CUTTING TOOL ENGINEERING

BRAND REPORT



FOR THE 6 MONTH PERIOD ENDED JUNE 2017

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.

CTE Publications, Inc. One Northfield Plaza, Suite 240 Northfield, IL 60093 Tel.: (847) 498-9100 Fax: (847) 559-4444 www.ctemag.com **CUTTING TOOL ENGINEERING** is a B2B brand intended for individuals with broad-based interests in metal working industries. The brand content and editorial scope of the publication includes news and industry comment, in-depth technical articles, industry round-up and special features. The content of every issue is also available to subscribers globally via the online digital version.

FIELD SERVED

CUTTING TOOL ENGINEERING serves manufacturing plants in the metal working industries within the following North American Industrial Classification System: 331, 332, 333, 334, 335, 336, 337 and 339. Also served are other manufacturing and non-manufacturing businesses as reported in Paragraph 3a herein.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are their Corporate Managers, Engineering Managers, Engineering Department Personnel, Production Managers, Production Department Personnel, Design/R&D Personnel, Purchasing Personnel, Quality Assurance/Control Personnel and Other Titles.

CHANNELS

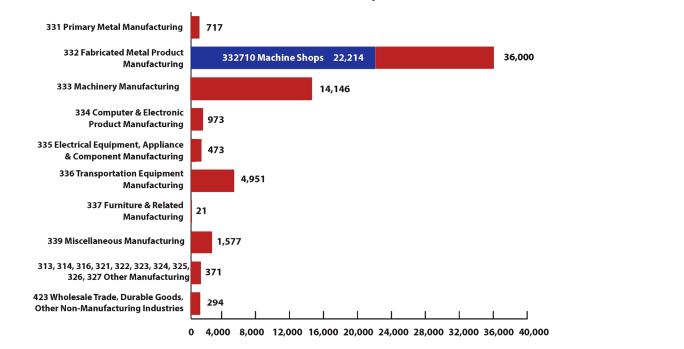


EXECUTIVE SUMMARY

Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
CUTTING TOOL ENGINEERING MAGAZINE (6 issues in the period)	60,380	4	60,384
a. Print	59,168	4	59,172
b. Digital	1,212	-	1,212
1. Requested	1,212	-	1,212
2. Non-Requested	-	-	-

Circulation broken down by NAICS codes



			TOTAL	
CLASSIFICATION BY TITLE	Print	Digital	QUALIFIED	PERCENT
Corporate Manager (Owner, Chairman, President, VP, GM or other Corporate Manager)	37,553	729	38,282	63.4
Engineering Manager (Supervise Engineering Personnel)	3,804	113	3,917	6.5
Engineering Department Personnel (Non-Supervisory Position)	4,911	92	5,003	8.3
Production Manager (Supervise Production Personnel)	6,343	123	6,466	10.7
Production Department Personnel (Non-Supervisory Position)	2,954	49	3,003	5.0
Design, R&D Personnel	1,126	48	1,174	1.9
Purchasing Personnel	976	29	1,005	1.7
Quality Assurance, Control Personnel	851	15	866	1.4
Other Titled & Non-Titled Personnel	630	12	642	1.1
TOTAL QUALIFIED CIRCULATION	59,148	1,210	60,358	100.0

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017

	(Qualified Withi	n				
- QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Print	Digital	Total Qualified	Percent
I. Direct Request:	52,519	7,839	-	59,148	1,210	60,358	100.0
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
V. TOTAL – Sources other than above (listed alphabetically):	-	-	-	-	-	-	-
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
Other sources	-	-	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	52,519	7,839	-	59,148	1,210	60,358	100.0
PERCENT	87.0	13.0	-	98.0	2.0	100.0	

MAILING ADDRESS	Print	Digital	Total Qualified	Percent
ndividuals by name and title and/or function	59,088	1,166	60,254	99.8
ndividuals by name only	60	44	104	0.2
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
TOTAL QUALIFIED CIRCULATION	59,148	1,210	60,358	100.0

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
- 6-Month Period Ended:	July – December 2014	January – June 2015	July – December 2015	January – June 2016	July – December 2016	January – June 2017*
Total Audit Average Qualified:	61,674	60,326	60,994	60,105	62,330	60,384
Qualified Non-Paid:	61,668	60,321	60,990	60,100	62,325	60,380
Print:	56,133	57,797	59,114	58,401	60,856	59,168
Digital:	5,535	2,524	1,876	1,699	1,469	1,212
Qualified Paid:	6	5	4	5	5	4
Print:	6	5	4	5	5	4
Digital:	-	-	-	-	-	
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	\$93.89	\$102.50	\$98.12	\$98.46	\$102.95	\$99.26
NOTE: January – June 2017 data is u	naudited. With each suc	ccessive period, new da	ta will be added until six	6-month periods are dis	splayed.	

