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**PUBLICATION DESCRIPTION**

North American and international professionals in the lumber industry receive *TIMBER PROCESSING* 10 times per year. They rely on *Timber Processing* to stay updated on the latest industry news, sawmill projects and machinery technologies. Timber Processing editors continuously visit and report on the most outstanding sawmills. The editorial staff, which has more than 100 years of combined experience in this industry, is well known and respected and is frequently called upon to speak at industry functions.

**FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION**

*TIMBER PROCESSING* serves sawmill/chipmill operations, engineered wood products manufacturers, veneer/plywood/panel product manufacturers, pallets/poles/timbers/specialty products/wood treatment manufacturers, processing operations of pulp and paper mills, consultants in mill and processing operations, bioenergy manufacturers, machinery/equipment/supplies manufacturers, machinery dealers and distributors, and others allied to the field.

Qualified recipients are corporate management, operations management, supervisory personnel, technical and support, and other functions and company only copies as described herein.

**AVERAGE CIRCULATION: JANUARY 1, 2015 - DECEMBER 31, 2015**

QUALIFIED CIRCULATION	Non-Paid	Paid	Total
Individual Subscription	7,649	40	7,689
Association/Group/Directory Lists	5,477	-	5,477
Rotated	-	-	-
Bulk Distribution	11	-	11
Single Copy Sales	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>13,137</b>	<b>40</b>	<b>13,177</b>

NON-QUALIFIED CIRCULATION	Non-Paid	Paid	Total
Advertiser/Agency	304	-	304
Sales/File/Office/Return/Other	489	-	489
Trade Show/Convention/Special Event	152	-	152
<b>TOTAL NON-QUALIFIED CIRCULATION</b>	<b>945</b>	<b>-</b>	<b>945</b>

<b>TOTAL PRINTED</b>	<b>14,122</b>
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Please see the following pages for Recipient Classification, Subscription Source, Recency of Renewal, Geographical Distribution, Business/Industry and Job Title Classification, Qualified Circulation by Issue, Explanation, Audit of Internal Records, and Affidavit.

## RECIPIENT CLASSIFICATION

RECIPIENT	Non-Paid	Paid	Total	Percent
Individual by Name and Title and/or Company	12,963	35	12,998	99.8%
Individual by Name Only	5	3	8	0.1%
Title Only	-	-	-	-
Company Name Only	7	3	10	0.1%
Bulk Distribution	10	-	10	0.1%
<b>Total Qualified Circulation</b>	<b>12,985</b>	<b>41</b>	<b>13,026</b>	<b>100.0%</b>
Non-Qualified Circulation	699	-	699	
<b>TOTAL PRINTED</b>			<b>13,725</b>	

## SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL

RECIPIENT	Non-Paid	Paid	Renewed, Requested, or Updated Within				Total	Percent
			1 Year	2 Years	3 Years	3+ Years		
Direct Request from the Recipient	7,696	29	4,626	2,605	490	N/A	7,725	59.3%
Request from Recipient's Company	5	12	11	6	-	N/A	17	0.1%
Association/Group/Directory Lists	5,274	-	5,274	-	-	N/A	5,274	40.5%
Bulk Distribution	10	-	N/A	N/A	N/A	N/A	10	0.1%
<b>Total Qualified Circulation</b>	<b>12,985</b>	<b>41</b>	<b>9,911</b>	<b>2,611</b>	<b>490</b>	<b>-</b>	<b>13,026</b>	<b>100.0%</b>
Non-Qualified Circulation	699	-					699	
<b>TOTAL PRINTED</b>							<b>13,725</b>	

