

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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**NEW EQUIPMENT DIGEST** is a B2B brand providing new product information to corporate buyers and influencers from plant operations and engineering to the C-suite and purchasing. New Equipment Digest not only reports new products, but also covers upcoming trends within industries and product categories.

**NEW EQUIPMENT DIGEST** serves the general industrial field which includes OEM (original equipment manufacturers) and processing manufacturers. It also serves wholesalers or distributors of durable and nondurable goods, system integrators and contractors, 3rd party logistics providers, professional, scientific and technical industries and other industries allied to the field as shown in paragraph 3a.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients include corporate & executive management, engineering, R&D, design & technical management, operations, production & plant management and purchasing & sourcing management and other management and professionals with other job titles allied to the field served.

**PURPOSE**

Included herein is a supplementary analysis of multiple products and services recommended, specified, authorized or purchased by qualified recipients.

## CHANNELS

**NEW EQUIPMENT DIGEST MAGAZINE**



6 Issues in the period  
 139,234 average circulation

## EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
<b>NEW EQUIPMENT DIGEST MAGAZINE</b> (6 issues in the period)	139,232	2	139,234
a. Print	76,715	2	76,717
b. Digital	62,517	-	62,517
1. Requested	35,954	-	35,954
2. Non-Requested	26,563	-	26,563