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	266	-	266		Kentucky	794	-	794	
New Hampshire	422		422		Tennessee	1,116	-	1,116	
Vermont	138	-	138		Alabama	796	-	796	
Massachusetts	1,292	1	1,293		Mississippi	311	-	311	
Rhode Island	220	-	220		EAST SO. CENTRAL	3,017	-	3,017	5.0
Connecticut	966	2	968		Arkansas	436	-	436	
NEW ENGLAND	3,304	3	3,307	5.5	Louisiana	633	-	633	
New York	2,104	1	2,105		Oklahoma	843	-	843	
New Jersey	1,056	-	1,056		Texas	3,816	1	3,817	
Pennsylvania	2,999	3	3,002		WEST SO. CENTRAL	5,728	1	5,729	9.5
MIDDLE ATLANTIC	6,159	4	6,163	10.2	Montana	184	-	184	
Ohio	4,332	1	4,333		Idaho	266	-	266	
Indiana	2,636	1	2,637		Wyoming	91	-	91	
Illinois	4,441	7	4,448		Colorado	769	-	769	
Michigan	4,362	3	4,365		New Mexico	197	-	197	
Wisconsin	2,855	1	2,856		Arizona	725	-	725	
EAST NO. CENTRAL	18,626	13	18,639	30.9	Utah	485	1	486	
Minnesota	1,750	-	1,750		Nevada	225	-	225	
Iowa	900	-	900		MOUNTAIN	2,942	1	2,943	4.9
Missouri	1,270	-	1,270		Alaska	32	-	32	
North Dakota	109	-	109		Washington	1,044	-	1,044	
South Dakota	189	-	189		Oregon	723	-	723	
Nebraska	357	-	357		California	5,574	1	5,575	
Kansas	639	-	639		Hawaii	20	-	20	
WEST NO. CENTRAL	5,214	-	5,214	8.6	PACIFIC	7,393	1	7,394	12.3
Delaware	79	1	80		UNITED STATES	59,041	26	59,067	97.9
Maryland	441	-	441		U.S. Territories	29	1	30	
Washington, DC	7	-	7		Canada	77	971	1,048	
Virginia	701	1	702		Mexico	-	29	29	
West Virginia	233	-	233		Other International	1	183	184	
North Carolina	1,454	-	1,454		APO/FPO	-	-	-	
South Carolina	768	1	769						
Georgia	1,107	-	1,107		TOTAL QUALIFIED	50 1 4 9	1 010	60.259	100.0
Florida	1,868	-	1,868		CIRCULATION	59,148	1,210	60,358	100.0
SOUTH ATLANTIC	6,658	3	6,661	11.0					

ADDITIONAL DATA

METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available.

STATEMENT OF CONTENT PLATFORM:

Editorial Replica – If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

Ne hereby make oath and say that all data set forth in this statement are true.	Date signed	July 24, 2017
Don Nelson, Publisher	State	Illinois
Andrea Karges, Circulation Director At least one of the above signatures must be that of an officer of the publishing company or its	County	Cook
authorized representative.)	Received by BPA Worldwide	July 24, 2017
MPORTANT NOTE:	Туре	BD
his unaudited brand report has been checked against the previous audit report. t will be included in the annual audit made by BPA Worldwide.	ID Number	C164B0J7

MAGAZINE CHANNEL

Official Publication of: Society of Carbide & Tool Engineers Established: 1955/Issues Per Year: 12

AVERAGE NON-QUALIFIED CI NON-OUALIFIED	RCULATION	
Not Included Elsewhere	Copies	
Other Paid Circulation	77	
Advertiser and Agency	1,562	
Allocated for Trade Shows and Conventions	-	
All Other	12,920	
TOTAL	14,559	

1. AVERAGE QUALIFIED C	AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD						
	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid	
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Individual	60,384	100.0	60,380	100.0	4	-	
Sponsored Individually Addressed	-	-	-	-	-	-	
Membership Benefit	-	-	-	-	-	-	
Multi-Copy Same Addressee	-	-	-	-	-	-	
Single Copy Sales	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	60,384	100.0	60,380	100.0	4	-	

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD Digital 1,221 2017 Issue Number Removed Number Added Print Total Qualified January 59,078 60,299 February 6 54 59,123 1,224 60,347 March 508 630 59,247 1,222 60,469 April 2,831 2,836 59,255 1,219 60,474 May 2,190 2,074 59,148 1,210 60,358 59,179 60,355 June 3,098 3,095 1,176 TOTAL 8,633 8,689

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017

This issue is 0.1% or 31 copies below the average of the other 5 issues reported in Paragraph 2.

North American Industrial Classification System (NAICS) is a numerical coding system developed jointly by the Economic Classification Policy Committee of the Office of Management and Budget as well as Statistics Canada and Mexico. Copies of the NAICS Manual can be purchased from the Superintendent of Documents of the U.S. Government Printing Office, Washington, D.C. 20402 (Classification based on 2017 NAICS Manual).

