

**BUSINESS PUBLICATION CIRCULATION STATEMENT  
FOR THE 6 MONTH PERIOD ENDED DECEMBER 2007  
(Including Supplementary Data)**

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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**FIELD SERVED**

FOOD ENGINEERING targets the manufacturing operations within the food and beverage process industry which consists of: corporate and divisional headquarters, R & D, distribution center, or sales office and pilot plant locations of a food or beverage manufacturer/co-packer/co-manufacturer of a food/beverage product; processed meat, poultry, seafood products; dairy and frozen novelty products; frozen food and prepared meals/fruits & vegetables; shelf stable foods/fats & oils; cereal and grain-based products; baking and snack food products; candy, sugar and confectionery products; beverage products; miscellaneous food products; dietary supplements, chemicals & food ingredient products; machinery/equipment for food processing and/or packaging; engineering, architectural, surveying, design, and construction services.

**DEFINITION OF RECIPIENT QUALIFICATION**

Titled personnel include those in plant operations/QA/QC, engineering, general administration, research & development, purchasing.

**PURPOSE**

Included herein is a supplementary analysis of individuals who buy, specify, recommend or influence the purchase of: process equipment/pumps/valves/air & liquid handling equipment; packaging machinery/packaging materials; instruments/process control systems/software; sanitation/food safety & plant maintenance equipment; material handling equipment/trucking & distribution vehicles; refrigeration, freezing & chilling equipment; general plant equipment; plant design/construction/site selection; plant security & QA/QC instrumentation/software.

**METHOD OF DISTRIBUTION (SEE PARAGRAPH 11)**

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	235
Advertiser and Agency _____	1,575
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	-
All Other _____	823
<b>TOTAL</b>	<b>2,633</b>

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	44,150	100.0	44,117	99.9	33	0.1
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>44,150</b>	<b>100.0</b>	<b>44,117</b>	<b>99.9</b>	<b>33</b>	<b>0.1</b>

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD																	
2007 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Both Print & Digital Version (Unduplicated) (C)	Qualified Non-Paid	Qualified Paid	Total Qualified	2007 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Both Print & Digital Version (Unduplicated) (C)	Qualified Non-Paid	Qualified Paid	Total Qualified
August _____	271	271	41,186	2,323	641			44,150	November _____	700	700	41,199	2,355	596			44,150
September _____	119	119	41,246	2,270	634			44,150	December _____	267	267	40,998	2,561	591			44,150
<b>TOTAL</b>	<b>1,848</b>	<b>1,848</b>							<b>TOTAL</b>	<b>1,848</b>	<b>1,848</b>						

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007****This issue is equal to the average of the other 5 issues reported in Paragraph two.**