**SUPPLEMENTARY DATA FOR ISSUE OF JULY 2016**

This is an analysis of 115,671 or 83.1% respondents who responded to the question are you involved in recommending, specifying, authorizing and/or purchasing the following products or services. Since any one respondent may have checked more than one response, the totals for these products and services should not be added together as the total may exceed the total circulation. These data are presented for statistical and marketing purposes.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Total Respondents	Controls/ Electrical/ HVAC/ Pipe/ Process Equipment (Note 1)	Assembly/ Facilities/ Material Handling/ Packaging Equipment/ Tools (Note 2)	Adhesives/ Materials/ Compounds (Note 3)	Motion Control/ Fluid Power (Note 4)	Machine Tool/ Metalworking (Note 5)	Safety Equipment/ Emergency Response/ Environmental Compliance (Note 6)	Green Technology/ Alternative Energy	None of the Above
<b>Oil &amp; Gas Extraction, Mining &amp; Petroleum, Coal</b>	3,441	2.5	2,836	1,974	1,972	1,271	1,445	1,302	1,891	1,049	605
<b>Food, Beverage &amp; Tobacco Manufacturing</b>	6,481	4.7	5,723	3,887	4,522	2,527	3,050	2,482	3,597	2,416	758
<b>Textile Mills &amp; Apparel Manufacturing</b> (including Textile Product Mills, Apparel Mfg., Leather & Allied Product Mfg.)	1,496	1.1	1,252	810	945	590	628	557	800	522	244
<b>Wood Product Manufacturing</b> (including Sawmills and Mfg. of Veneer, Plywood & Engineered Wood Products)	2,293	1.6	1,201	1,396	1,599	1,070	1,113	1,068	1,408	870	270
<b>Furniture &amp; Related Product Manufacturing</b> (including Wood Kitchen Cabinets & Countertops, Household & Institutional Furniture & Office Furniture)	1,393	1.0	4,337	772	965	593	595	589	696	468	192
<b>Paper Manufacturing</b> (including Printing, Publishing & related support activities)	5,808	4.2	3,480	2,911	3,367	1,981	2,204	1,878	2,579	1,724	1,471
<b>Chemical Manufacturing &amp; Pharmaceutical Manufacturing</b> (including Resins, Synthetics, Pharmaceutical & Medicine, Paint, Adhesive, Soap and Cleaning Compounds)	5,450	3.9	4,691	3,166	3,271	810	2,216	1,746	3,023	1,719	759
<b>Plastics, Rubber &amp; Non-Metallic Mineral Product Manufacturing</b> (including Clay, Glass, Cement, Concrete, Lime and Gypsum)	5,175	3.7	683	3,136	3,422	2,401	2,498	2,232	2,775	1,800	649
<b>Sub-Total: Manufacturing (Discrete &amp; Processing)</b>	31,537	22.7	24,203	18,052	20,063	11,243	13,749	11,854	16,769	10,568	4,948
<b>Primary Metal Manufacturing</b>	8,630	6.2	7,859	5,416	5,974	3,662	4,652	4,488	4,312	2,978	771
<b>Fabricated Metal Product Manufacturing</b>	11,442	8.2	10,513	7,331	8,292	5,219	5,724	6,793	5,898	3,678	929
<b>Machinery Manufacturing</b> (including Industrial, Agricultural, Mining, Farm, Construction, Commercial & Service Industry, HVAC & Metalworking)	14,945	10.7	13,917	10,127	10,619	6,548	8,888	7,745	6,632	4,809	1,028
<b>Computer &amp; Electronic Product Manufacturing</b> (including Computer & Peripheral Equipment, Computer Software, Communications & Telephone Apparatus, Radio, Television & Wireless Communications Equipment, Audio & Video Equipment, Semiconductor & Other Electron Mfg., Navigational, Measuring, Electromedical & Control Instruments)	8,621	6.2	4,665	3,767	3,148	1,864	2,186	1,822	1,988	1,517	3,956
<b>Electrical Equip, Appliance &amp; Component Mfg</b>	8,713	6.3	7,907	6,314	5,654	3,424	4,276	3,663	3,764	2,819	806
<b>Transportation Equipment Manufacturing</b> (including Motor Vehicles, Trailers & Parts, Aerospace Products & Parts, Aircraft & Aircraft Engines & Parts, Guided Missiles & Space Vehicles, Railcars, Ships & Boats, Motorcycles, Military Armored Vehicles, Tanks & Components)	3,324	2.4	2,930	2,041	2,227	1,434	1,650	1,582	1,606	1,039	394
<b>Automotive Manufacturing</b>	5,854	4.2	4,328	3,062	3,226	2,120	2,404	2,384	2,326	1,534	1,526
<b>Aerospace Manufacturing</b>	7,166	5.1	4,057	2,911	2,852	1,938	2,189	2,081	2,009	1,339	3,109
<b>Measuring Instruments Mfg &amp; Medical Equipment &amp; Supplies</b> (including Laboratory Apparatus & Furniture, Surgical & Medical Instruments, Dental Equipment & Supplies)	4,231	3.0	3,404	2,503	2,482	1,680	1,749	1,562	1,685	1,019	827
<b>Miscellaneous Manufacturing</b> (including Jewelry & Silverware, Sporting & Athletic Goods, Dolls, Toys & Games, Office Supplies, Signs, Musical Instruments)	5,548	4.0	4,618	2,922	3,305	2,002	2,099	2,007	2,533	1,529	930
<b>Sub-Total: Manufacturing (OEM)</b>	78,474	56.3	64,198	46,394	47,779	29,891	35,817	34,127	32,753	22,261	14,276
<b>Sub-Total: Manufacturing Industries</b>	110,011	79.0	88,401	64,446	67,842	41,134	49,566	45,981	49,522	32,829	19,224
<b>Wholesaler or Distributor of Durable and Non-Durable Goods</b>	9,304	6.7	8,795	6,435	7,002	4,026	4,772	4,169	5,024	3,372	509
<b>System Integrator or Contractor</b>	6,145	4.4	5,964	4,946	4,672	2,808	3,594	3,167	3,358	2,432	181
<b>3rd Party Logistics Provider</b>	1,407	1.0	1,293	914	1,014	564	639	560	781	516	114
<b>Professional, Scientific &amp; Technical Services</b> Other industries allied to the field (including Engineering Services, Construction, Agriculture, Forestry, Mining, Utilities, Transportation & Warehousing, Information Management, Admin & Support Svcs, Educational Svcs and Public Administration)	2,388	1.7	2,038	1,382	1,548	972	772	931	1,136	519	350
<b>Sub-Total: Non-Manufacturing Industries</b>	29,207	21.0	27,270	20,869	21,075	12,431	14,628	13,054	15,732	10,549	1,937
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>139,218</b>	<b>100.0</b>	<b>115,671</b>	<b>85,315</b>	<b>88,917</b>	<b>53,565</b>	<b>64,194</b>	<b>59,035</b>	<b>65,254</b>	<b>43,378</b>	<b>21,161</b>

Note 1: Category includes Controls & Instrumentation, Electrical/Electronic Components, HVAC, Pipe/Valves/Fittings/Tubing and Process Equipment.

Note 2: Category includes Assembly/Fastening/Tools, Material Handling Equipment or Services, Packaging Equipment and Tools, Hand & Power.

Note 3: Category includes Adhesives/Sealants/Lubricants/Chemicals and Materials/Compounds.

Note 4: Category includes Motion Control and Fluid Power.

Note 5: Category includes Machine Tool/Automation Technology and Metalworking/Welding/Fabrication.