					Corporate				CLASSIFICATION B	Y TITLE						CLASSIF	ICATION BY EMPLO	OYEE SIZE		
AICS ODE 1 Primary Metal Manufacturing	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital	Manager (Owner, Chairman, President, VP, GM or other Corporate Manager)	Engineering Manager (Supervise Engineering Personnel)	Engineering Department Personnel (Non- Supervisory Position)	Production Manager (Supervise Production Personnel)	Production Department Personnel (Non- Supervisory Position)	Design, R&D Personnel	Purchasing Personnel	Quality Assurance, Control Personnel	Other Titles & Non-Titled Personnel	1 to 19	20 to 49	50 to 99	100 to 249	250 to 499	500 and over	Undefin
. Primary Metal Manufacturing .110 Iron and Steel Mills and Ferroalloy Manufacturing	63		61	2	22	4	9	10	10	2	2	2	2	17	6	5	7	4	24	
210 Iron and Steel Pipe and Tube Manufacturing from Purchased Steel	32		31	1	12	4	2	7	1	1	2	3	-	5	8	7	8	2	2	
221 Rolled Steel Shape Manufacturing	82		77	5	31	13	17	9	6	4	1	1		10	16	13	25	11	7	
.222 Steel Wire Drawing	20		20	-	10	1	4	1	1	2	1		-	3	3	5	2	1	6	
.313 Alumina Refining and Primary Aluminum Production	5		4	1	1	1	2	-	1	-	-	-	-	2	1	-	-	1	1	
314 Secondary Smelting and Alloying of Aluminum	1		1	-	-	-	-	1	-	-	-	-	-	1	-	-	-	-	-	
1315 Aluminum Sheet, Plate, and Foil Manufacturing	11		11	-	1	1	2	2	3	2	-	-	-	1	3	-	4	2	1	
1318 Other Aluminum Rolling, Drawing, and Extruding	58		58	-	17	12	16	8	3	-	-	2	-	8	9	4	14	19	4	
1410 Nonferrous Metal (except Aluminum) Smelting and Refining	9		9	-	2	1	4		1	1		-	-	2	1	-	2	2	2	
1420 Copper Rolling, Drawing, Extruding, and Alloying	14		13	1	3	-	8	2	-	-	-	1	-	-	3	1	6	-	2	
1491 Nonferrous Metal (except Copper and Aluminum) Rolling, Drawing, and Extruding	23		23 14	-	4	1	3	6	2	3	3		1	6	1	4	3	-	8	
 Secondary Smelting, Refining, and Alloying of Nonferrous Metal (except Copper and Aluminum) Iron Foundries 	14 82		81	- 1	24	9	12	14	12	8	2	-	1	10	21	2	12	-	24	
1512 Steel Investment Foundries	28		28	1	24	9	12	5	4	0	2	-	1	2	21	2	3	7	12	
1513 Steel Foundries (except Investment)	34		33	1	14	2	4	5	9		-	-		10	4	4	7	3	3	
1523 Nonferrous Metal Die-Casting Foundries	118		113	5	32	15	42	13	5	5	1	4	1	19	12	12	25	25	24	
1524 Aluminum Foundries (except Die-Casting)	59		57	2	25	6	8	11	2	2	2	1	2	12	16	9	18	1	3	
1529 Other Nonferrous Metal Foundries (except Die-Casting)	64		58	6	31	5	11	12	2	2	-	1	-	17	10	19	12	2	4	
Sub-Total NAICS 331	717	1.2	692	25	240	80	157	107	62	33	15	15	8	131	117	94	149	86	131	
2 Fabricated Metal Product Manufacturing																				
2111 Iron and Steel Forging	179		175	4	89	24	21	22	6	10	1	3	3	51	23	26	39	26	10	
112 Nonferrous Forging	20		19	1	12	3	3	-	2	-	-	-	-	7	2	-	4	2	5	
114 Custom Roll Forming	7		7		4	-	-	2		1		-		5	-	1	1	-		
2117 Powder Metallurgy Part Manufacturing	4		4	-		1		3			-	-	-		1	1	1	1	-	
2119 Metal Crown, Closure, and Other Metal Stamping (except Automotive)	983		978	5	624	78	65	119	41	11	15	18	12	450	232	150	76	29	10	3
2215 Metal Kitchen Cookware, Utensil, Cutlery, and Flatware (except Precious) Manufacturing	57 356		56 334	22	40 208	5 21	4	4 39	11	20	- 10	1	-	33 157	5 59	4	42	5 18	3	
