

Field Served:

The process, resource and other manufacturing industries processing raw materials for use by both end users and manufacturing, plus government, consultants and distributors.

TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION 26,048



1A AVERAGE QUALIFIED PAID CIRCULATION None Claimed

1B AVERAGE QUALIFIED NONPAID CIRCULATION

Print Only, See Par. 11(a)	25,240	
Digital Only, See Par. 11(b)	472	
Print & Digital (Unduplicated), See Par. 11(c)	336	
Total Individual.	26,048	
Total Average Qualified Nonpaid Circulation		26,048

1C AVERAGE NONQUALIFIED CIRCULATION

Noncontinuous Market Coverage Copies	364
Allocated For Shows & Conventions.	100
Miscellaneous, Including Staff Copies, See Par. 11(d)	726
Total Average Nonqualified Circulation	1,190

1D AVERAGE QUALIFIED PAID & NONPAID CIRCULATION OF REGIONAL AND DEMOGRAPHIC EDITIONS

None

2 QUALIFIED PAID & NONPAID CIRCULATION BY ISSUES

2016 Issue	Total	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Aug	26,033		25,313	471	249	26,033
Oct	26,196		25,474	475	247	26,196
Dec	25,914		24,933	469	512	25,914

THE INFORMATION IN PARAGRAPHS 3A, 3B, 3C AND 4 IS FROM AN ANALYSIS OF THE DECEMBER 2016 ISSUE IN WHICH:
 • QUALIFIED NONPAID CIRCULATION WAS 0.5% LESS THAN THE PERIOD AVERAGE

3A

BUSINESS/OCCUPATIONAL ANALYSIS

Classification by Title

Classification by Business & Industry	Qualified Nonpaid	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Executive Management	Administrative Management	Maintenance Management	Purchasing	Plant Production Operations	Engineering	Materials Handling Personnel	Research & Development	Other Qualified Personnel
Chemicals & Allied Products.....	1,554	6.0	1,516	9	29	320	255	108	90	438	249	19	71	4
Pulp & Paper Producers.....	1,649	6.4	1,628	5	16	172	183	284	126	547	262	27	44	4
Processors of Petroleum, Coal and Natural Gas.....	1,069	4.1	1,035	15	19	78	117	94	17	231	498	8	26	4
Producers of Plastic & Rubber Products.....	1,349	5.2	1,310	10	29	376	147	91	105	416	158	13	41	2
Mines & Metal Processors.....	1,698	6.5	1,644	17	37	322	129	153	135	495	347	21	95	1
Food & Beverage Processors.....	2,167	8.4	2,131	12	24	485	309	230	131	725	166	30	83	8
Processors of Nonmetallic Minerals.....	674	2.6	641	13	20	104	60	79	32	256	117	6	20	1
Pharmaceuticals & Medicine Manufacturers.....	418	1.6	405	8	5	59	36	30	12	73	84	3	120	1
Power Generation.....	931	3.6	890	16	25	33	90	107	13	164	490	7	18	9
Processors of Textiles.....	131	0.5	131			16	11	11	13	53	18	3	6	8
Engineering Related Services.....	6,347	24.5	6,167	83	97	652	495	87	33	394	4,590	15	73	8
Environmental Control.....	1,826	7.0	1,750	26	50	121	197	186	10	484	706	8	107	7
Educational Institutions.....	253	1.0	230	15	8	6	26	25	1	26	66	40	41	62
Other Secondary Manufacturers.....	2,996	11.6	2,840	85	71	486	441	99	286	879	641	1	120	4
Other Government Agencies.....	244	0.9	232	5	7	12	26	41	2	25	104	1	28	5
Wholesale Trade Distributors.....	1,597	6.2	1,406	136	55	308	729	23	54	243	187	21	29	3
Contractor Services.....	650	2.5	631	8	11	168	100	64	41	146	106	3	21	1
Others Allied to the Field.....	361	1.4	346	6	9	67	109	16	14	70	57	4	20	4
Other Paid Circulation.....														
Subscriptions.....														
Single Copy Sales.....														
Total Qualified Circulation.....	25,914	100.0	24,933	469	512	3,785	3,460	1,728	1,115	5,665	8,846	229	963	123

