

BUSINESS PUBLICATION CIRCULATION STATEMENT FOR THE 6 MONTH PERIOD ENDED DECEMBER 2008

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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Official Publication of: None
Established: 1882
Issues Per Year: 12



FIELD SERVED

INDUSTRYWEEK serves the following segment of the economy: manufacturing; mining; transportation; business services, including computer software manufacturers and computer related services and others allied to the field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include individuals whose titles are in the following title categories: Corporate and Executive Management including CEO, COO, CFO, CIO, Executive VP and GM; Operations Production and Plant Management including VPs and Directors of Operations, IT, Production and Plant Managers; Purchasing and Sourcing Management including VPs and Directors of Purchasing and Sourcing; Finance Analysts; and Others Allied to the field.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	64
Advertiser and Agency _____	1,084
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	208
All Other _____	2,526
TOTAL	3,882

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	126,221	100.0	124,744	98.8	1,477	1.2
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	29	-	-	-	29	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	126,250	100.0	124,744	98.8	1,506	1.2

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD																	
2008 Issue	*Number Removed	*Number Added	Print Version Only (A)	Electronic Version Only (B)	Both Print & Electronic Only (C)	Qualified Non-Paid	Qualified Paid	Total Qualified	2008 Issue	*Number Removed	*Number Added	Print Version Only (A)	Electronic Version Only (B)	Both Print & Electronic Only (C)	Qualified Non-Paid	Qualified Paid	Total Qualified
August _____	537	661	109,159	17,541	-			126,700	November _____	12,712	9,494	112,108	15,126	-			127,234
September _____	997	809	109,292	12,208	5,000			126,500	December _____	2,526	305	109,826	15,174	-			125,000
TOTAL									TOTAL	25,466	19,030						

*See Paragraph 11

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2008**This issue is 0.9% or 1,179 copies above the average of the other 5 issues reported in Paragraph two.**

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	DISTRIBUTION		CORPORATE MANAGEMENT TITLES				
			Print Version Only (A)	Electronic Version Only (B)	CORPORATE and EXECUTIVE MANAGEMENT including CEO, COO, CFO, CIO, EXECUTIVE VP and GM	OPERATIONS, PRODUCTION AND PLANT MANAGEMENT including VPs and DIRECTORS of OPERATIONS, IT, PRODUCTION and PLANT MANAGERS	ENGINEERING, R&D, DESIGN & TECHNICAL MANAGEMENT including VPs and Directors of Engineering, R&D and Information Systems/Tech nology	PURCHASING and SOURCING MANAGEMENT including VPs and DIRECTORS of PURCHASING and SOURCING	OTHER TITLED and NON-TITLED MGMT and PERSONNEL
Oil and Gas Extraction, Mining _____	1,793	1.4	1,568	225	923	542	136	189	-
Food, Beverage and Tobacco Manufacturing _____	8,071	6.3	7,143	928	3,621	2,854	863	731	-
Textile Mills & Apparel Mfg. (including Textile Product Mills, Apparel Mfg. Leather and Allied Product Mfg.) _____	3,403	2.7	3,012	391	1,687	1,078	329	309	-
Wood Product Mfg. (including Sawmills and Mfg. Of Veneer, Plywood & Engineered Wood Products) _____	3,946	3.1	3,562	384	1,942	1,225	323	454	-
Paper Mfg. (including Printing, Publishing and related support activities) _____	8,559	6.7	7,579	980	3,847	3,007	769	933	-
Petroleum, Coal and Chemical Product Mfg. (including Resins, Synthetics, Pharmaceutical and Medicine, Paint, Adhesive, Soap, Cleaning Compounds) _____	5,691	4.5	4,977	714	2,201	1,900	1,093	494	-
Plastics and Rubber Products Mfg. (including Clay, Glass, Cement, Concrete, Lime and Gypsum) _____	8,549	6.7	7,585	964	3,566	2,795	1,326	858	-
Primary Metal Manufacturing _____	6,273	4.9	5,622	651	2,228	2,117	1,406	521	-
Fabricated Metal Product Mfg. _____	14,193	11.2	12,577	1,616	6,574	3,866	2,697	1,053	-
Machinery Mfg., (including Industrial, Agricultural, Mining, Farm, Construction, Commercial and Service Industry, HVAC and Metalworking) _____	14,806	11.7	13,241	1,565	6,496	3,612	3,574	1,116	-
Medical Equipment & Supplies (including Laboratory Apparatus & Furniture, Surgical & Medical Instruments, Dental Equipment & Supplies) _____	3,497	2.7	3,048	449	1,737	1,032	384	341	-
Computer and Electronic Product Mfg. (including Computer and Peripheral Equipment, Computer Software, Communications and Telephone Apparatus, Radio, Television, and Wireless Communications Equipment, Audio and Video Equipment, Semiconductor and Other Electronic Component Mfg., Navigational, Measuring, Electromedical, and Control Instruments) _____	6,187	4.9	5,233	954	2,334	1,478	1,895	475	-
Electrical Equipment and Component Mfg. _____	6,514	5.1	5,599	915	2,112	1,791	2,056	550	-
Transportation Equipment Mfg. (including Motor Vehicles, Trailers & Parts, Aerospace Products and Parts, Aircraft & Aircraft Engines and Parts, Guided Missiles & Space Vehicles, Railcars, Ships and Boats, Motorcycles, Military Armored Vehicles, Tanks & Components) _____	11,873	9.3	10,445	1,428	4,607	3,390	2,650	1,222	-
Furniture and Related Product Mfg. (including Wood Kitchen Cabinets & Countertops, Household & Institutional Furniture and Office Furniture) _____	2,098	1.6	1,840	258	948	642	270	238	-
Other Miscellaneous Mfg. (including Surgical and Medical Instruments, Dental Equipment and Supplies, Jewelry and Silverware, Sporting and Athletic Goods, Dolls, Toys, and Games, Office Supplies, Signs, Musical Instruments) _____	13,702	10.8	12,005	1,697	5,544	3,485	3,477	1,195	-
Sub-Total: Manufacturing Industries	119,155	93.6	105,036	14,119	50,367	34,814	23,248	10,679	-
Others Allied to the Field (including wholesalers or distributors of durable or non-durable goods, system integrators, contractors and professional, scientific and technical services) _____	6,851	5.4	5,844	1,007	3,827	1,476	887	671	-
Other Paid Circulation: Subscriptions _____	1,228	1.0	1,228	-	-	-	-	-	1,228
TOTAL QUALIFIED CIRCULATION	127,234	100.0	112,108	15,126	54,194	36,290	24,135	11,350	1,228
PERCENT	100.0		88.1	11.9	42.6	28.5	19.0	8.9	1.0