2216 Saw Blade and Handtool Manufacturing 2311 Prefabricated Metal Building and Component Manufacturing	117		110	22	208	21	41	10	11	20	10	5	1	68	18	42	42	9	51	
2312 Fabricated Structural Metal Manufacturing	2,873		2,838	35	2,318	98	67	232	60	16	45	20	17	1,683	652	267	139	39	29	F
2313 Plate Work Manufacturing	327		320	7	227	17	25	35	8	5	-5	3	2	134	82	48	29	23	8	
2321 Metal Window and Door Manufacturing	249		243	6	205		9	10	11	4	1	1	-	140	51	18	16	11	12	
2322 Sheet Metal Work Manufacturing	1,971		1,953	18	1,595	60	52	158	45	8	28	14	11	1,204	414	188	87	13	10	5
2323 Ornamental and Architectural Metal Work Manufacturing	683		675	8	606	13	8	35	7	5	4	3	2	541	84	19	19	6	9	
2410 Power Boiler and Heat Exchanger Manufacturing	101		97	4	59	9	9	16	3	3	-	2	-	39	28	13	8	6	7	
2420 Metal Tank (Heavy Gauge) Manufacturing	137		133	4	98	9	8	9	4	2	5	2	-	52	41	18	15	4	7	
2431 Metal Can Manufacturing	34		32	2	17	3	2	8	2	1	-	1	-	7	8	6	6	1	2	
2439 Other Metal Container Manufacturing	56		55	1	40	3	-	6	4	1	2	-	-	28	11	7	5	2	· ·	
2510 Hardware Manufacturing	306		306	-	199	22	26	32	15	5	1	3	3	141	66	43	19	22	13	
2613 Spring Manufacturing 2618 Other Fabricated Wire Product Manufacturing	121 276		119 271	2	76	10	12	12	5	3	2	3	4	46 136	24 65	22	14	6	5	
2618 Other Fabricated Wire Product Manufacturing 2710 Machine Shops	22,214		21,885	329	218 15,823	1,048	891	21	1,153	196	370	340	114	136	3632	41 1544	22 848	150	94	35
2721 Precision Turned Product Manufacturing	941		933	329	15,823	76	92	2,279 123	42	196	13	24	2	445	234	116	040 111	17	94	30
2722 Bolt, Nut, Screw, Rivet, and Washer Manufacturing	353		345	8	206	19	36	45	24	7	15	6	4	139	72	48	53	18	16	
2811 Metal Heat Treating	123		120	3	86	8	5	17		-	1	1	2	58	35	14	13	2	-	
Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	538		530	8	430	11	14	49	13		6	6	9	372	86	52	19	1	4	
2813 Electroplating, Plating, Polishing, Anodizing, and Coloring	585		577	8	474	17	3	54	13	2	10	9	3	392	100	49	34	3	1	
2911 Industrial Valve Manufacturing	250		245	5	114	27	43	41	14	3	5	2	1	72	53	23	46	26	28	
2912 Fluid Power Valve and Hose Fitting Manufacturing	159		156	3	61	13	26	34	7	6	3	8	1	47	16	31	32	10	21	
2913 Plumbing Fixture Fitting and Trim Manufacturing	99		97	2	56	12	16	8	2	2	1	2	-	36	9	5	15	17	15	
2919 Other Metal Valve and Pipe Fitting Manufacturing	314		312	2	135	29	51	48	28	7	4	7	5	106	44	30	62	28	38	
2991 Ball and Roller Bearing Manufacturing	186		183	3	43	33	53	30	12	9	3	1	2	28	24	34	42	27	30	
2992 Small Arms Ammunition Manufacturing	38		38	-	29	2	2	2	1	1	-	-	1	26	3	1	2	1	5	
2993 Ammunition (except Small Arms) Manufacturing	23 354		23	-	9	3	6	3 45	1	13	- 7	-	-	10	2 55	41	3	2	4	
2994 Small Arms, Ordnance, and Ordnance Accessories Manufacturing 2996 Fabricated Pipe and Pipe Fitting Manufacturing	354 253		354 250	-	205 191	21 10	39 12	45 26	79	13	1	2	3	188 112	55 69	34	20 20	11 11	35	
2990 All Other Miscellaneous Fabricated Metal Product Manufacturing	713		697	16	545	26	45	47	17	12	1	4	-	432	127	70	48	16	14	
		EC 7		530							562	500	000					569		60
Sub-Total-NAICS-332	36,000	59.7	35,470	550	25,692	1,751	1,698	3,624	1,593	371	2002	500	209	22,979	6,427	3,017	1,924	203	480	

