

BUSINESS PUBLICATION

Publisher's Statement

6 months ended June 30, 2015

Subject to Audit

Field Served:

Serves the original equipment manufacturing (OEM) and in-plant design markets.

TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION 18,312



1A AVERAGE QUALIFIED PAID CIRCULATION None Claimed

1B AVERAGE QUALIFIED NONPAID CIRCULATION

Print Only, See Par. 11(a)	14,697	
Digital Only, See Par. 11(b)	2,458	
Print & Digital (Unduplicated), See Par. 11(c)	1,157	
Total Individual	<u>18,312</u>	
Total Average Qualified Nonpaid Circulation		18,312

1C AVERAGE NONQUALIFIED CIRCULATION

Allocated For Shows & Conventions	100	
Miscellaneous, Including Staff Copies - Print Only	356	
Miscellaneous, Including Staff Copies - Digital Only	125	
Miscellaneous, Including Staff Copies - Print & Digital (Unduplicated)	<u>21</u>	
Total Miscellaneous, Including Staff Copies, See Par. 11(d)	<u>502</u>	
Total Average Nonqualified Circulation		602

1D AVERAGE QUALIFIED PAID & NONPAID CIRCULATION OF REGIONAL AND DEMOGRAPHIC EDITIONS
None

2 QUALIFIED PAID & NONPAID CIRCULATION BY ISSUES

2015 Issue	Total	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Jan./Feb.	18,361		14,724	2,446	1,191	18,361
Mar./Apr.	18,277		14,629	2,495	1,153	18,277
May/June	18,297		14,736	2,433	1,128	18,297

3A

BUSINESS/OCCUPATIONAL ANALYSIS

Classification by Business & Industry	Qualified Nonpaid	%	Classification by Occupation*													
			Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Print & Digital (Unduplicated)	Executive Management	Administrative Management	Maintenance Management/Engineering	Purchasing	Plant/Production Operations	6 Engineering			Design Engineering/Research & Development	Other Personnel n.e.c.	Copies Addressed by Qualified Company Name only
											(a) Plant Engineering	(b) Technicians, Technologists	(c) Engineering Titles n.e.c.			
Original Equipment Manufacturing																
Furniture and Fixtures	1,679	9.2	1,512	132	35	953	152	33	60	255	42	31	20	129	4	
Fabricated Metal Products	6,154	33.6	5,143	721	290	2,867	607	151	267	791	381	180	215	663	32	
Industrial Machinery and Equipment, Electronic and Other Electric Equipment.....	4,044	22.1	3,308	510	226	1,999	373	79	111	422	318	142	172	416	12	
Transportation Equipment	1,808	9.9	1,284	364	160	498	125	40	55	179	332	141	125	305	8	
Measuring, Analyzing, and Controlling Instruments: Photographic, Medical and Optical Goods; Watches and Clocks.....	1,272	7.0	1,041	155	76	408	123	46	50	190	130	69	73	179	4	
Miscellaneous Manufacturing Industries	1,173	6.4	812	251	110	279	37	28	35	71	227	113	111	272		
	785	4.3	645	91	49	341	41	13	30	106	77	49	47	81		
Sub-Total Original Equipment Manufacturing.....	16,915	92.5	13,745	2,224	946	7,345	1,458	390	608	2,014	1,507	725	763	2,045	60	
Other Manufacturing																
Food and Kindred Products	101	0.6	73	18	10	17	6	4	2	13	23	8	9	19		
Tobacco Products	3	0.0	3							1				2		
Textile Mill Products	14	0.1	9		5	4			1	1	6			2		
Apparel and Other Finished Products, Made from Fabrics and Similar Materials	6	0.0	2	3	1	1		1		1	1			2		
Lumber and Wood Products, Except Furniture	59	0.3	48	7	4	31	3	2		7	7	2	1	6		
Paper and Allied Products	43	0.2	36	2	5	5	2	3		4	14	4	5	5	1	
Printing, Publishing, and Allied Industries	31	0.2	21	3	7	13	2			5	4	1		4	2	
Chemicals and Allied Products	46	0.3	36	4	6	1		4	2	4	15	8		8		
Petroleum Refining and Related Industries	24	0.1	15	7	2	4	1	1	1	2	5	2		7	1	
Rubber and Miscellaneous Plastics Products.....	134	0.7	91	23	20	38	6	2	1	9	32	18	8	17	3	
Leather and Leather Products.....	2	0.0	2			2										
Stone, Clay, Glass, and Concrete Products.....	30	0.2	26	2	2	3	2	1	1	2	14	4	2	1		
Primary Metal Industries.....	240	1.3	205	24	11	106	34	13	12	12	24	10	12	17		
Sub-Total Other Manufacturing.....	733	4.0	567	93	73	225	56	31	20	61	145	57	41	90	7	
Total Manufacturing.....	17,648	96.5	14,312	2,317	1,019	7,570	1,514	421	628	2,075	1,652	782	804	2,135	67	
Nonmanufacturing																
Agriculture, Forestry, and Fishing, Mining	28	0.2	20	4	4	12		2		2	4		3	5		
Construction.....	43	0.2	31	6	6	16		1	1	2	10	5	1	7		
Transportation, Communications, Electric, Gas and Sanitary Services ..	81	0.4	50	18	13	10	4	6	4	3	11	15	15	13		
Wholesale Trade.....	74	0.4	55	10	9	41			3	5	4	9	8	4		
Retail Trade	15	0.1	13		2	7			2	2	1		1	2		
Finance, Insurance, and Real Estate Engineering Services, Architectural Services, Surveying Services.....	3	0.0	1	1	1	2							1			
Services (excluding Engineering, Architectural, Surveying Services)	262	1.4	161	51	50	41	7	6	1	5	61	15	43	78	5	
Public Administration	75	0.4	44	16	15	23		3		5	10	19	3	11	1	
Others Allied to the Field	20	0.1	14	1	5	1		2		1	2	9	1	4		
	48	0.3	35	9	4	19			2	7	2	5	2	5	6	
Total Nonmanufacturing	649	3.5	424	116	109	172	11	20	13	32	105	77	78	129	12	
Other Paid Circulation																
Subscriptions																
Single Copy Sales.....																
Total Qualified Circulation.....	18,297	100.0	14,736	2,433	1,128	7,742	1,525	441	641	2,107	1,757	859	882	2,264	79	

