b>	<b>3,267</b>	<b>65</b>	<b>222</b>
	<b>PERCENT</b>	<b>100.0</b>		<b>-</b>	<b>62.5</b>	<b>8.2</b>	<b>3.7</b>	<b>4.2</b>	<b>8.3</b>	<b>1.0</b>	<b>0.5</b>	<b>0.8</b>	<b>1.8</b>	<b>0.1</b>	<b>0.2</b>	<b>0.3</b>	<b>2.0</b>	<b>5.9</b>	<b>0.1</b>	<b>0.4</b>

(A) COMPANY NAMES & LIBRARIES  
 (B) COMPANY MANAGEMENT titles include: President, Owner, CEO, Partner, Proprietor, Principle, Executive VP, Director, VP Sales/Mktg, Director Sales/Mktg, and General Manager.  
 (C) MANUFACTURING PRODUCTION MANAGEMENT titles include Operations Manager, Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager, Plant Manager, Shop Manager, Tool Room Manager and Works Manager.  
 (D) MANUFACTURING PRODUCTION ENGINEERING titles include: Department Foreman, Department Supervisor, Facilitator, Manufacturing Supervisor, Master Mechanic, Plant Supervisor, Production Supervisor and Tool Room.  
 (E) MANUFACTURING ENGINEERING MANAGEMENT titles include: Facilities Manager, Senior Chief Tool Engineer, Chief of Manufacturing Development, Director of Manufacturing Engineering, Engineering Manager, Chief Methods Engineer, Director of Numerical Control, Manager of Process Engineering, Director of Production Development, Director of Production Engineering, Manager of Tool Design and Head of Tool.  
 (F) MANUFACTURING ENGINEERING (ENGINEERING) include: most engineering titles where the individual does not manage the department.  
 (G) OTHER MFG. PERSONNEL titles include Electrician, Estimator, Machinist, Methods Man, Processor, Rate Setter and Welder.  
 (P) QUALITY ASSURANCE/CONTROL MANAGEMENT titles include: Quality Assurance Manager, Quality Manager, Quality Control Manager and Test Manager.  
 (Q) QUALITY ASSURANCE/CONTROL ENGINEERING titles include: Mechanical Reliability Engineer, Product Evaluation Engineer and Product Assurance Foreman.  
 (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 ENGINEERING titles include: Design Project Engineer, Development Engineer and Research & Design Engineer.  
 (K) METALLURGICAL titles include: Metallurgist  
 (R) FACTORY AUTOMATION MANAGEMENT titles include: Director of Programming, Automation Manager, Robotics Manager, Systems Coordinator, CAE Director.  
 (S) FACTORY AUTOMATION ENGINEERING titles include: Computer Engineer, Information Services Supervisor, Programmer, Data Processing Technician.  
 (L) PURCHASING titles include: Purchasing Manager, Purchasing Agent, Commodity Mgr., Buyer, Procurement.  
 (N) OTHER QUALIFIED PERSONNEL titles include: Personnel Manager, Secretary, Chemist, Consultants, Accounting, Analysts, Customer Service Eng., Field Service Eng., Industrial Relations, Civil Eng., Scientist and other titled personnel.  
 (W) SAFETY titles include: Safety Director, Safety Engineer, Insurance.  
 (X) EDUCATION titles include: Director of Education, Professor and Teacher.

**3a. Breakout of Qualified Circulation by Business/Industry  
 (Please Refer to Paragraph 3a for Complete Descriptions)**

Business/Industry	Copies	%
I. NAICS 331 Primary Metal Manufacturing	1,370	2.5
II. NAICS 332 Fabricated Metal Product Manufacturing	26,025	47.2
III. NAICS 333 Machinery Manufacturing	9,260	16.8
IV. NAICS 334 Computer and Electronic Product Manufacturing	1,488	2.7
V. NAICS 335 Electrical Equipment, Appliance and Component Manufacturing	2,153	3.9
VI. NAICS 336 Transportation Equipment Manufacturing	6,251	11.3
VII. NAICS 337 Furniture and Related Product Manufacturing	944	1.7
VIII. NAICS 339 Miscellaneous Manufacturing	808	1.5
IX. NAICS 423510 Metal Service Centers	1,435	2.6
X. NAICS 311-327 Other Non-Metalworking Industries	653	1.2
XI. NAICS 111-238 and 423-928 Other Non-Manufacturing Industries	4,713	8.6
<b>TOTAL QUALIFIED</b>	<b>55,100</b>	<b>100.0</b>



**3a. Breakout of Qualified Circulation by Title/Function  
 (Please Refer to Paragraph 3a for Complete Descriptions)**

Title/Function	Copies	%
I. Company Management	34,427	62.5
II. Manufacturing Production	6,564	11.9
III. Manufacturing Engineering	6,897	12.5
IV. Quality Assurance/Control	813	1.5
V. Product Design, Research & Development	1,399	2.5
VI. Factory Automation	261	0.5
VII. Purchasing	1,102	2.0
VIII. Other Manufacturing	59	0.1
IX. All Others	3,578	6.5
<b>TOTAL</b>	<b>55,100</b>	<b>100.0</b>