CLASSIFICATION BY EMPLOYEE SIZE

						Corporate				CLASSIFICATION E	BY TITLE			I		
NAICS		TOTAL	PERCENT			Manager (Owner, Chairman, President, VP, GM or other Corporate	Engineering Manager (Supervise Engineering	Engineering Department Personnel (Non- Supervisory	Production Manager (Supervise Production	Production Department Personnel (Non- Supervisory	Design, R&D	Purchasing	Quality Assurance, Control	Other Titles & Non-Titled		
CODE		QUALIFIED	OF TOTAL	Print	Digital	Manager)	Personnel)	Position)	Personnel)	Position)	Personnel	Personnel	Personnel	Personnel	1 to 19	20
333 333111	Machinery Manufacturing Farm Machinery and Equipment Manufacturing	791		772	19	501	57	68	94	23	25	13	5	5	429	
333112	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing	70		70	-	38	5	13	5	3	4	-	2	-	19	
333120 333131		631 187		616 178	15 9	318 96	58 21	109 26	64 29	32 11	17	18 4	10	5	258 67	
333132		578		554	24	288	43	49	112	39	14	12	14	7	227	
333241		216		209	7	110	23	18 14	30 4	16 1	10 5	6	1	2	74	
333242 333243		50 164		50 157	- 7	15 94	12	14	29	10	3	2	3	1	16 74	
333244	Printing Machinery and Equipment Manufacturing	137		136	1	85	7	15	17	5	5	3	_	-	66	
333249 333314		575 130		568 126	4	323 77	51 9	61 9	72 16	23 13	18 2	13	5	9	278 63	
333316	Photographic and Photocopying Equipment Manufacturing	11		11	-	5	1	-	1	3	-	-	-	1	6	
333318 333413 333414	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing Heating Equipment (except Warm Air Furnaces) Manufacturing	427 148 61		421 140 60	6 8 1	285 89 42	27 9 4	32 18 9	50 20 2	13 4 1	8 2 -	7 - 1	1 4 1	4 2 1	236 69 27	
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	223		218	5	131	20	33	11	9	11	3	5		88	
333511	Industrial Mold Manufacturing	550		536	14	305	44	40	80	46	12	11	7	5	267	
333514		2,214		2,149	65 79	1,411	145 177	107	277 190	162 60	38	32 31	20 25	22	1,364	
333515 333517	Machine Tool Manufacturing	1,851 1,266		1,773 1,233	78 33	1,009 691	116	196 131	157	52	68 35	31	16	95 37	818 620	
333519	Rolling Mill and Other Metalworking Machinery Manufacturing	246		243	3	137	24	24	23	17	9	4	4	4	122	
333611 333612		122 224		120 210	2 14	43 109	20 15	27 37	16 28	7 24	6	2	- 3	1	33 82	
333613	Mechanical Power Transmission Equipment Manufacturing	223		212	11	88	21	42	31	30	3	4	-	4	55	
333618 333912		216 177		211 174	5	63 70	26 22	70 34	14 22	13 13	15 7	2	12 3	1 2	51 49	
333914	Measuring, Dispensing, and Other Pumping Equipment Manufacturing	340		335	5	163	32	43	46	27	9	12	4	4	120	
333921 333922		64 213		62 208	2	40 136	17	1 19	9 26	2 10	3	- 1	1	1	24 87	
333923	Overhead Traveling Crane, Hoist, and Monorail System Manufacturing	136 140		133	3	77 77	16 8	13 31	16	8	3	3	-	- 1	58 47	
333924 333991		140		137 127	3	46	13	30	13 13	9	11	4	2	1	39	
333992 333993		113 200		110 192	3	69 98	10 24	7 23	15 34	7 15	1	2	1	1	49 81	
333994		104		192	2	69	12	5	12	15	1	4	3	-	55	
333995 333996		203 153		192 149	11 4	90 51	17 9	27 44	38 19	18 20	4	4	3	2	71 45	
333997	Scale and Balance (except Laboratory) Manufacturing	32		32		19	1	3	3	3	1	1	-	1	17	
333999	All Other Miscellaneous General Purpose Machinery Manufacturing Sub-Total NAICS 333	831 14,146	23.4	808 13,734	23 412	519 7,877	78 1,210	69 1,508	82 1,720	31 785	19 381	16 261	4 166	13 238	467 6,618	
334	Computer and Electronic Product Manufacturing		23.4		412		1,210	1,300	1,720	105	501	201	100	200		
334111 334112		27 15		26 14	1	18	2	3	3	-	-	1	-	-	18 3	
334118	Computer Terminal and Other Computer Peripheral Equipment Manufacturing	74		72	2	34	10	14	4	2	8	1	1	-	29	
334210 334220		2 16		2 16	-	-	- 3	1	- 2	-	4	1	-	-	-	
334290	Other Communications Equipment Manufacturing	8		8	-	3	-	1	2	2	-	-	-	-	3	
334310 334412		11 2		11 2	-	3	1	2	1	1	- 3	-	-	-	2	
334413	Semiconductor and Related Device Manufacturing	25 8		25	-	9	2	4	3	1	6	-	-	-	5	
334416 334417		8 14		14	1	1	4	1	5	2	-	-	- 1	1	1	
334418		7		7	-	2	1	2	1	1	-	-	-	- 1	2	
334419 334510		41 60		41 60	-	15 43	3	8	2	4 3	7	-	1	-	12 35	
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument	122		121	1	37	15	31	14	14	9	1	1		30	
334511 334512 334513	Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling	122 48 135		121 47 133	1	37 24 63	15 7 9	31 7 29	14 4 22	14 3 6	3	-	- 2	-	21 44	
334514	Totalizing Fluid Meter and Counting Device Manufacturing	39		39	-	16	9 5	8	4	6 1	3 2	-	1	2	15	
334515 334516	Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals Analytical Laboratory Instrument Manufacturing	67 77		64 74	3	33 23	6	8	10	4	4	1	-	1	31 19	
334517	Irradiation Apparatus Manufacturing	19		17	2	7	1	4	-	1	5	1	-		5	
	Other Measuring and Controlling Device Manufacturing Blank Magnetic and Optical Recording Media Manufacturing	151 4		142 4	9	72	15	22	19	10	6	4	2	1	68 4	
	Software and Other Prerecorded Compact Disc, Tape, and Record Reproducing	1		1	-	-	1	-	-	-	-	-	-	-	1	
335	Sub-Total NAICS 334 Electrical Equipment, Appliance, and Component Manufacturing	973	1.6	947	26	414	99	173	112	64	76	14	14	7	348	
335110	Electric Lamp Bulb and Part Manufacturing Residential Electric Lighting Fixture Manufacturing	1 2		1	-	- 1	-	-	1	-		-	-		1	
335122	Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	4		2 4	-	1	-	-	-	1	-	1	-	1	-	
335129	Other Lighting Equipment Manufacturing	9		9	-	5	3	1	- 1	-	-	-	-	-	6	
	Small Electrical Appliance Manufacturing Major Household Appliance Manufacturing	10 3		3	1	-	3	2	1	-	1	1	-	-	1	
335311	Power, Distribution, and Specialty Transformer Manufacturing	6 135		5 125	1 10	2 59	2 13	1 31	- 15	- 9	1	- 3	- 2	- 2	1 40	
335313	Motor and Generator Manufacturing Switchgear and Switchboard Apparatus Manufacturing	9		8	1	4	1	2	-	-	-	-	2	-	2	
	Relay and Industrial Control Manufacturing Primary Battery Manufacturing	129		118 6	11 1	59 2	19	21 3	11	11	3	2	1	2	61	
335921	Fiber Optic Cable Manufacturing	7		7	-	3	2	-	1	-	1	-	-	-	1	
335929	Other Communication and Energy Wire Manufacturing Current-Carrying Wiring Device Manufacturing	7 18		7 18	-	6	1	- 4	- 1	- 1	- 1	- 1	- 1	-	4	
335932	Noncurrent-Carrying Wiring Device Manufacturing	4		4	-	2	1	-	1	-	-	-	-	-	1	
	Carbon and Graphite Product Manufacturing All Other Miscellaneous Electrical Equipment and Component Manufacturing	19 103		18 102	1	5 76	3	3 13	4	1 3	-	2	-	1	3 61	
	Sub-Total NAICS 335	473	0.8	446	27	233	53	85	42	26	10	11	7	6	188	
\mathbf{X}																