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print Version Only (A)	Digital Version Only (B)	Print & Digital (unduplicated) (C)	CLASSIFICATION BY TITLE				
						PLANT OPERATION/QA/QC (A)	ENGINEERING (B)	GENERAL ADMINISTRATION (C)	RESEARCH & DEVELOPMENT (D)	PURCHASING (E)
CORPORATE AND DIVISIONAL HEADQUARTERS, R & D, DISTRIBUTION CENTER, SALES OFFICE AND PILOT PLANT locations of a food or beverage manufacturing/Co-Packer/Co-Manufacturer of a food/beverage product	8,778	19.9	8,181	469	128	4,662	1,261	1,912	676	267
PROCESSED MEAT, POULTRY AND SEAFOOD PRODUCTS: Processed and/or packaged beef, seafood, lamb, poultry, sausage and pork including meat snacks and egg processing locations	7,103	16.1	6,740	279	84	4,285	858	1,579	203	178
DAIRY AND FROZEN NOVELTY PRODUCTS: Ice cream and frozen novelties/desserts, whipped toppings, yogurts, dips, sour cream, cottage cheese, all cheese products, butter, margarine, fluid and powdered milk/condensed and evaporated milk	4,495	10.2	4,239	215	41	2,678	873	724	146	74
FROZEN FOOD AND PREPARED MEALS/FRUITS AND VEGETABLES: Frozen fruits/vegetables, appetizers, pizza and frozen prepared entrees, meals and side dishes, pickles, frozen specialties (See Note 1)	2,319	5.3	2,162	134	23	1,319	303	532	104	61
SHELF STABLE FOODS/FATS AND OILS: Soups, sauces, salad dressings, condiments, gravies, jams, jellies, processed and fresh cut fruits/vegetables, mayonnaise, fats & oils, baby food, peanut butter and ready to mix desserts	1,226	2.8	1,116	91	19	599	304	207	86	30
CEREAL AND GRAIN-BASED PRODUCTS: Cereals, breakfast foods/bars and doughs, pet food, prepared flour, pasta, rice and corn milling, and other grain based products, prepared flour mixes; prepared feeds	2,165	4.9	2,022	115	28	1,248	445	333	98	41
BAKING AND SNACK FOOD PRODUCTS: Bread, cakes, cookies, crackers, pies, pastries, frozen baked goods, bagels, muffins and related sweet goods, breadsticks, chips, snacks, pretzels and all salted snacks and roasted nuts, popcorn, tortillas; dry pasta (See Note 1)	4,603	10.4	4,332	197	74	2,299	655	1,406	145	98
CANDY, SUGAR AND CONFECTIONERY PRODUCTS: Candy and related confectionery products, chocolate and cocoa products, chewing gum, raw and refined cane/beet sugar; salted and roasted nuts and seeds, peanut butter (See Note 1)	1,865	4.2	1,750	95	20	943	371	417	88	46
BEVERAGE PRODUCTS: Carbonated and non-carbonated soft drinks, sport drinks, beer/malt beverages, wine and distilled and blended liquors/spirits and flavoring extracts and blended syrups, bottled water and dry beverage mixes, all coffee and tea related products (See Note 1)	3,945	8.9	3,690	206	49	2,390	594	713	157	91
MISCELLANEOUS FOOD PRODUCTS: Roasted coffee & tea; potato chips, snacks, pretzels; tortillas; ice; food preparations, spices seasonings (See Note 2)	1,506	3.4	1,407	87	12	905	257	242	72	30
DIETARY SUPPLEMENTS, CHEMICALS AND FOOD INGREDIENT PRODUCTS: Consumer supplement products, nutraceuticals, infant formula, nutritional bars, energy drinks and other related energy products, vitamins and food grade ingredients and chemicals, preservatives, phosphates and related ingredients; spices, seasonings, flavors (See Note 1)	2,109	4.8	1,906	170	33	1,155	302	425	179	48
MACHINERY/EQUIPMENT FOR FOOD PROCESSING AND/OR PACKAGING	2,488	5.6	2,279	165	44	792	967	560	101	68
ENGINEERING, DESIGN, ARCHITECTURAL, SURVEYING AND CONSTRUCTION SERVICES	1,548	3.5	1,375	132	41	184	973	294	83	14
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>44,150</b>	<b>100.0</b>	<b>41,199</b>	<b>2,355</b>	<b>596</b>	<b>23,459</b>	<b>8,163</b>	<b>9,344</b>	<b>2,138</b>	<b>1,046</b>
<b>PERCENT</b>	<b>100.0</b>	<b>-</b>	<b>93.3</b>	<b>5.3</b>	<b>1.4</b>	<b>53.1</b>	<b>18.5</b>	<b>21.2</b>	<b>4.8</b>	<b>2.4</b>

(A) PLANT OPERATIONS/QA/QC: VP Operations, Plant Manager/Superintendent/Foreman, Processing/Packaging Supervisor, Production Manager, Maintenance Foreman, Department Manager, Safety Foreman, Plant Security Manager, Quality Assurance Manager, Quality Control Manager, QA/QC Personnel.

(B) ENGINEERING: VP Engineering, Plant Engineer, Maintenance Engineer, Chief Engineer, Packaging Engineer, Processing/Production Engineer, Engineering Director.

(C) GENERAL ADMINISTRATION: Corporate Official, President, Vice President, Owner, Partner, General Manager.

(D) RESEARCH &amp; DEVELOPMENT: VP of R&amp;D, Director of Research, Lab. Director, Tech., Chemist, Scientist, Food Tech.

(E) PURCHASING: VP Purchasing, Purchasing or Procurement Director/Manager/Supervisor, Buyer, Purchasing Agent.

Note 1: Business categories were updated in August 2006. Old and new categories have been combined here.