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Non-Paid	Paid	Total	Percent	REGION	Non-Paid	Paid	Total	Percent
Maine	197	2	199	1.5%	Kentucky	227	-	227	1.7%
New Hampshire	113	-	113	0.9%	Tennessee	378	1	379	2.9%
Vermont	112	-	112	0.9%	Alabama	426	4	430	3.3%
Massachusetts	91	-	91	0.7%	Mississippi	315	-	315	2.4%
Rhode Island	13	-	13	0.1%	<b>E. S. Central</b>	<b>1,346</b>	<b>5</b>	<b>1,351</b>	<b>10.4%</b>
Connecticut	74	-	74	0.6%	Arkansas	391	1	392	3.0%
<b>New England</b>	<b>600</b>	<b>2</b>	<b>602</b>	<b>4.6%</b>	Louisiana	173	-	173	1.3%
New York	300	1	301	2.3%	Oklahoma	44	1	45	0.3%
New Jersey	50	1	51	0.4%	Texas	287	-	287	2.2%
Pennsylvania	716	2	718	5.5%	<b>W. S. Central</b>	<b>895</b>	<b>2</b>	<b>897</b>	<b>6.9%</b>
<b>Mid Atlantic</b>	<b>1,066</b>	<b>4</b>	<b>1,070</b>	<b>8.2%</b>	Montana	132	-	132	1.0%
Delaware	17	-	17	0.1%	Idaho	164	2	166	1.3%
Maryland	96	2	98	0.8%	Wyoming	25	-	25	0.2%
D.C.	1	-	1	-	Colorado	88	-	88	0.7%
Virginia	460	1	461	3.5%	New Mexico	23	-	23	0.2%
West Virginia	126	2	128	1.0%	Arizona	37	-	37	0.3%
North Carolina	629	-	629	4.8%	Utah	27	1	28	0.2%
South Carolina	246	1	247	1.9%	Nevada	6	-	6	-
Georgia	586	3	589	4.5%	<b>Mountain</b>	<b>502</b>	<b>3</b>	<b>505</b>	<b>3.9%</b>
Florida	256	5	261	2.0%	Alaska	25	-	25	0.2%
<b>S. Atlantic</b>	<b>2,417</b>	<b>14</b>	<b>2,431</b>	<b>18.7%</b>	Washington	527	-	527	4.0%
Ohio	334	1	335	2.6%	Oregon	732	-	732	5.6%
Indiana	274	-	274	2.1%	California	331	-	331	2.5%
Illinois	153	-	153	1.2%	Hawaii	7	-	7	0.1%
Michigan	429	-	429	3.3%	<b>Pacific</b>	<b>1,622</b>	<b>-</b>	<b>1,622</b>	<b>12.5%</b>
Wisconsin	411	1	412	3.2%	U.S. Territories	1	-	1	-
<b>E. N. Central</b>	<b>1,601</b>	<b>2</b>	<b>1,603</b>	<b>12.3%</b>	<b>U.S. Total</b>	<b>10,699</b>	<b>34</b>	<b>10,733</b>	<b>82.4%</b>
Minnesota	194	1	195	1.5%	Canada	676	5	681	5.2%
Iowa	90	1	91	0.7%	Foreign	1,610	2	1,612	12.4%
Missouri	260	-	260	2.0%	<b>Foreign Total</b>	<b>2,286</b>	<b>7</b>	<b>2,293</b>	<b>17.6%</b>
North Dakota	5	-	5	-					
South Dakota	35	-	35	0.3%					
Nebraska	26	-	26	0.2%	<b>Total Qualified</b>	<b>12,985</b>	<b>41</b>	<b>13,026</b>	<b>100.0%</b>
Kansas	39	-	39	0.3%	Total Non-Qualified	699	-	699	
<b>W. N. Central</b>	<b>649</b>	<b>2</b>	<b>651</b>	<b>5.0%</b>	<b>TOTAL PRINTED</b>			<b>13,725</b>	

## INTERNATIONAL GEOGRAPHICAL DISTRIBUTION

COUNTRY/REGION	Non-Paid	Paid	Total	Percent*
Bhutan	1	-	1	-
China	6	-	6	-
India	22	-	22	0.2%
Indonesia	4	-	4	-
Japan	4	-	4	-
Malaysia	4	-	4	-
Philippines	14	-	14	0.1%
Republic of Korea	3	-	3	-
Singapore	2	-	2	-
Taiwan	3	-	3	-
Thailand	3	-	3	-
Vietnam	2	-	2	-
<b>ASIA</b>	<b>68</b>	<b>-</b>	<b>68</b>	<b>0.5%</b>
Iran	1	-	1	-
Pakistan	7	-	7	0.1%
Turkey	5	-	5	-
United Arab Emirates	1	-	1	-
<b>MIDDLE EAST</b>	<b>14</b>	<b>-</b>	<b>14</b>	<b>0.1%</b>
Austria	25	-	25	0.2%
Belgium	1	-	1	-
Bulgaria	1	-	1	-
Czech Republic	1	-	1	-
Denmark	9	-	9	0.1%
Estonia	10	-	10	0.1%
Finland	52	-	52	0.4%
France	207	-	207	1.6%
Germany	204	1	205	1.6%
Great Britain	5	-	5	-
Greece	2	-	2	-
Ireland	5	-	5	-
Italy	38	-	38	0.3%
Latvia	7	-	7	0.1%
Lithuania	2	-	2	-
Luxembourg	2	-	2	-
Netherlands	6	-	6	-
Norway	29	-	29	0.2%
Poland	3	-	3	-
Portugal	3	-	3	-
Russia	671	-	671	5.2%
Scotland	1	-	1	-
Slovak Republic	1	-	1	-
Slovenia	-	1	1	-
Spain	32	-	32	0.2%
Sweden	96	-	96	0.7%
Switzerland	1	-	1	-
United Kingdom	8	-	8	0.1%
<b>EUROPE</b>	<b>1,422</b>	<b>2</b>	<b>1424</b>	<b>10.9%</b>
Ethiopia	1	-	1	-
Kenya	1	-	1	-
Nigeria	1	-	1	-
South Africa	6	-	6	-
Zimbabwe	1	-	1	-
<b>AFRICA</b>	<b>10</b>	<b>-</b>	<b>10</b>	<b>0.1%</b>
Canada	676	5	681	5.2%
Mexico	5	-	5	-
<b>NORTH AMERICA</b>	<b>681</b>	<b>5</b>	<b>686</b>	<b>5.2%</b>
Dominican Republic	2	-	2	-
<b>CARRIBEAN</b>	<b>2</b>	<b>-</b>	<b>2</b>	<b>-</b>
Guatemala	2	-	2	-
<b>CENTRAL AMERICA</b>	<b>2</b>	<b>-</b>	<b>2</b>	<b>-</b>