CLASSIFICATION BY EMPLOYEE SIZE

20 to 49	50 to 99	100 to 249	250 to 499	500 and over	Undefined
137	61	52	27	63	22
5	13	10	5	16	2
104	64	43	36	113	13
38	22	29	7	14	10
116	54	55	38	69	19
53	36	26	16	8	3
5	6	5	2	9	7
34	25	14	8	7	2
32	16	7	9	4	3
106	73	63	30	14	11
24	15	17	5	4	2
2	-	1	1	1	-
76	38	48	9	14	6
25	14	16	11	10	3
12	7	8	2	1	4
34	15	25	21	39	1
158	66	40	6	7	6
459	183	122	26	29	31
412	196	202	110	100	13
247	125	130	67	59	18
48	31	22	10	7	6
19	10	12	12	35	1
44	39	40	11	8	-
49	35	44	29	9	2
11	11	12	23	104	4
21	22	25	26	34	-
65	46	52	32	22	3
19	11	5	3	-	2
51	38	16	11	6	4
27	13	16	4	16	2
20	11	22	6	34	-
7	23	15	6	38	1
21	16	9	3	15	-
35	36	26	9	12	1
18	16	9	3	2	1
49	19	40	19	4	1
10	13	28	26	30	1
4	2	2	2	4	1
173	76	61	22	14	18
2,770	1,497	1,369	693	975	224
3	-	2	-	3	1
3		1		6	2
15	2	6	7	14	1
1		1	-		-
2	4	3	1	6	-
2		1	-	2	-
2	2	2	-	3	-
-	1	-	-	1	-
6	2	1	2	7	2
2	2	3	-	-	-
1	1	6	2	4	-
1	-	1	-	3	-
8	4	9	6	2	-
8	4	5	2	3	3
40	10	47	10	40	
13	12	17	10	40	-
6	6	7	1	7	
20	17	22	0	4.4	2
20	17	33	8	11	2
3 14	3	6	8	3	1
	8	6	5	3	
12	10	8	9	18	1
1	1 22	3	- 11	8 4	1 2
27	22	17			
-	-	-	-	-	-
150	101	138	72	148	16
130	101	130	12	140	10
-	-	-	-	-	-
-		-			-
1	-	2	1	-	
-	2	2	1	-	-
2	2 1	1	-	-	
-	-	-	1 1 -	5 3 - 14	-
1	1 11 1	2	1	-	-
22	11	28	20	14	
22 2	1	2	1	1	-
19	9	12	11	15	2
19 1	9	12 2		4	2
2	-	2 1	- 2 - 2 - 1	4	-
2 2	-	1 1	2	-	
4	4	3	2	- 1	-
1	1	1	2	-	
5 T	3	1	- 1	-	-
3 17	3 11	9 4	5	2	3
77	44	4 68	5 45	46	3 5
	44	00	40	40	5