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2008

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. TOTAL - Personal direct request from the recipient:	120,380	6,854	-	112,108	15,126			127,234	100.0
a. Written _____	2,781	851	-	3,598	34			3,632	2.9
b. Telecommunication _____	106,039	5,446	-	98,497	12,988			111,485	87.6
c. Electronic _____	11,560	557	-	10,013	2,104			12,117	9.5
II. TOTAL - Request from recipient's company:	-	-	-	-	-			-	-
a. Written _____	-	-	-	-	-			-	-
b. Telecommunication _____	-	-	-	-	-			-	-
c. Electronic _____	-	-	-	-	-			-	-
III. TOTAL - Membership Benefit:	-	-	-	-	-			-	-
a. Individual _____	-	-	-	-	-			-	-
b. Organizational _____	-	-	-	-	-			-	-
IV. TOTAL - Communication from recipient or recipient's company (other than request):	-	-	-	-	-			-	-
a. Written _____	-	-	-	-	-			-	-
b. Telecommunication _____	-	-	-	-	-			-	-
c. Electronic _____	-	-	-	-	-			-	-
V. TOTAL - Sources other than above (listed alphabetically):	-	-	-	-	-			-	-
Association rosters and directories _____	-	-	-	-	-			-	-
Business directories _____	-	-	-	-	-			-	-
Independent field reports _____	-	-	-	-	-			-	-
Licenseses - National, State or Local Government _____	-	-	-	-	-			-	-
Manufacturer's, distributor's and wholesaler's lists _____	-	-	-	-	-			-	-
Other sources _____	-	-	-	-	-			-	-
VI. TOTAL - Single Copy Sales:	-	-	-	-	-			-	-
TOTAL QUALIFIED CIRCULATION	120,380	6,854	-	112,108	15,126			127,234	100.0
PERCENT	94.6	5.4	-	88.1	11.9				

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2008

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 _____	112,080	15,126			127,206	100.0
Individuals by name only _____	-	-			-	-
Titles or functions only _____	-	-			-	-
Company names only _____	-	-			-	-
Multi-Copy Same Addressee copies _____	28	-			28	-
Single Copy Sales _____	-	-			-	-
TOTAL QUALIFIED CIRCULATION	112,108	15,126			127,234	100.0