\* Percentages rounded to the nearest tenth. Due to this rounding, percentages may not total 100.0%.

## INTERNATIONAL GEOGRAPHICAL DISTRIBUTION (Continued)

COUNTRY/REGION	Non-Paid	Paid	Total	Percent*
Argentina	1	-	1	-
Brazil	14	-	14	0.1%
Chile	16	-	16	0.1%
Columbia	2	-	2	-
Suriname	1	-	1	-
Uruguay	4	-	4	-
<b>SOUTH AMERICA</b>	<b>38</b>	<b>-</b>	<b>38</b>	<b>0.3%</b>
Australia	18	-	18	0.1%
New Zealand	30	-	30	0.2%
Papua New Guinea	1	-	1	-
<b>OCEANA</b>	<b>49</b>	<b>-</b>	<b>49</b>	<b>0.4%</b>
<b>Total International</b>	<b>2,286</b>	<b>7</b>	<b>2,293</b>	<b>17.6%</b>
<b>U.S. &amp; POSSESSIONS</b>	<b>10,699</b>	<b>34</b>	<b>10,733</b>	<b>82.4%</b>
<b>Total Qualified</b>	<b>12,985</b>	<b>41</b>	<b>13,026</b>	<b>100.0%</b>
Total Non-Qualified	699	-	699	
<b>TOTAL PRINTED</b>			<b>13,725</b>	

\* Percentages rounded to the nearest tenth. Due to this rounding, percentages may not total 100.0%.

## BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

PRIMARY BUSINESS				Supervisory Technical					Total	Percent
	U.S.	Canadian	Foreign	Corp.	Operations	Personnel	Support	Other		
1. Sawmills/Chip Mills	8,106	477	1,453	6,064	2,897	286	394	395	10,036	77.0%
2. Engineered Products	192	13	20	69	100	6	32	18	225	1.7%
3. Veneer/Plywood/Panel Products	254	32	67	125	161	16	28	23	353	2.7%
4. Pallets/Poles/Timbers/Specialty Products/ Wood Treatments	522	5	15	368	128	7	19	20	542	4.2%
5. Processing Operations of Pulp & Paper Mills	89	1	1	10	45	6	26	4	91	0.7%
6. Consultants in Mill & Processing Operations	208	25	6	147	35	-	49	8	239	1.8%
7. Bioenergy Manufacturer	85	4	7	50	34	3	7	2	96	0.7%
<b>Subtotal 1-7</b>	<b>9,456</b>	<b>557</b>	<b>1,569</b>	<b>6,833</b>	<b>3,400</b>	<b>324</b>	<b>555</b>	<b>470</b>	<b>11,582</b>	<b>88.9%</b>
8. Machinery Manufacturers	665	98	28	299	260	9	115	108	791	6.1%
9. Machinery Distributors, Dealers	182	8	8	104	54	2	24	14	198	1.5%
10. Others Allied to the Field	420	18	7	225	114	7	38	61	445	3.4%
Bulk Distribution	10	-	-	N/A	N/A	N/A	N/A	N/A	10	0.1%
<b>Total Qualified Circulation</b>	<b>10,733</b>	<b>681</b>	<b>1,612</b>	<b>7,461</b>	<b>3,828</b>	<b>342</b>	<b>732</b>	<b>653</b>	<b>13,026</b>	<b>100.0%</b>
Total Non-Qualified Circulation									699	
<b>TOTAL PRINTED</b>									<b>13,725</b>	

## Description – Timber Processing

Corporate Management & Owners (Corp.) includes chairmen, owners, partners, presidents, vice presidents, CEOs, CFOs, COOs, general managers, and executive directors. Operations Management (Operations) includes operations managers, department managers, and superintendents. Supervisory Personnel includes supervisors, foremen and lead personnel. Technical Support includes engineers, saw filers and equipment operators. Other includes human relations, and other titled and non-titled personnel.