					CLASSIFICATION BY TITLE											CLASSIFICATION BY EMPLOYEE SIZE						
NAICS		TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital	Manager (Owner, Chairman, President, VP, GM or other Corporate Manager)	Engineering Manager (Supervise Engineering Personnel)	Engineering Department Personnel (Non- Supervisory Position)	Production Manager (Supervise Production Personnel)	Production Department Personnel (Non- Supervisory Position)	Design, R&D Personnel	Purchasing Personnel	Quality Assurance, Control Personnel	Other Titles & Non-Titled Personnel	1 to 19	20 to 49	50 to 99	100 to 249	250 to 499	500 and over	Undefin	
36 36111	Transportation Equipment Manufacturing Automobile Manufacturing	149		146	3	72	10	29	12	8	8	4	3	3	71	10	4	4	13	46	1	
5112	Light Truck and Utility Vehicle Manufacturing	7		7	-	3	-	1	-	1	2	-	-	-	2	1	-	-	-	40	1	
5120	Heavy Duty Truck Manufacturing	35		33	2	18	4	4	6	1	1	1		-	12	4	5	1	-	12	1	
5211	Motor Vehicle Body Manufacturing	138		134	4	100	8	12	9	3	1	3	1	1	75	27	21	8	7	-		
212	Truck Trailer Manufacturing	105		104	1	74	5	7	11	2	-	2	2	2	56	17	11	13	2	6		
213 214	Motor Home Manufacturing Travel Trailer and Camper Manufacturing	12 97		11 97	1	6 73	2	-	3 12	-	-	-	1	-	60 60	16	2	-	-	1		
5310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	461		447	14	278	32	59	40	24	7	9	7	5	313	35	23	25	15	47		
	Motor Vehicle Electrical and Electronic Equipment Manufacturing	107		107	-	63	5	10	11	5	4	3	4	2	72	4	1	8	7	15		
330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	61		59	2	18	9	17	10	1	4	1	1	-	20	3	4	2	9	23		
340 350	Motor Vehicle Brake System Manufacturing	93 345		90 334	3	31	14	29	5	6	3	2	3	-	15	8	13 16	21 32	10	23		
350 360	Motor Vehicle Transmission and Power Train Parts Manufacturing Motor Vehicle Seating and Interior Trim Manufacturing	345 21		334 21	11	115 11	45	111	29	14	8	(12	4	99	29	16	32	29	138		
	Motor Vehicle Metal Stamping	114		110	4	69	7	16	16	3	-	1	1	1	53	9	15	15	9	12		
390	Other Motor Vehicle Parts Manufacturing	1,236		1,193	43	564	130	260	128	48	39	26	26	15	461	111	95	181	140	213	3	
	Aircraft Manufacturing	221		216	5	54	18	68	26	24	22	5	3	1	46	12	10	8	6	138		
412	Aircraft Engine and Engine Parts Manufacturing	309		298	11 34	66	56 104	106	23	24	15 24	3	11	5	27	27	19	67	41	125		
	Other Aircraft Parts and Auxiliary Equipment Manufacturing Guided Missile and Space Vehicle Manufacturing	923 42		889 42	- 34	331	104	182 14	154	19	24	1	25	-	226 7	159 1	121	205 1	78	125 27		
	Guided Missile and Space Vehicle Manufacturing Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	24		24	-	3	3	9	4	3	2	-	-	-	4	1	2	-	3	14		
6419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	17		17	-	2	1	2	7	4	-	-	-	1	5	3	-	5	1	3		
510	Railroad Rolling Stock Manufacturing	71		70	1	19	5	16	14	9	1	3	4	-	16	14	4	11	6	20		
	Ship Building and Repairing	68		68	-	16	5	8	17	8	7	2	3	2	10	5	8	8	3	32		
612 991	Boat Building Motorcycle, Bicycle, and Parts Manufacturing	80 170		75 164	5	47 99	4 12	8 22	14 16	4	2	1	1	- 1	45 117	12	7	3	3	21		
992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	26		25	1	4		4	3	3	1	-	2	-	6	3	3	3	6	5		
	All Other Transportation Equipment Manufacturing	19		19	-	17	1	-	-		1	-	-	-	16		1	-	-	2		
	Sub-Total NAICS 336	4,951	8.2	4,800	151	2,161	498	1,002	578	284	166	98	114	50	1,849	523	406	632	399	1,069	73	
110	Furniture and Related Product Manufacturing	4		4		0		1	1						0	1				1		