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2008

State & Zip Code	Print Version Only (A)	Electronic Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
039-049 Maine _____	541	59			600	
030-038 New Hampshire _____	665	99			764	
050-059 Vermont _____	322	48			370	
010-027 Massachusetts _____	2,757	389			3,146	
028-029 Rhode Island _____	502	67			569	
060-069 Connecticut _____	1,982	222			2,204	
NEW ENGLAND	6,769	884			7,653	6.0
100-149 New York _____	5,403	736			6,139	
070-089 New Jersey _____	3,219	401			3,620	
150-196 Pennsylvania _____	7,008	887			7,895	
MIDDLE ATLANTIC	15,630	2,024			17,654	13.9
430-459 Ohio _____	8,412	1,075			9,487	
460-479 Indiana _____	4,087	549			4,636	
600-629 Illinois _____	6,802	826			7,628	
480-499 Michigan _____	4,903	621			5,524	
530-549 Wisconsin _____	4,693	632			5,325	
EAST NO. CENTRAL	28,897	3,703			32,600	25.7
550-567 Minnesota _____	3,379	462			3,841	
500-528 Iowa _____	1,956	297			2,253	
630-658 Missouri _____	2,738	327			3,065	
580-588 North Dakota _____	314	37			351	
570-577 South Dakota _____	420	43			463	
680-693 Nebraska _____	928	116			1,044	
660-679 Kansas _____	1,366	178			1,544	
WEST NO. CENTRAL	11,101	1,460			12,561	9.9
197-199 Delaware _____	236	39			275	
206-219 Maryland _____	1,352	179			1,531	
200-205 Washington, DC _____	117	21			138	
220-246 Virginia _____	2,310	299			2,609	
247-268 West Virginia _____	617	64			681	
270-289 North Carolina _____	4,131	554			4,685	
290-299 South Carolina _____	1,980	273			2,253	
300-319 Georgia _____	3,224	418			3,642	
320-349 Florida _____	3,801	481			4,282	
SOUTH ATLANTIC	17,768	2,328			20,096	15.8
400-427 Kentucky _____	2,050	225			2,275	
370-385 Tennessee _____	2,707	392			3,099	
350-369 Alabama _____	1,901	222			2,123	
386-397 Mississippi _____	943	98			1,041	
EAST SO. CENTRAL	7,601	937			8,538	6.7
716-729 Arkansas _____	1,119	163			1,282	
700-714 Louisiana _____	1,009	135			1,144	
730-749 Oklahoma _____	1,336	167			1,503	
750-799 Texas _____	6,461	971			7,432	
WEST SO. CENTRAL	9,925	1,436			11,361	8.9
590-599 Montana _____	242	38			280	
832-838 Idaho _____	439	58			497	
820-831 Wyoming _____	121	14			135	
800-816 Colorado _____	1,086	168			1,254	
870-884 New Mexico _____	264	34			298	
850-865 Arizona _____	1,013	163			1,176	
840-847 Utah _____	768	137			905	
889-898 Nevada _____	311	42			353	
MOUNTAIN	4,244	654			4,898	3.8
995-999 Alaska _____	65	10			75	
980-994 Washington _____	1,410	221			1,631	
970-979 Oregon _____	1,150	170			1,320	
900-961 California _____	7,029	1,175			8,204	
967-968 Hawaii _____	73	11			84	
PACIFIC	9,727	1,587			11,314	8.9
UNITED STATES	111,662	15,013			126,675	99.6
969 & 004-009 U.S. Territories _____	83	23			106	
Canada _____	220	89			309	
Mexico _____	15	1			16	
Other International _____	127	-			127	
APO/FPO _____	1	-			1	
TOTAL QUALIFIED CIRCULATION	112,108	15,126			127,234	100.0

9. AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS					
6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	2005	2006	2007	January - June 2008	July - December 2008*
Total Audit Average Qualified	200,141	182,001	182,641	126,365	126,250
Qualified Non-Paid Total	197,971	180,072	180,985	124,779	124,744
Print Only	197,971	180,072	171,284	109,044	108,437
Electronic Only	-	-	9,701	15,735	15,474
Both Print & Electronic Only	-	-	-	-	833
Qualified Paid Total	2,170	1,929	1,656	1,586	1,506
Print Only	2,170	1,929	1,656	1,586	1,506
Electronic Only	-	-	-	-	-
Both Print & Electronic Only	-	-	-	-	-
Post Expire Copies included in Paid Circulation	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	\$53.50	**NC	\$65.44	\$61.78	**NC

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

**NC = None Claimed.

11. 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 version are notified via email when the version is available.

PARAGRAPH 2

Additions and removals are not required for paid circulation.

PARAGRAPHS 5 THROUGH 8 ARE NOT REQUIRED.

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Print Version Only						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	109,914	100.0	108,437	98.6	1,477	1.3
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	29	-	-	-	29	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	109,943	100.0	108,437	98.6	1,506	1.4

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Electronic Version Only						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	15,474	100.0	15,474	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	15,474	100.0	15,474	100.0	-	-

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Both Print & Electronic Versions Only						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	833	100.0	833	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	833	100.0	833	100.0	-	-

PUBLISHER'S AFFIDAVIT

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

Ron Lowy, Publisher

Jim Cowart, Sr. Audience Marketing 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 February 05, 2009

State Ohio

County Cuyahoga

Received by BPA Worldwide February 05, 2009

Type PJ

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