*See Par. 11(f) for Descriptions of Classification.

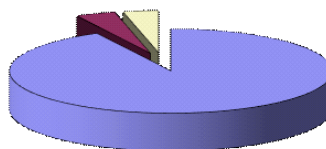
SUPPLEMENTAL ANALYSIS

US-SIC	Classification by Business & Industry	Total Qualified			Canada		Outside Canada	
		Units	Copies	%	Units	Copies	Units	Copies
Original Equipment Manufacturing								
25	Furniture and Fixtures	1,270	1,679	9.2	1,270	1,679		
34	Fabricated Metal Products	4,192	6,154	33.6	4,191	6,153	1	1
35	Industrial Machinery and Equipment.....	2,850	4,044	22.1	2,848	4,042	2	2
36	Electronic and Other Electric Equipment.....	1,168	1,808	9.9	1,168	1,808		
37	Transportation Equipment	772	1,272	6.9	772	1,272		
38	Measuring, Analyzing, and Controlling Instruments: Photographic, Medical and Optical Goods; Watches and Clocks.....	778	1,173	6.4	777	1,172	1	1
39	Miscellaneous Manufacturing Industries	684	785	4.3	682	783	2	2
Sub-Total Original Equipment Manufacturing..		11,714	16,915	92.4	11,708	16,909	6	6
Other Manufacturing								
20	Food and Kindred Products	95	101	0.6	95	101		
21	Tobacco Products.....	2	3	0.0	2	3		
22	Textile Mill Products	13	14	0.1	13	14		
23	Apparel and Other Finished Products, Made From Fabrics and Similar Materials.....	6	6	0.0	6	6		
24	Lumber and Wood Products, Except Furniture	59	59	0.3	59	59		
26	Paper and Allied Products	40	43	0.2	40	43		
27	Printing, Publishing, and Allied Industries	30	31	0.2	30	31		
28	Chemicals and Allied Products	41	46	0.3	41	46		
29	Petroleum Refining and Related Industries.....	23	24	0.1	23	24		
30	Rubber and Miscellaneous Plastics Products.....	119	134	0.7	119	134		
31	Leather and Leather Products	2	2	0.0	2	2		
32	Stone, Clay, Glass, and Concrete Products.....	26	30	0.2	26	30		
33	Primary Metal Industries	216	240	1.3	216	240		
Sub-Total Other Manufacturing		672	733	4.0	672	733		
Total Manufacturing		12,386	17,648	96.4	12,380	17,642	6	6
Nonmanufacturing								
01-14	Agriculture, Forestry, and Fishing, Mining	28	28	0.2	28	28		
15-17	Construction	43	43	0.3	43	43		
40-49	Transportation, Communications, Electric, Gas and Sanitary Services	73	81	0.4	73	81		
50-51	Wholesale Trade	73	74	0.4	73	74		
52-59	Retail Trade.....	15	15	0.1	15	15		
60-67	Finance, Insurance, and Real Estate	3	3	0.0	3	3		
871	Engineering Services, Architectural Services, Surveying Services.....	244	262	1.4	244	262		
70-89	Services (Excluding Engineering, Architectural, Surveying Services).....	72	75	0.4	70	73	2	2
90-97	Public Administration	19	20	0.1	19	20		
99	Others Allied to the Field	46	48	0.3	43	43	3	5
Total Nonmanufacturing		616	649	3.6	611	642	5	7
Other Paid Circulation Subscriptions								
Single Copy Sales.....								
Total Qualified Circulation.....		13,002	18,297	100.0	12,991	18,284	11	13