7110 7121	Wood Kitchen Cabinet and Countertop Manufacturing Upholstered Household Furniture Manufacturing	4		4		2	-	1	1	-	-	-	-	-	2	1	-	-	-	1		
122	Nonupholstered Wood Household Furniture Manufacturing	1		-	1	-	1	-	-	-	-	-	-	-	1	-	-	-	-	-		
124	Metal Household Furniture Manufacturing	1		1	-	1	-	-	-		-	-	-		1	-	-	-	-	-		
	Household Furniture (except Wood and Metal) Manufacturing	1		1		-	-	1	-	-	-	-	-	-	-	-	-	-	-	1		
7214	Institutional Furniture Manufacturing Office Furniture (except Wood) Manufacturing	6		4	2	4	-	-	-	-	1	1	-	-	2	-	-	4	-	-		
7215	Showcase, Partition, Shelving, and Locker Manufacturing	2		2		2	-	-	-	-	-	-	-	-	-	2	-	-	-	4		
	Sub-Total NAICS 337	21	-	18	3	10	2	3	2	-	1	2	1	-	6	4	-	5	-	6		
Э	Miscellaneous Manufacturing																					
	Surgical and Medical Instrument Manufacturing	698		693	5	295	63	110	96	58	42	11	17	6	230	102	80	107	58	99	2:	
9113	Surgical Appliance and Supplies Manufacturing Dental Equipment and Supplies Manufacturing	661 87		656 84	5	385 41	48	89 10	52 13	33	23	10	13	8	290 44	75	41	52 14	48	114 11	4:	
9115	Ophthalmic Goods Manufacturing	22		22	-	41	1	3	- 13	4	1	-	1	1	10	-	3	2	4	6		
9910	Jewelry and Silverware Manufacturing	28		28	-	18	-	1	3	1	4	1	-	-	15	6	2	2	-	3		
920	Sporting and Athletic Goods Manufacturing	16		16	-	8	1	1	2	2	2	-	-	-	12	1	2	-	-	1		
	Doll, Toy, and Game Manufacturing	6		5	1	5	-	-	1	-	-	-	-	-	4	-	2	-	-	-		
940 950	Office Supplies (except Paper) Manufacturing	9		9	-	7	1	-	1	-		-			7	-	2	-	-	-		
9950 9991	Sign Manufacturing Gasket, Packing, and Sealing Device Manufacturing	8 16		8 16	-	4	4	2	2	2	-		-	-	4	3	1	- 7	- 3	- 4		
9992	Musical Instrument Manufacturing	8		8	-	6	-	-	1	1	-	-	-	-	5	1	1	-	-	-		
9993	Fastener, Button, Needle, and Pin Manufacturing	1		1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	1		
9994	Broom, Brush, and Mop Manufacturing	3		3	-	3	-	-	-	-	-	-	-	-	1	-	-	1	-	1		
9995	Buriel Casket Manufacturing All Other Miscellaneous Manufacturing	1		1	-	1	-	-	- 2	-	-	-			-	-	-	-	-	1		
999	All other Miscellaneous Manufacturing Sub-Total NAICS 339	1,577	2.6	1,563	14	795	128	217	177	110	80	- 22	32	16	632	196	- 141	188	- 114	242	6	
	Other Manufacturing NAICS 313, 314, 316, 321, 322, 323, 324, 325, 326, 327	371	0.6	366	5	158	32	58	43	41	16	4	6	13	117	61	40	56	49	47		
	Sub-Total Other Manufacturing	371	0.6	366	5	158	32	58	43	41	16	4	6	13	117	61	40	56	49	47		
	Sub-Total Manufacturing	59,229	98.1	58,036	1,193	37,580	3,853	4,901	6,405	2,965	1,134	989	855	547	32,868	10,325	5,340	4,529	2,027	3,144	99	
020	Wholesale Trade, Durable Goods	- 186	-	- 181	- 5	- 113	-	- 10	-	- 4	-	-	-	52	108	- 19	- 10	- 17	-	16		
	Industrial Machinery and Equipment Wholesalers Industrial Supplies Wholesalers	186		181	5	60	2	8	-	4	-	2	-	32	59	30	7	17	15	10		
2.0	All Other Miscellaneous Durable Goods Merchant Wholesalers	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Sub-Total NAICS 423	294	0.5	289	5	173	7	18	-	4	-	8	-	84	167	49	17	25	15	20		
	Other Non-Manufacturing Industries	835		823	12	529	57	84	61	34	40	8	11	11	611	86	38	32	14	54		
	Sub-Total Other Non-Manufacturing	835 1,129	1.4 1.9	823 1,112	12 17	529 702	57 64	84 102	61 61	34	40 40	8	11 11	11 95	611 778	86 135	38 55	32 57	14 29	54 74		
							04	102	OT	30	40	TO	11	90	(10	130	55	5/		/4		
	Sub-Total Non-Manufacturing TOTAL QUALIFIED CIRCULATION	60,358	100.0	59,148	1,210	38,282	3,917	5,003	6.466	3,003	1,174	1,005	866	642	33,646	10,460	5,395	4,586	2,056	3,218	99	