## BUSINESS PUBLICATION CIRCULATION STATEMENT FOR THE 6 MONTH PERIOD ENDED DECEMBER 2011

W ORLDWIDE ${ }^{\text {su }}$ BUSINESS

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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. Worldwide, BPA audits 2,600+ media properties-including over 1,500 B-to-B publications, more than 350 consumer magazines, 150 newspapers, 550+ web sites, 40 events, email newsletters, databases, wireless and other advertiser-supported media-as well as 2,700 advertiser and agency members.

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## Trade Shyw Exacilive

Trade Show Executive 4167 Avenida de la Plata
Suite 114
Oceanside, CA 92056-6029
Tel. No.: (760) 630-9105
Fax No.: (760) 630-9104
Official Publication of: None
Established: 2000
Issues Per Year: 12


## FIELD SERVED

Trade Show Executive magazine serves for-profit show owners/producers, business or trade associations/societies, corporate event management and other allied fields that organize trade or business shows.

## DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include executive management, show management, convention management, exhibition staff and other titled and non-titled personnel.

| QUALIFIED CIRCULATION | Total Qualified |  | Qualified Non-Paid |  | Qualified Paid |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Copies | Percent | Copies | Percent | Copies | Percent |
| Individual | 5,000 | 100.0 | 5,000 | 100.0 | - | - |
| Sponsored Individually Addressed __ | - | - | - | - | - | - |
| Membership Benefit | - | - | - | - | - | - |
| Multi-Copy Same Addressee_ | - | - | - | - | - | - |
| Single Copy Sales ___ | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 5,000 | 100.0 | 5,000 | 100.0 | - | - |


| 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD |  |
| :--- | :---: |
| 2011 Issue | Total Qualified |
| *July | 5,000 |
| August | 5,000 |
| *September_ | 5,000 |
| *October |  |
| *November | 5,000 |
| December | 5,000 |

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* Qualified subscribers include organizers of each of the largest 100 trade shows in the U.S. (The 100 largest shows are ranked each year in TSE's Gold 100 directory.)
** Sales, operations, etc.


## 3a. Breakout of Qualified Circulation of Business and Industry

BUSINESS AND INDUSTRY
A For-Profit Show
Owners/Producers,
Corporate/Event
Management $\qquad$ 2,093
usiness or Trade
Association/Society, Scientific,
Military, Educational, Religious,
and Fraternal organizations, and other allied to the fields $\qquad$ 2,907
TOTAL
QUALIFIED

B

PERCENT
OF TOTAL
41.9


3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2011

| QUALIFICATION SOURCE | Qualified Within |  |  | $\begin{gathered} \text { Total } \\ \text { Qualified } \end{gathered}$ | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Year | 2 Years | 3 Years |  |  |
| I. Direct Request: | 3,393 | 1,317 | 131 | 4,841 | 96.8 |
| II. Request from recipient's company: | 159 | - | - | 159 | 3.2 |
| 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 | - | $\stackrel{-}{-}$ | - | $\stackrel{-}{-}$ | - |
| Masiness directories ${ }^{\text {Manufacturer's, distributor's, and wholesaler's lists }}$ |  | - | - | - | - |
| Manufacturer's, distributor's, and wholesaler's lists <br> Other sources | - | - | - | - | - |
| VI. Single Copy Sales: | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 3,552 | 1,317 | 131 | 5,000 | 100.0 |
| PERCENT | 71.1 | 26.3 | 2.6 | 100.0 |  |


| MAILING ADDRESS |  | Total Qualified | Percent |
| :---: | :---: | :---: | :---: |
| Individuals by name and title and/or function |  | 5,000 | 100.0 |
| Individuals by name only |  | - | - |
| Titles or functions only |  | - | - |
| Company names only |  | - | - |
| Multi-Copy Same Addressee copies |  | - | - |
| Single Copy Sales |  | - | - |
|  | TOTAL QUALIFIED CIRCULATION | 5,000 | 100.0 |