Note 2: Will be removed after subscriber reclassification.

**SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 2007**

This is an analysis of 41,615 or 94.3% recipients who responded to the categories below. Question 4 - check the products you buy, specify, recommend, or influence the purchase of for your company. Of the 41,615 respondents, 906 (Or 2.1% of the total qualified circulation) were identified as having such influence by others at their firm. (See questionnaire used to elicit this data on the back page of this report.) Since any one respondent may have checked more than one response, the totals for each of these products and services should not be added together as the total may exceed the total circulation. This data is presented for statistical and marketing purposes.

BUSINESS & INDUSTRY	Print Version Only (A)	Digital Version Only (B)	Print & Digital (unduplicated) (C)	TOTAL QUALIFIED	PERCENT OF TOTAL	TOTAL NUMBER OF RESPONDENTS	ANALYSIS OF PRODUCTS BOUGHT, SPECIFIED, RECOMMENDED, OR INFLUENCED									
							PROCESS EQUIP- MENT/ PUMPS/ VALVES/ AIR & LIQUID HANDLING EQUIP.	PACKAGING MACH- INERY/ PACKAGING MATERIALS	PROCESS EQUIP- MENT/ PACKAGING MACH- INERY/ PACKAGING MATERIALS (See Note 1)	INSTRU- MENTS/ PROCESS CONTROL SYSTEMS/ SOFTWARE	SANITA- TION/ FOOD SAFETY & PLANT MAINT- ENANCE EQUIPMENT	MATERIAL HANDLING EQUIP./ TRUCKING & DISTRIBUTION VEHICLES	REFRIG- ERATION, FREEZING & CHILLING EQUIPMENT	GENERAL PLANT EQUIP. (MOTORS, DRIVES, BEARINGS)	PLANT DESIGN/ CONST- RUC- TION/ SITE SELECTION	PLANT SECURITY & QA/QC INSTRU- MENTATION/ SOFTWARE (See Note 2)
CORPORATE AND DIVISIONAL HEADQUARTERS, R & D, DISTRIBUTION CENTER, SALES OFFICE AND PILOT PLANT- LOCATIONS OF A FOOD OR BEVERAGE MANUFACTURER/ CO- PACKER/ CO-MANUFACTURER OF A FOOD/BEVERAGE PRODUCT	8,181	469	128	8,778	19.9	8,460	6,644	6,352	7,462	5,489	5,385	4,899	4,499	4,948	4,181	4,966
PROCESSED MEAT, POULTRY AND SEAFOOD PRODUCTS	6,740	279	84	7,103	16.1	6,794	5,505	5,425	6,024	4,527	4,778	4,229	4,242	4,219	3,614	4,520
DAIRY AND FROZEN NOVELTY PRODUCTS	4,239	215	41	4,495	10.2	3,995	3,215	3,132	3,510	2,686	2,754	2,371	2,392	2,401	1,988	2,555
FROZEN FOOD AND PREPARED MEALS/FRUITS & VEGETABLES	2,162	134	23	2,319	5.3	2,233	1,736	1,748	1,937	1,575	1,632	1,413	1,423	1,440	1,258	1,430
SELF STABLE FOODS/FATS & OILS	1,116	91	19	1,226	2.8	1,060	859	811	929	753	756	651	567	640	556	639
CEREAL AND GRAIN-BASED PRODUCTS	2,022	115	28	2,165	4.9	2,011	1,619	1,523	1,787	1,392	1,372	1,297	940	1,291	1,059	1,208
BAKING AND SNACK FOOD PRODUCTS	4,332	197	74	4,603	10.4	4,336	3,334	3,438	3,807	2,790	2,946	2,621	2,531	2,588	2,182	2,858
CANDY, SUGAR AND CONFECTIONERY PRODUCTS	1,750	95	20	1,865	4.2	1,748	1,345	1,386	1,554	1,087	1,012	955	864	981	803	1,071
BEVERAGE PRODUCTS	3,690	206	49	3,945	8.9	3,685	2,920	2,766	3,204	2,408	2,422	2,140	1,962	2,152	1,765	2,282
MISCELLANEOUS FOOD PRODUCTS	1,407	87	12	1,506	3.4	1,459	1,176	1,181	1,317	1,030	1,034	869	812	900	770	904
Sub-total	35,639	1,888	478	38,005	86.1	35,781	28,353	27,762	31,531	23,737	24,091	21,445	20,232	21,560	18,176	22,433
DIETARY SUPPLEMENTS, CHEMICALS AND FOOD INGREDIENT PRODUCTS	1,906	170	33	2,109	4.8	1,998	1,543	1,450	1,716	1,287	1,184	1,052	856	1,067	906	1,260
MACHINERY/EQUIPMENT FOR FOOD PROCESSING AND/OR PACKAGING	2,279	165	44	2,488	5.6	2,364	1,780	1,564	2,062	1,446	1,119	1,137	920	1,270	892	944
ENGINEERING, DESIGN, ARCHITECTURAL, SURVEYING AND CONSTRUCTION SERVICES	1,375	132	41	1,548	3.5	1,472	1,091	840	1,193	917	669	680	686	733	803	577
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>41,199</b>	<b>2,355</b>	<b>596</b>	<b>44,150</b>	<b>100.0</b>	<b>41,615</b>	<b>32,767</b>	<b>31,616</b>	<b>36,502</b>	<b>27,387</b>	<b>27,063</b>	<b>24,314</b>	<b>22,694</b>	<b>24,630</b>	<b>20,777</b>	<b>25,214</b>
<b>PERCENT</b>	<b>93.3</b>	<b>5.3</b>	<b>1.4</b>	<b>100.0</b>		<b>94.3</b>	<b>74.2</b>	<b>71.6</b>	<b>82.7</b>	<b>62.0</b>	<b>61.3</b>	<b>55.1</b>	<b>51.4</b>	<b>55.8</b>	<b>47.1</b>	<b>57.1</b>

**SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 2007**

This is an analysis of 41,615 or 94.3% respondents who buy, specify, recommend or influence the purchase of the following products. Of the 41,615 respondents, 906 (Or 2.1% of the total qualified circulation) were identified as having such influence by others at their firm. (See questionnaire used to elicit this data on the back page of this report.) Since any one respondent may have checked more than one response, the totals for each of these products should not be added together as the totals may exceed the total circulation. This data is presented for statistical and marketing purposes only.

Products Recommended, Specified or Purchased	Print Version Only (A)	Digital Version Only (B)	Print & Digital (unduplicated) (C)	RESPONDENTS WHO BUY, SPECIFY, RECOMMEND OR INFLUENCE THE PURCHASE OF THIS PRODUCT	PERCENT OF TOTAL	ANALYSIS BY TITLE				
						PLANT OPERA- TIONS/QA/ QC (A)	ENGINEER- ING (B)	GENERAL ADMINIS- TRATION (C)	RESEARCH & DEVELOP- MENT (D)	PURCHASING (E)
PROCESS EQUIPMENT/PUMPS/VALVES/AIR & LIQUID HANDLING EQUIP.	30,530	1,763	474	32,767	74.2	17,760	5,875	6,981	1,428	723
PACKAGING MACHINERY/PACKAGING MATERIALS	29,478	1,684	454	31,616	71.6	17,243	5,053	7,321	1,217	782
PROCESS EQUIPMENT/PACKAGING MACHINERY/PACKAGING MATERIALS (See Note 1)	34,037	1,953	512	36,502	82.7	19,579	6,408	7,988	1,653	874
INSTRUMENTS/PROCESS CONTROL SYSTEMS/SOFTWARE	25,295	1,668	424	27,387	62.0	14,700	4,933	5,949	1,205	600
SANITATION/FOOD SAFETY & PLANT MAINTENANCE EQUIPMENT	25,231	1,426	406	27,063	61.3	15,501	3,819	6,181	908	654
MATERIAL HANDLING EQUIPMENT/TRUCKING & DISTRIBUTION VEHICLES	22,705	1,234	375	24,314	55.1	13,415	3,684	5,908	680	627
REFRIGERATION, FREEZING & CHILLING EQUIPMENT	21,220	1,120	354	22,694	51.4	12,049	3,701	5,686	700	558
GENERAL PLANT EQUIP., (MOTORS, DRIVES, BEARINGS)	22,965	1,292	373	24,630	55.8	13,585	4,338	5,499	667	541
PLANT DESIGN/CONSTRUCTION/SITE SELECTION	19,344	1,100	333	20,777	47.1	11,166	3,661	4,938	598	414
PLANT SECURITY & QA/QC INSTRUMENTATION/SOFTWARE (See Note 2)	23,523	1,327	364	25,214	57.1	14,665	3,132	6,018	899	500