Note 6: Category includes Safety Equipment/Worker Protection, Emergency Response and Environmental Compliance.

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JULY 2016**

QUALIFICATION SOURCE	Qualified Within					Total Qualified	Percent
	1 Year	2 Years	3 Years	Print	Digital		
I. Direct Request:	65,006	29,788	8,691	59,353	44,132	103,485	74.3
II. Request from recipient's company:	138	129	-	267	-	267	0.2
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically):	35,466	-	-	20,380	15,086	35,466	25.5
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	35,466	-	-	20,380	15,086	35,466	25.5
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>100,610</b>	<b>29,917</b>	<b>8,691</b>	<b>80,000</b>	<b>59,218</b>	<b>139,218</b>	<b>100.0</b>
<b>PERCENT</b>	<b>72.3</b>	<b>21.5</b>	<b>6.2</b>	<b>57.5</b>	<b>42.5</b>	<b>100.0</b>	

\*See Additional Data

**3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JULY 2016**

MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function	139,213	100.0
Individuals by name only	-	-
Titles or functions only	-	-
Company names only	5	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>139,218</b>	<b>100.0</b>

**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
	January - June 2014	July - December 2014	January - June 2015	July - December 2015	January - June 2016	July - December 2016*
Total Audit Average Qualified:	147,870	144,199	142,624	145,410	140,431	139,234
Qualified Non-Paid:	147,864	144,194	142,618	145,405	140,429	139,232
Print:	106,671	84,432	78,744	79,559	80,314	76,715
Digital:	41,193	59,762	64,874	65,846	60,115	62,517
Qualified Paid:	6	5	6	5	2	2
Print:	5	4	4	2	2	2
Digital:	1	1	2	3	-	-
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

\*NOTE: July - December 2016 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

\*\*NC = None Claimed.

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JULY 2016**

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	525		Kentucky	1,982	
New Hampshire	726		Tennessee	2,827	
Vermont	305		Alabama	1,876	
Massachusetts	2,862		Mississippi	891	
Rhode Island	405		<b>EAST SO. CENTRAL</b>	<b>7,576</b>	<b>5.4</b>
Connecticut	1,856		Arkansas	1,100	
<b>NEW ENGLAND</b>	<b>6,679</b>	<b>4.8</b>	Louisiana	1,297	
New York	7,079		Oklahoma	1,442	
New Jersey	3,247		Texas	8,603	
Pennsylvania	7,971		<b>WEST SO. CENTRAL</b>	<b>12,442</b>	<b>8.9</b>
<b>MIDDLE ATLANTIC</b>	<b>18,297</b>	<b>13.2</b>	Montana	434	
Ohio	9,088		Idaho	736	
Indiana	4,404		Wyoming	279	
Illinois	8,197		Colorado	2,038	
Michigan	6,301		New Mexico	524	
Wisconsin	5,729		Arizona	1,798	
<b>EAST NO. CENTRAL</b>	<b>33,719</b>	<b>24.2</b>	Utah	1,260	
Minnesota	4,279		Nevada	577	
Iowa	2,374		<b>MOUNTAIN</b>	<b>7,646</b>	<b>5.5</b>
Missouri	2,930		Alaska	116	
North Dakota	471		Washington	2,408	
South Dakota	605		Oregon	1,685	
Nebraska	1,317		California	12,791	
Kansas	1,841		Hawaii	137	
<b>WEST NO. CENTRAL</b>	<b>13,817</b>	<b>9.9</b>	<b>PACIFIC</b>	<b>17,137</b>	<b>12.3</b>
Delaware	340		<b>UNITED STATES</b>	<b>138,967</b>	<b>99.8</b>
Maryland	2,047		U.S. Territories	240	
Washington, DC	207		Canada	4	
Virginia	2,898		Mexico	-	
West Virginia	711		Other International	-	
North Carolina	4,401		APO/FPO	7	
South Carolina	2,132				
Georgia	3,506				
Florida	5,412				
<b>SOUTH ATLANTIC</b>	<b>21,654</b>	<b>15.6</b>			
			<b>TOTAL QUALIFIED CIRCULATION</b>	<b>139,218</b>	<b>100.0</b>

## ADDITIONAL DATA

### METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of a recipient's qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients who request the digital versions 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.

### PARAGRAPH 3b:

Other Sources includes 1 source of circulation for a quantity of 35,466 or 25.5%, including the Merit database.

