## BUSINESS PUBLICATION CIRCULATION STATEMENT FOR THE 6 MONTH PERIOD ENDED JUNE 2012

WORLDWIDE ${ }^{\text {sw }}$ BUSINESS

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## About BPA Worldwide

A not-for-profit organization since 1931 and headquartered in Shelton, CT, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. The organization conducts $2,600+$ audits for media brands in print, online/digital and live events. Additionally, under the iCompli brand, BPA documents compliance to defined standards including data protection, provides assurance of sustainability reporting, and verifies technology, service and privacy claims. BPA is supported by 2,700 advertiser and agency members.

Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.

| AVERAGE NON-QUALIFIED CIRCULATION |  |
| :---: | :---: |
| NON-QUALIFIED <br> Not Included Elsewhere | Copies |
| Other Paid Circulation | 7 |
| Advertiser and Agency | 508 |
| Rotated or Occasional | - |
| Allocated for Trade Shows and Conventions $\qquad$ | - |
| Digital | - |
| All Other | 364 |
| TOTAL | 879 |

## Trade Shy Examitive

Trade Show Executive 1945 Avenida del Oro
Suite 122
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 |  |
| :--- | :---: |
|  | 2012 Issue |
| January | Total Qualified |
| February_ | 5,000 |
| March__ | 5,000 |
| April | 5,000 |
| May | 5,000 |
| June | 5,000 |


| 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2012 This issue is equal to the average of the other 5 issues reported in Paragraph two. |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BUSINESS AND INDUSTRY | TOTAL QUALIFIED | PERCENT OF TOTAL | EXECUTIVE MANAGEMENT* | SHOW <br> MANAGEMENT | CONVENTION MANAGEMENT | EXHIBITION STAFF** | OTHERS <br> ALLIED TO <br> THE FIELD |
| For-Profit Show Owners/Producers, Corporate/Event Management | 2,139 | 42.8 | 1,056 | 543 | 194 | 221 | 125 |
| Business or Trade Association/Society, Scientific, Military, Educational, Religious, and Fraternal organizations, and other allied to the fields $\qquad$ | 2,861 | 57.2 | 1,364 | 772 | 441 | 224 | 60 |
| TOTAL QUALIFIED CIRCULATION | 5,000 | 100.0 | 2,420 | 1,315 | 635 | 445 | 185 |
| PERCENT | 100.0 |  | 48.4 | 26.3 | 12.7 | 8.9 | 3.7 |

* 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 $\qquad$ 2,139
42.8

B Business or Trade
Association/Society, Scientific,
Military, Educational, Religious,
and Fraternal organizations, and
other allied to the fields $\qquad$ 2,861


3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2012

| QUALIFICATION SOURCE | Qualified Within |  |  | $\begin{gathered} \text { Total } \\ \text { Qualified } \end{gathered}$ | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Year | 2 Years | 3 Years |  |  |
| I. Direct Request: | 3,253 | 1,542 | - | 4,795 | 95.9 |
| II. Request from recipient's company: | 62 | 71 | - | 133 | 2.7 |
| III. Membership Benefit: | - | - | - | - | - |
| IV. Communication from recipient or recipient's company (other than request): | - | - | - | - | - |
| V. TOTAL - Sources other than above (listed alphabetically): | - | 72 | - | 72 | 1.4 |
| Association rosters and directories |  | ${ }^{-}$ | - | $7{ }^{-}$ | - |
| Business directories | - | 72 | - | 72 | 1.4 |
| Manufacturer's, distributor's, and wholesaler's lists |  | - | - | - | - |
| Other sources | - | - | - | - | - |
| VI. Single Copy Sales: | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 3,315 | 1,685 | - | 5,000 | 100.0 |
| PERCENT | 66.3 | 33.7 | - | 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 | 23 |  | Kentucky | 45 |  |
| New Hampshire | 13 |  | Tennessee | 54 |  |
| Vermont | 4 |  | Alabama | 45 |  |
| Massachusetts | 124 |  | Mississippi | 21 |  |
| Rhode Island | 9 |  | EAST SO. CENTRAL | 165 | 3.3 |
| Connecticut | 140 |  | Arkansas_ | 29 |  |
| NEW ENGLAND | 313 | 6.2 | Louisiana | 23 |  |
| New York | 244 |  | Oklahoma | 42 |  |
| New Jersey | 153 |  | Texas | 295 |  |
| Pennsylvania | 140 |  | WEST SO. CENTRAL | 389 | 7.8 |
| MIDDLE ATLANTIC | 537 | 10.7 | Montana __ | 11 |  |
| Ohio | 121 |  | Idaho | 8 |  |
| Indiana | 67 |  | Wyoming | 6 |  |
| Illinois | 421 |  | Colorado | 98 |  |
| Michigan | 77 |  | New Mexico - | 10 |  |
| Wisconsin | 95 |  | Arizona | 50 |  |
| EAST NO. CENTRAL | 781 | 15.6 | Utah | 31 |  |
| Minnesota__ | 96 |  | Nevada | 64 |  |
| lowa | 32 |  | MOUNTAIN | 278 | 5.6 |
| Missouri | 75 |  | Alaska__ | 2 |  |
| North Dakota | 10 |  | Washington | 58 |  |
| South Dakota | 9 |  | Oregon | 43 |  |
| Nebraska | 20 |  | California | 374 |  |
| Kansas | 56 |  | Hawaii | 3 |  |
| WEST NO. CENTRAL | 298 | 6.0 | PACIFIC | 480 | 9.6 |
| Delaware | 13 |  | UNITED STATES | 4,795 | 95.9 |
| Maryland | 282 |  | U.S. Territories | 7 |  |
| Washington, DC | 353 |  | Canada | 197 |  |
| Virginia __ | 455 |  | Mexico |  |  |
| West Virginia | 6 |  | Other International | - |  |
| North Carolina | 65 |  | Other International $\qquad$ | - |  |
| South Carolina | 20 |  | APO/FPO | 1 |  |
| Georgia | 170 |  |  |  |  |
| Florida | 190 |  | TOTAL QUALIFIED CIRCULATION | 5,000 | 100.0 |
| SOUTH ATLANTIC | 1,554 | 31.1 |  |  |  |

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- <br> December <br> 2009 | $\begin{aligned} & \text { January- } \\ & \text { June } \\ & 2010 \end{aligned}$ | July- December 2010 | $\begin{gathered} \text { January- } \\ \text { June } \\ 2011 \end{gathered}$ | July- <br> December <br> 2011 | $\begin{aligned} & \text { January- } \\ & \text { June } \\ & \text { 2012* } \end{aligned}$ |
| Total Audit Average Qualified: $\qquad$ | 5,020 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |
| Qualified Non-Paid: _ | 5,019 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |
| Qualified Paid: | 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 - June 2012 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.
**NC = None Claimed.

## ADDITIONAL DATA

## PUBLISHER'S AFFIDAVIT

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

| Date signed | July 13, 2012 |
| :--- | :--- |
| State | California |
| County | San Diego |
| Received by BPA Worldwide | July 13, 2012 |
| Type | PD |
| ID Number | T255POJ2 |