(A) PLANT OPERATIONS/QA/QC: VP Operations, Plant Manager/Superintendent/Foreman, Processing/Packaging Supervisor, Production Manager, Maintenance Foreman, Department Manager, Safety Foreman, Plant Security Manager, Quality Assurance Manager, Quality Control Manager, QA/QC Personnel.

(B) ENGINEERING: VP Engineering, Plant Engineer, Maintenance Engineer, Chief Engineer, Packaging Engineer, Processing/Production Engineer, Engineering Director.

(C) GENERAL ADMINISTRATION: Corporate Official, President, Vice President, Owner, Partner, General Manager.

(D) RESEARCH & DEVELOPMENT: VP of R&D, Director of Research, Lab. Director, Tech., Chemist, Scientist, Food Tech.

(E) PURCHASING: VP Purchasing, Purchasing or Procurement Director/Manager/Supervisor, Buyer, Purchasing Agent.

Note 1: Combined and unduplicated count of Process Equipment/Pumps/Valves/Air & Liquid Handling Equipment, Packaging Machinery/Packaging Materials.

Note 2: Combined and unduplicated count of QA/QC Instrumentation and Software.

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007**

QUALIFICATION SOURCE	Qualified Within			Print Version Only (A)	Digital Version Only (B)	Print & Digital (unduplicated) (C)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
	1 year	2 years	3 years							
<b>I. TOTAL</b> - Personal direct request from the recipient:	<b>32,357</b>	<b>8,327</b>	<b>-</b>	<b>37,733</b>	<b>2,355</b>	<b>596</b>			<b>40,684</b>	<b>92.2</b>
a. Written _____	2,413	530	-	2,821	82	40			2,943	6.7
b. Telecommunication _____	24,768	6,785	-	29,633	1,527	393			31,553	71.5
c. Internet and E-Mail _____	5,176	1,012	-	5,279	746	163			6,188	14.0
<b>II. TOTAL</b> - Request from recipient's company:	<b>475</b>	<b>513</b>	<b>-</b>	<b>988</b>	<b>-</b>	<b>-</b>			<b>988</b>	<b>2.2</b>
a. Written _____	16	4	-	20	-	-			20	-
b. Telecommunication _____	263	380	-	643	-	-			643	1.5
c. Internet and E-Mail _____	196	129	-	325	-	-			325	0.7
<b>III. TOTAL</b> - Membership Benefit:	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>			<b>-</b>	<b>-</b>
a. Individual _____	-	-	-	-	-	-			-	-
b. Organizational _____	-	-	-	-	-	-			-	-
<b>IV. TOTAL</b> - Communication from recipient or recipient's company (other than request):	<b>1,778</b>	<b>-</b>	<b>-</b>	<b>1,778</b>	<b>-</b>	<b>-</b>			<b>1,778</b>	<b>4.0</b>
a. Written _____	137	-	-	137	-	-			137	0.3
b. Telecommunication _____	1,259	-	-	1,259	-	-			1,259	2.8
c. Internet and E-Mail _____	382	-	-	382	-	-			382	0.9
<b>V. TOTAL</b> - Sources other than above (listed alphabetically):	<b>700</b>	<b>-</b>	<b>-</b>	<b>700</b>	<b>-</b>	<b>-</b>			<b>700</b>	<b>1.6</b>
Association rosters and directories _____	-	-	-	-	-	-			-	-
Business directories _____	700	-	-	700	-	-			700	1.6
Independent field reports _____	-	-	-	-	-	-			-	-
Licensees - National, State or Local Government _____	-	-	-	-	-	-			-	-
Manufacturer's, distributor's and wholesaler's lists _____	-	-	-	-	-	-			-	-
Other sources _____	-	-	-	-	-	-			-	-
<b>VI. TOTAL</b> - Single Copy Sales:	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>			<b>-</b>	<b>-</b>
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>35,310</b>	<b>8,840</b>	<b>-</b>	<b>41,199</b>	<b>2,355</b>	<b>596</b>			<b>44,150</b>	<b>100.0</b>
<b>PERCENT</b>	<b>80.0</b>	<b>20.0</b>	<b>-</b>	<b>93.3</b>	<b>5.3</b>	<b>1.4</b>			<b>100.0</b>	