*A unit is an establishment primarily engaged in one type of economic activity at a single physical location.

Qualified Circulation by Industry

Industry		%
1. Original Equipment Manufacturing	16,915	92.4
2. Other Manufacturing	733	4.0
3. Nonmanufacturing	649	3.6
Total Qualified Circulation	18,297	100.0



■ 1. Original Equipment Manufacturing
■ 2. Other Manufacturing
■ 3. Non-Manufacturing

AGE OF SOURCE DATA ANALYSIS

Source	Print Only	Digital Only	Print & Digital (Unduplicated)	Qualified Within			Total	%
				1 Year	2 Years	3 Years		
Qualified Nonpaid Circulation:								
Direct request from recipient	13,141	2,335	1,094	14,267	1,834	469	16,570	90.6
Direct request from recipient's company	683	69	26	652	100	26	778	4.2
Communication other than request	141			141			141	0.8
Association								
Business Directories, See Par. 11(e).....	771	29	8	808			808	4.4
Lists								
Acquired Circulation								
Other Sources								
Total Qualified Nonpaid Circulation	14,736	2,433	1,128	15,868	1,934	495	18,297	100.0
Percent	80.5	13.3	6.2	86.7	10.6	2.7	100.0	
Paid Subscription Circulation								
Paid Acquired Circulation								
Single Copy Sales								
Total Qualified Circulation							18,297	

MAILING ADDRESS ANALYSIS

	Qualified Nonpaid	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)
Individual by name and title and/or occupation	18,275	99.9	14,715	2,432	1,128
Individual by name only	13	0.1	12	1	
Title or occupation only	5	0.0	5		
Company name only	4	0.0	4		
Multi-Copy Same Addressee					
Total Qualified Paid Subscription & Nonpaid Circulation . . .	18,297	100.0	14,736	2,433	1,128
Single Copy Sales					
Total Qualified Circulation	18,297				

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GEOGRAPHIC ANALYSIS

Province	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid	Units
Alberta	1,178	211	79	1,468	1,144
British Columbia	1,291	221	86	1,598	1,213
Manitoba	398	59	29	486	346
New Brunswick	283	38	15	336	234
Newfoundland/Labrador	93	15	2	110	92
Northwest Territories	1	1		2	2
Nova Scotia	292	43	14	349	248
Nunavut					
Ontario	7,637	1,190	622	9,449	6,458
Prince Edward Island	47	7		54	41
Quebec	3,201	606	263	4,070	2,940
Saskatchewan	302	38	16	356	267
Yukon Territory	4		2	6	6
Canadian Unclassified					
Total Canada	14,727	2,429	1,128	18,284	12,991
United States	8	4		12	10
Military or Civilian Personnel Overseas					
Other International	1			1	1
Total International	9	4		13	11
E-Mail Address Only					
Other Unclassified					
Grand Total	14,736	2,443	1,128	18,297	13,002

ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS
Sold During 6 Month Period Ended June 30, 2015

5 **PRICE DATA** Reporting not required

7 **SALES CHANNELS** Reporting not required

6 **TERM DATA** Reporting not required

8 **PREMIUM USAGE** Reporting not required

ADDITIONAL CIRCULATION INFORMATION

9 **POST EXPIRATION COPIES INCLUDED IN PAID CIRCULATION**
Reporting not required

10 **RENEWAL ANALYSIS OF PAID CIRCULATION**
Reporting not required

EXPLANATORY

Audit Cycle: June Ending.