| State | Total Qualified | Percent | State | Total Qualified | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Maine | 22 |  | Kentucky | 43 |  |
| New Hampshire | 14 |  | Tennessee | 52 |  |
| Vermont | 3 |  | Alabama | 41 |  |
| Massachusetts | 126 |  | Mississippi | 21 |  |
| Rhode Island | 10 |  | EAST SO. CENTRAL | 157 | 3.1 |
| Connecticut | 139 |  | Arkansas_ | 28 |  |
| NEW ENGLAND | 314 | 6.3 | Louisiana | 21 |  |
| New York | 226 |  | Oklahoma | 42 |  |
| New Jersey | 148 |  | Texas | 290 |  |
| Pennsylvania | 136 |  | WEST SO. CENTRAL | 381 | 7.6 |
| MIDDLE ATLANTIC | 510 | 10.2 | Montana | 10 |  |
| Ohio | 122 |  | Idaho | 9 |  |
| Indiana | 68 |  | Wyoming | 6 |  |
| Illinois | 430 |  | Colorado | 95 |  |
| Michigan | 77 |  | New Mexico | 10 |  |
| Wisconsin | 97 |  | Arizona | 51 |  |
| EAST NO. CENTRAL | 794 | 15.9 | Utah | 32 |  |
| Minnesota | 92 |  | Nevada | 63 |  |
| lowa | 34 |  | MOUNTAIN | 276 | 5.5 |
| Missouri | 76 |  | Alaska | 1 |  |
| North Dakota | 9 |  | Washington | 62 |  |
| South Dakota | 6 |  | Oregon | 42 |  |
| Nebraska | 20 |  | California | 371 |  |
| Kansas | 56 |  | Hawaii | 4 |  |
| WEST NO. CENTRAL | 293 | 5.9 | PACIFIC | 480 | 9.6 |
| Delaware_ | 12 |  | UNITED STATES | 4,785 | 95.7 |
| Maryland | 286 |  | U.S. Territories | 5 |  |
| Washington, DC | 358 |  | Canada | 209 |  |
| Virginia ___ | 464 |  | Mexico | - |  |
| West Virginia | 6 |  | Other International | - |  |
| North Carolina | 66 |  | Other International $\qquad$ | - |  |
| South Carolina | 20 |  | APO/FPO | 1 |  |
| Georgia | 178 |  |  |  |  |
| Florida_ SOUTH ATLANTIC | 190 1,580 | 31.6 | TOTAL QUALIFIED CIRCULATION | 5,000 | 100.0 |

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

|  | Audited Data | Audited Data | Audited Data | Audited Data | Circulation Claim | Circulation Claim |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6-Month Period Ended: | $\begin{gathered} \hline \text { January- } \\ \text { June } \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { January- } \\ \text { June } \\ 2010 \end{gathered}$ | $\begin{aligned} & \text { July - } \\ & \text { December } \\ & 2010 \end{aligned}$ | $\begin{gathered} \text { January- } \\ \text { June } \\ \text { 2011* } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { July - } \\ \text { December } \\ \text { 2011* } \end{array}$ |
| Total Audit Average Qualified: $\qquad$ | 5,020 | 5,020 | 5,000 | 5,000 | 5,000 | 5,000 |
| Qualified Non-Paid: _ | 5,019 | 5,019 | 5,000 | 5,000 | 5,000 | 5,000 |
| Qualified Paid: | 1 | 1 | - | - | - | - |
| Post Expire Copies included in Paid Circulation: $\qquad$ | **NC | **NC | **NC | **NC | **NC | **NC |
| Average Annual Order Price: $\qquad$ | **NC | **NC | **NC | **NC | **NC | **NC |

## *NOTE: January - December 2011 data is unaudited. With each successive period, new

 data will be added until six 6-month periods are displayed.**NC = None Claimed.

## ADDITIONAL DATA

## PARAGRAPH 2: LATE MAILING

5,000 copies or $100 \%$ of the total copies mailed (both qualified and non-qualified) for the July issue were mailed between August 4th and August 11, 2011. 5,000 copies or $100 \%$ of the total copies mailed (qualified and non-qualified) for the September issue were mailed between October 21st and October 26 th, 2011. 5,000 copies or $100 \%$ of the total copies mailed (both qualified and non-qualified) for the October issue were mailed between December 6th and December 9th, 2011. 5,000 copies or $100 \%$ of the total copies mailed (both qualified and non-qualified) for the November issue were mailed between December 27 th and December 30 th, 2011.

## PUBLISHER'S AFFIDAVIT

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

| Date signed | January 28, 2012 |
| :--- | :--- |
| State | California |
| County | San Diego |
| Received by BPA Worldwide | January 28, 2012 |
| Type | PD |
| ID Number | T255P0D1 |


[^0]:    *See Additonal Data