### PUBLISHER'S AFFIDAVIT

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

Desiree Torres, Senior User Marketing Director

Lauren Mena, Contractor, User Marketing

(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 brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

Date signed	March 1, 2017
State	Florida
County	Hillsborough
Received by BPA Worldwide	March 1, 2017
Type	BSJ
ID Number	N020B0D6

#### About BPA Worldwide:

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit [www.bpaww.com](http://www.bpaww.com) for the latest audit reports, membership information and publishing and advertising industry news.

**AVERAGE NON-QUALIFIED CIRCULATION**

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	13
Advertiser and Agency	1,468
Allocated for Trade Shows and Conventions	8
All Other	1,056
<b>TOTAL</b>	<b>2,545</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	139,234	100.0	139,232	100.0	2	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>139,234</b>	<b>100.0</b>	<b>139,232</b>	<b>100.0</b>	<b>2</b>	<b>-</b>

**2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD**

	2016 Issue	Print	Digital	Total Qualified
July		80,000	59,218	139,218
August		80,000	59,188	139,188
September		75,000	63,929	138,929
October		75,258	63,828	139,086
November		75,044	64,360	139,404
December		75,000	64,577	139,577

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JULY 2016**  
This issue is -% or 19 copies below the average of the other 5 issues reported in Paragraph 2.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	CLASSIFICATION BY TITLE CATEGORY					CLASSIFICATION BY EMPLOYEE SIZE				
			Corporate & Executive Mgmt (A) (Note 1)	Engineering, R&D, Design & Technical Mgmt (B) (Note 2)	Operations, Production & Plant Mgmt (C) (Note 3)	Purchasing and Sourcing Mgmt (D) (Note 4)	Other Mgmt and Professionals with Other Job Titles (E) (Note 5)	Under 100 Employees	100-499 Employees	500 - 999 Employees	1,000 or More Employees	Other
<b>Oil &amp; Gas Extraction, Mining &amp; Petroleum, Coal</b>	3,441	2.5	964	1,029	1,145	102	201	1,695	971	289	486	-
<b>Food, Beverage &amp; Tobacco Manufacturing</b>	6,481	4.7	2,259	1,369	2,322	242	289	2,797	2,233	687	764	-
<b>Textile Mills &amp; Apparel Manufacturing</b> (including Textile Product Mills, Apparel Mfg., Leather & Allied Product Mfg.)	1,496	1.1	547	301	516	52	80	731	493	135	137	-
<b>Wood Product Manufacturing</b> (including Sawmills and Mfg. of Veneer, Plywood & Engineered Wood Products)	2,293	1.6	1,064	346	702	98	83	1,541	540	100	112	-
<b>Furniture &amp; Related Product Manufacturing</b> (including Wood Kitchen Cabinets & Countertops, Household & Institutional Furniture & Office Furniture)	1,393	1.0	562	328	360	85	58	788	377	83	145	-
<b>Paper Manufacturing</b> (including Printing, Publishing & related support activities)	5,808	4.2	2,650	809	1,948	164	237	3,558	1,507	400	343	-
<b>Chemical Manufacturing &amp; Pharmaceutical Manufacturing</b> (including Resins, Synthetics, Pharmaceutical & Medicine, Paint, Adhesive, Soap and Cleaning Compounds)	5,450	3.9	1,154	2,041	1,854	144	257	2,199	1,841	553	857	-
<b>Plastics, Rubber &amp; Non-Metallic Mineral Product Manufacturing</b> (including Clay, Glass, Cement, Concrete, Lime and Gypsum)	5,175	3.7	1,606	1,511	1,701	167	190	2,696	1,757	353	369	-
<b>Sub-Total: Manufacturing (Discrete &amp; Processing)</b>	31,537	22.7	10,806	7,734	10,548	1,054	1,395	16,005	9,719	2,600	3,213	-
<b>Primary Metal Manufacturing</b>	8,630	6.2	2,882	3,077	2,093	261	317	4,761	2,376	716	777	-
<b>Fabricated Metal Product Manufacturing</b>	11,442	8.2	4,304	3,365	2,931	401	441	6,972	3,195	648	627	-
<b>Machinery Manufacturing</b> (including Industrial, Agricultural, Mining, Farm, Construction, Commercial & Service Industry, HVAC & Metalworking)	14,945	10.7	5,036	6,302	2,546	399	662	9,068	3,750	948	1,179	-