- (a) Print Only Individual subscriptions, averaging 14,697 copies per issue, represent copies served to individuals receiving the print version only of DESIGN ENGINEERING.
- (b) Digital Only Individual subscriptions, averaging 2,458 copies per issue, represent copies served to individuals receiving the digital version only. The digital version of DESIGN ENGINEERING is made available to subscribers through an e-mail notice with a link to the issue, sent to recipients notifying them of the availability of each issue.
- (c) Print and Digital (Unduplicated) Individual subscriptions, averaging 1,157 copies per issue, represent copies served to individuals receiving both a print and digital version of DESIGN ENGINEERING. The digital version of DESIGN ENGINEERING is made available to subscribers through an e-mail notice with a link to the issue, sent to recipients notifying them of the availability of each issue.
- (d) Miscellaneous includes checking and promotion copies, averaging 116 copies per issue, served to advertisers and agencies.
- (e) Business Directories represent copies served to subscribers obtained from Scotts Directory and other recognized directories.
- (f) Description of Classification by Occupation: (See Par. 3A)
1. EXECUTIVE MANAGEMENT: includes President, Vice-President, Director, General Manager, Owner, Partner, Proprietor, Principal.
 2. ADMINISTRATIVE MANAGEMENT: includes Administrative Manager, Managers, Branch Manager, Consultant, Divisional Managers, Marketing Manager, Manager Information Services, Systems Analyst, Systems Manager.
 3. MAINTENANCE MANAGEMENT/ENGINEERING: includes Equipment Maintenance Director, Maintenance Superintendent, Plant Maintenance Manager, Vice-President Maintenance, Manager Engineering Maintenance, Maintenance Engineer.
 4. PURCHASING: includes Purchasing Agent, Purchasing Engineer, Purchasing Manager, Buyer.
 5. PLANT/PRODUCTION OPERATIONS: includes Manager Factory Engineering, Manager Operations Engineering, Operations Manager, Plant Manager, Plant Superintendent, Shop Superintendent, Superintendent of Operations, Project Supervisor, Manager Production Engineering, Production Engineer, Production Manager, Manufacturing Manager.
 6. ENGINEERING: includes Chief Engineer, Director of Engineering, Electrical Engineer, Equipment Engineer, Industrial Engineer, Industrial Machinery and Tools Engineer, Mechanical Engineer, Vice-President Engineering, Plant Engineer, Chemical Engineer, Engineering Supervisor, Engineering Superintendent, Planning Engineer, Manager Engineering, Manager Operations and Engineering, Engineering Technician, Engineering Technologist, Technologist, Technician, Technical Manager, Technical Supervisor, Civil Engineer, Aerospace Engineer, Consulting Engineer, Other Engineering Titles.
 9. DESIGN ENGINEERING/RESEARCH DEVELOPMENT: includes Chief Design Operator, Design Draftsman, Design Engineer, Design Manager, Design Technician, Designer, Electrical Designer, Industrial Designer, Packaging Development Manager, Product Designer, Project Engineer, Project Designer, Structural Design Engineer, Supervisor of Design, Tool Designer, Director Packaging, Draftsmen, Vice-President Design Engineering, Group Leader, Methods Engineer, Director Research and Development, Research Engineer, Quality Control Engineer, Testing Engineer.
12. OTHER QUALIFIED PERSONNEL, includes others allied to the field.
13. COPIES ADDRESSED BY COMPANY NAME ONLY, including libraries.

Definition of Recipient Qualification:

Qualified recipients are: individuals in the following areas: Design Engineering; Research and Development, Engineering Management; Design of Equipment for in-plant use; Standards Testing, Evaluation and Quality Control; and other related areas of activity. Also qualified are Educational Institutions; Government Establishments, Libraries, and other job functions allied to the field.

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with Alliance for Audited Media's Bylaws and Rules.

Parent Company: Annex Publishing & Printing Inc.

BEATA OLECHNOWICZ

Circulation Manager

ALAN MacPHERSON

Publisher

Frequency: 6 times/year

Format: Standard

Established: 1955

AAM Member Since: 2008

Member No. 06-1381-9

CARD: 688

Published by:

Annex Publishing & Printing Inc.

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Toronto, ON M3B 2S9

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Publisher: Alan MacPherson

Editor: Mike McLeod

06-1381-9	Analyzed Issue Date	05-06/01/15
	Analyzed Issue Text (for double month issue date)	
	Single Copy Price	
	Association Subscription Price	
	U.S. Subscription Price	
	Canadian Subscription Price	
	International Subscription Price	