**3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007**

MAILING ADDRESS	Print Version Only (A)	Digital Version Only (B)	Print & Digital (unduplicated) (C)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
Individuals by name and title and/or function _____	41,199	2,355	596			44,150	100.0
Individuals by name only _____	-	-	-			-	-
Titles or functions only _____	-	-	-			-	-
Company names only _____	-	-	-			-	-
Multi-Copy Same Addressee copies _____	-	-	-			-	-
Single Copy Sales _____	-	-	-			-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>41,199</b>	<b>2,355</b>	<b>596</b>			<b>44,150</b>	<b>100.0</b>

**4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007**

State & Zip Code	Print Version Only (A)	Digital Version Only (B)	Print & Digital (unduplicated) (C)	Total Qualified	Percent
039-049 Maine _____	199	13	2	214	
030-038 New Hampshire _____	147	7	1	155	
050-059 Vermont _____	152	5	-	157	
010-027 Massachusetts _____	870	34	11	915	
028-029 Rhode Island _____	101	4	1	106	
060-069 Connecticut _____	360	17	4	381	
<b>NEW ENGLAND</b>	<b>1,829</b>	<b>80</b>	<b>19</b>	<b>1,928</b>	<b>4.4</b>
100-149 New York _____	2,065	79	23	2,167	
070-089 New Jersey _____	1,449	88	22	1,559	
150-196 Pennsylvania _____	2,168	101	34	2,303	
<b>MIDDLE ATLANTIC</b>	<b>5,682</b>	<b>268</b>	<b>79</b>	<b>6,029</b>	<b>13.7</b>
430-459 Ohio _____	1,841	102	26	1,969	
460-479 Indiana _____	900	56	10	966	
600-629 Illinois _____	2,813	191	40	3,044	
480-499 Michigan _____	1,013	60	19	1,092	
530-549 Wisconsin _____	2,130	107	18	2,255	
<b>EAST NO. CENTRAL</b>	<b>8,697</b>	<b>516</b>	<b>113</b>	<b>9,326</b>	<b>21.1</b>
550-567 Minnesota _____	1,454	91	15	1,560	
500-528 Iowa _____	978	56	6	1,040	
630-658 Missouri _____	1,170	48	17	1,235	
580-588 North Dakota _____	167	6	-	173	
570-577 South Dakota _____	176	4	2	182	
680-693 Nebraska _____	526	19	9	554	
660-679 Kansas _____	562	37	8	607	
<b>WEST NO. CENTRAL</b>	<b>5,033</b>	<b>261</b>	<b>57</b>	<b>5,351</b>	<b>12.1</b>
197-199 Delaware _____	128	8	1	137	
206-219 Maryland _____	563	30	6	599	
200-205 Washington, DC _____	34	3	-	37	
220-246 Virginia _____	654	39	10	703	
247-268 West Virginia _____	93	5	1	99	
270-289 North Carolina _____	999	44	7	1,050	
290-299 South Carolina _____	342	14	5	361	
300-319 Georgia _____	1,357	58	21	1,436	
320-349 Florida _____	1,291	82	28	1,401	
<b>SOUTH ATLANTIC</b>	<b>5,461</b>	<b>283</b>	<b>79</b>	<b>5,823</b>	<b>13.2</b>
400-427 Kentucky _____	589	33	3	625	
370-385 Tennessee _____	742	56	5	803	
350-369 Alabama _____	446	20	14	480	
386-397 Mississippi _____	255	9	-	264	
<b>EAST SO. CENTRAL</b>	<b>2,032</b>	<b>118</b>	<b>22</b>	<b>2,172</b>	<b>4.9</b>
716-729 Arkansas _____	607	38	7	652	
700-714 Louisiana _____	339	13	4	356	
730-749 Oklahoma _____	349	13	6	368	
750-799 Texas _____	1,937	121	32	2,090	
<b>WEST SO. CENTRAL</b>	<b>3,232</b>	<b>185</b>	<b>49</b>	<b>3,466</b>	<b>7.9</b>
590-599 Montana _____	112	5	1	118	
832-838 Idaho _____	341	30	2	373	
820-831 Wyoming _____	36	-	1	37	
800-816 Colorado _____	477	32	6	515	
870-884 New Mexico _____	147	3	2	152	
850-865 Arizona _____	302	17	4	323	
840-847 Utah _____	331	22	6	359	
889-898 Nevada _____	131	8	3	142	
<b>MOUNTAIN</b>	<b>1,877</b>	<b>117</b>	<b>25</b>	<b>2,019</b>	<b>4.6</b>
995-999 Alaska _____	88	11	2	101	
980-994 Washington _____	831	45	12	888	
970-979 Oregon _____	537	25	4	566	
900-961 California _____	3,893	239	69	4,201	
967-968 Hawaii _____	204	8	4	216	
<b>PACIFIC</b>	<b>5,553</b>	<b>328</b>	<b>91</b>	<b>5,972</b>	<b>13.5</b>
<b>UNITED STATES</b>	<b>39,396</b>	<b>2,156</b>	<b>534</b>	<b>42,086</b>	<b>95.4</b>
969 & 004-009 U.S. Territories _____	157	18	18	193	
Canada _____	1,637	176	43	1,856	
Mexico _____	-	3	-	3	
Other International _____	7	2	1	10	
APQ/FPO _____	2	-	-	2	
<b>TOTALS</b>	<b>41,199</b>	<b>2,355</b>	<b>596</b>	<b>44,150</b>	<b>100.0</b>

QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA:

# FREE SUBSCRIPTION CARD

Food Engineering

708RWP

- Would you like to start/continue receiving Food Engineering for FREE?  Yes  No  
 Would you like to receive the Food Engineering E-Newsletter for FREE?  Yes  No  
 Would you like to receive subscription faxes sent by FE/BNP Media?  Yes  No  
 Which version of Food Engineering would you like to receive?  
 Print \* (FREE)  Digital \* (FREE)

*\*Be sure to include your e-mail address below to receive the Digital version. Foreign subscriptions to the digital version are available at no cost. Foreign subscriptions to the print version are available at our yearly rates.*

Signature (required) \_\_\_\_\_ Date \_\_\_\_\_

Printed Name \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail Address \_\_\_\_\_

- By providing your fax number, you're giving us permission to fax subscription offers to you.
- You will receive subscription and renewal notices from BNP Media via e-mail.

**1. Which of the following best describes the primary product produced at your company? (check one only):**

- |   |  |
|---|--|
| 01 <input type="checkbox"/> Corporate and Divisional Headquarters, R & D, and Pilot Plant-locations | 11 <input type="checkbox"/> Machinery/Equipment for Food Processing and/or Packaging     |
| 02 <input type="checkbox"/> Processed Meat, Poultry and Seafood Products                            | 12 <input type="checkbox"/> Engineering, Design, Architectural and Construction Services |
| 03 <input type="checkbox"/> Dairy and Frozen Novelty Products                                       | 13 <input type="checkbox"/> Supplement and Ingredient Products                           |
| 16 <input type="checkbox"/> Shelf Stable Foods  | 14 <input type="checkbox"/> Co-Packer/Co-Manufacturer of a food/beverage product         |
| 04 <input type="checkbox"/> Frozen Food and Prepared Meals  | 98 <input type="checkbox"/> Other related food industry (please specify): _____          |
| 05 <input type="checkbox"/> Cereal and Grain Based Products   |  |
| 06 <input type="checkbox"/> Baking and Snack Food Products  |  |
| 07 <input type="checkbox"/> Candy and Confectionery Products  |  |
| 09 <input type="checkbox"/> Beverage Products   |  |