<b>Computer &amp; Electronic Product Manufacturing</b> (including Computer & Peripheral Equipment, Computer Software, Communications & Telephone Apparatus, Radio, Television & Wireless Communications Equipment, Audio & Video Equipment, Semiconductor & Other Electron Mfg., Navigational, Measuring, Electromedical & Control Instruments)	8,621	6.2	1,199	5,092	2,072	75	183	6,330	1,085	354	852	-
<b>Electrical Equip, Appliance &amp; Component Mfg</b>	8,713	6.3	2,133	4,420	1,567	176	417	4,529	2,429	736	1,019	-
<b>Transportation Equipment Manufacturing</b> (including Motor Vehicles, Trailers & Parts, Aerospace Products & Parts, Aircraft & Aircraft Engines & Parts, Guided Missiles & Space Vehicles, Railcars, Ships & Boats, Motorcycles, Military Armored Vehicles, Tanks & Components)	3,324	2.4	1,082	1,153	788	127	174	1,710	838	302	474	-
<b>Automotive Manufacturing</b>	5,854	4.2	1,180	2,967	1,415	114	178	3,148	1,260	498	948	-
<b>Aerospace Manufacturing</b>	7,166	5.1	555	4,735	1,669	83	124	4,597	987	389	1,193	-
<b>Measuring Instruments Mfg &amp; Medical Equipment &amp; Supplies</b> (including Laboratory Apparatus & Furniture, Surgical & Medical Instruments, Dental Equipment & Supplies)	4,231	3.0	905	2,103	926	90	207	2,255	1,043	375	558	-
<b>Miscellaneous Manufacturing</b> (including Jewelry & Silverware, Sporting & Athletic Goods, Dolls, Toys & Games, Office Supplies, Signs, Musical Instruments)	5,548	4.0	1,879	1,509	1,530	189	441	3,040	1,564	398	546	-
<b>Sub-Total: Manufacturing (OEM)</b>	78,474	56.3	21,155	34,723	17,537	1,915	3,144	46,410	18,527	5,364	8,173	-
<b>Sub-Total: Manufacturing Industries</b>	110,011	79.0	31,961	42,457	28,085	2,969	4,539	62,415	28,246	7,964	11,386	-
<b>Wholesaler or Distributor of Durable and Non-Durable Goods</b>	9,304	6.7	4,348	1,397	2,064	407	1,088	6,713	1,731	434	426	-
<b>System Integrator or Contractor</b>	6,145	4.4	2,743	2,205	874	90	233	4,332	1,018	291	504	-
<b>3rd Party Logistics Provider</b>	1,407	1.0	596	284	383	32	112	898	294	80	135	-
<b>Professional Scientific &amp; Technical Services</b>	9,963	7.2	3,264	4,055	2,032	148	464	6,058	1,938	625	1,342	-
<b>Other industries allied to the field</b> (including Engineering Services, Construction, Agriculture, Forestry, Mining, Utilities, Transportation & Warehousing, Information Management, Admin & Support Svcs, Educational Svcs and Public Administration)	2,388	1.7	735	550	495	93	515	1,446	512	143	287	-
<b>Sub-Total: Non-Manufacturing Industries</b>	29,207	21.0	11,686	8,491	5,848	770	2,412	19,447	5,493	1,573	2,694	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>139,218</b>	<b>100.0</b>	<b>43,647</b>	<b>50,948</b>	<b>33,933</b>	<b>3,739</b>	<b>6,951</b>	<b>81,862</b>	<b>33,739</b>	<b>9,537</b>	<b>14,080</b>	<b>-</b>

Note 1: (A) Corporate and Executive Management include CEO, COO, CFO, CIO, Executive VP and General Manager, Treasurer, Secretary, Owner, VP and Director.  
 Note 2: (B) Engineering, R&D, Design & Technical Management include VPs and Directors of Engineering, R&D and Information Technology/Systems, Plant Engineer, Design Engineer, Maintenance Engineer and Production Engineer.  
 Note 3: (C) Operations, Production and Plant Management include VPs and Directors of Operations, Quality, Lean/Six Sigma, Production, Maintenance Managers, Plant Managers, Superintendents, Supervisors, Foremen, Master Mechanics, Chief Machinists and Safety Directors.  
 Note 4: (D) Purchasing and Sourcing Management include VPs and Directors of Purchasing & Sourcing, Buyers and Managers of Procurement.  
 Note 5: (E) Other Management & Professional with Other Job Titles include Distribution, Warehousing & Logistics Management, Sales & Business Development Management and other job titles.