BUSINESS/OCCUPATIONAL ANALYSIS by Province

Classification by Province	Qualified Nonpaid	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	NL	PE	NS	NB	QC	ON	MB	SK	AB, NT, NU	BC, YT
Chemicals & Allied Products.....	1,554	6.0	1,516	9	29	1	11	18	19	394	673	51	69	203	115
Pulp & Paper Producers.....	1,649	6.4	1,628	5	16	24	3	43	124	562	302	45	26	211	309
Processors of Petroleum, Coal and Natural Gas.....	1,069	4.1	1,035	15	19	36	3	8	26	37	102	3	77	675	105
Producers of Plastic & Rubber Products.....	1,349	5.2	1,310	10	29	6	3	47	21	311	739	36	15	78	93
Mines & Metal Processors.....	1,698	6.5	1,644	17	37	17	1	20	18	298	798	78	87	123	258
Food & Beverage Processors.....	2,167	8.4	2,131	12	24	65	33	97	101	489	720	120	84	197	261
Processors of Nonmetallic Minerals.....	674	2.6	641	13	20	6	1	29	39	85	236	14	131	58	75
Pharmaceuticals & Medicine Manufacturers.....	418	1.6	405	8	5	26	10	6	2	104	223	16	3	20	34
Power Generation.....	931	3.6	890	16	25	1	5	11	38	44	339	42	110	204	112
Processors of Textiles.....	131	0.5	131			1		14	2	35	52	9	4	8	6
Engineering Related Services.....	6,347	24.5	6,167	83	97	62	4	65	60	524	1,331	105	175	1,336	2,685
Environmental Control.....	1,826	7.0	1,750	26	50	25	8	31	25	193	719	73	203	401	148
Educational Institutions.....	253	1.0	230	15	8	15	4	7	19	42	66	6	32	40	22
Other Secondary Manufacturers.....	2,996	11.6	2,840	85	71	23	3	46	57	680	1,285	140	104	320	338
Other Government Agencies.....	244	0.9	232	5	7	1	9	28	14	24	62	10	48	39	9
Wholesale Trade Distributors.....	1,597	6.2	1,406	136	55	32	4	39	36	294	679	53	62	226	172
Contractor Services.....	650	2.5	631	8	11	13		19	15	78	195	21	37	207	65
Others Allied to the Field.....	361	1.4	346	6	9	3		9	6	74	144	8	19	61	37
Other Paid Circulation															
Subscriptions.....															
Single Copy Sales.....															
Total Qualified Circulation.....	25,914	100.0	24,933	469	512	356	99	537	622	4,268	8,665	830	1,286	4,407	4,844

3B

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:								
Total Direct request from recipient:	24,933	469	512	13,382	12,532		25,914	100.0
Written	255	160	117	252	280		532	2.1
Telecommunication	22,907	266	353	12,354	11,172		23,526	90.7
Internet and E-mail	1,771	43	42	776	1,080		1,856	7.2
Total Direct request from recipient's company:								
Written								
Telecommunication								
Internet and E-mail								
Total Communication other than request:								
Written								
Telecommunication								
Internet and E-mail								
Association								
Business Directories								
Lists								
Acquired Circulation								
Other Sources								
Total Qualified Nonpaid Circulation	24,933	469	512	13,382	12,532		25,914	100.0
Percent	96.2	1.8	2.0	51.6	48.4		100.0	
Paid Subscription Circulation								
Paid Acquired Circulation								
Single Copy Sales								
Total Qualified Circulation							25,914	

3C

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	25,914	100.0	24,933	469	512
Individual by name only					
Title or occupation only					
Company name only					
Multi-Copy Same Addressee					
Total Qualified Paid Subscription & Nonpaid Circulation	25,914	100.0	24,933	469	512
Single Copy Sales					
Total Qualified Circulation	25,914				

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GEOGRAPHIC ANALYSIS

Province	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Alberta	4,252	50	88	4,390
British Columbia	4,632	106	89	4,827
Manitoba	805	14	11	830
New Brunswick	595	15	12	622
Newfoundland/Labrador	326	14	16	356
Northwest Territories	14			14
Nova Scotia	514	9	14	537
Nunavut	3			3
Ontario	8,317	174	174	8,665
Prince Edward Island	95		4	99
Quebec	4,232	14	22	4,268
Saskatchewan	1,131	73	82	1,286
Yukon Territory	17			17
Canadian Unclassified				
Total Canada	24,933	469	512	25,914
United States				
Military or Civilian Personnel Overseas				
Other International				
Total International				
E-Mail Address Only				
Other Unclassified				
Grand Total	24,933	469	512	25,914

ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS
Sold During 6 Month Period Ended December 31, 2016

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: December Ending.

(a) Print Only Individual subscriptions, averaging 25,240 copies per issue, represent copies served to individuals receiving the print version only of CPECN CANADIAN PROCESS EQUIPMENT & CONTROL NEWS.

(b) Digital Only Individual subscriptions, averaging 472 copies per issue, represent copies served to individuals receiving the digital version only. The digital version of CPECN CANADIAN PROCESS EQUIPMENT & CONTROL NEWS 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 336 copies per issue, represent copies served to individuals receiving the print and digital version of CPECN CANADIAN PROCESS EQUIPMENT & CONTROL NEWS. The digital version 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 726 copies per issue, served to advertisers and agencies.

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