**2. Do you wish to receive a free copy of the Food Master annual catalog?**

- 01  Yes 02  No

**3. Which of the following best describes your title? (check one only):**

- 02  **Plant Operations:** VP Operations, Plant Manager/Superintendent/Foreman, Processing/Packaging Supervisor, Production Manager, Maintenance Foreman, Plant Security Manager, Safety Foreman  
 08  **QA/QC:** Quality Assurance Manager, Quality Control Manager, QA/QC Personnel  
 03  **Engineering:** VP Engineering, Plant Engineer, Maintenance Engineer, Chief Engineer, Packaging Engineer, Processing/Production Engineer, Engineering Director  
 01  **General Administration:** Corporate Official, President, Vice President, Owner, Partner, General Manager  
 04  **Research & Development:** VP of R&D, Director of Research, Lab Director, Tech, Scientist, Chemist, Food Tech  
 05  **Purchasing:** VP Purchasing, Purchasing or Procurement Director/Manager/Supervisor, Buyer, Purchasing Agent  
 07  **Other** (please describe): \_\_\_\_\_

**4. Which of the following products do you buy, specify, recommend, or influence the purchase of for your company? (check all that apply):**

- 01  Process Equipment/Pumps/Valves/Air & Liquid Handling Equipment  
 02  Packaging Machinery and/or Packaging Materials  
 04  Instruments/Process Control Systems/Software  
 05  Sanitation, Food Safety & Plant Maintenance Equipment  
 06  Material Handling Equipment/Trucking & Distribution Vehicles  
 07  Refrigeration, Freezing & Chilling Equipment  
 08  General Plant Equipment (motors, drives, bearings, etc)  
 09  Plant Design/Construction/Site Selection  
 11  Plant Security & QA/QC Instrumentation/Software  
 13  Software  
 10  Ingredients  
 99  None of the Above

**5. What is the total number of employees at your company?**

- |   |                                       |
|---|---------------------------------------|
| 01 <input type="checkbox"/> 2,500 or more | 05 <input type="checkbox"/> 100 - 249 |
| 02 <input type="checkbox"/> 1,000 - 2,499 | 06 <input type="checkbox"/> 50 - 99   |
| 03 <input type="checkbox"/> 500 - 999     | 07 <input type="checkbox"/> 1 - 49    |
| 04 <input type="checkbox"/> 250 - 499     |                                       |

**9. FIVE CALENDAR YEAR ANALYSIS: AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS**

	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	2003	2004	2005	2006	*2007
Total Audit Average Qualified	44,516	44,329	44,127	44,150	44,150
Qualified Non-Paid Total	44,149	44,137	44,097	44,116	44,116
Print Only	44,149	44,137	44,097	44,116	41,226
Digital Only	-	-	-	-	2,278
Print & Digital (Unduplicated)	-	-	-	-	612
Qualified Paid Total	367	192	30	34	34
Print Only	367	192	30	34	32
Digital Only	-	-	-	-	2
Print & Digital (Unduplicated)	-	-	-	-	-
Post Expire Copies included in Paid Circulation	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	**NC	**NC	**NC	**NC	**NC

**\*NOTE: The audited average qualified circulation for January - June 2007 = 44,150. The unaudited average qualified circulation for July - December 2007 = 44,150. Yielding an average qualified circulation of 44,150.**  
 \*\*NC = None Claimed.

**10. PAID CIRCULATION DATA**

**NC	Average Annual Subscription Order Price for the Period. (includes promotional incentive value, if any)
12	Issues Per Year
**NC	All Single Copy Sales Prices for the Period
**NC	Renewal Rate of Paid Subscribers (Optional)

**11. 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 service or other carriers. Recipients who request the digital version are notified via email when the version is available.

**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	41,179	100.0	41,148	99.9	31	0.1
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>41,179</b>	<b>100.0</b>	<b>41,148</b>	<b>99.9</b>	<b>31</b>	<b>0.1</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Digital Version Only**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	2,353	100.0	2,353	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>2,353</b>	<b>100.0</b>	<b>2,353</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Both Printed & Digital Version**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	618	100.0	616	99.7	2	0.3
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>618</b>	<b>100.0</b>	<b>616</b>	<b>99.7</b>	<b>2</b>	<b>0.3</b>

**PUBLISHER'S AFFIDAVIT**

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

Catherine M. Ronan, Corporate Audience Audit Manager

Christine Baloga, Corporate Audience Development Director

(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 January 15, 2008

State Michigan

County Oakland

Received by BPA Worldwide January 15, 2008

Type PSJ

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