

A photograph of a sawmill yard filled with stacks of processed lumber and raw logs. The lumber is stacked in neat piles, some wrapped in plastic. In the foreground, there are several large logs stacked horizontally. The background shows industrial buildings and a forested area.

LUMBER ■ COMPOSITES ■ ENGINEERED PRODUCTS

TIMBER PROCESSING™

a Hatton-Brown Publication

The Sawmill Industry's Most Widely Circulated Source
For Machinery, Technology And Business Information

2012 MEDIA OPPORTUNITIES

www.timberprocessing.com

LUMBER ■ COMPOSITES ■ ENGINEERED PRODUCTS TIMBER PROCESSING™

Dear Valued Advertiser,

We are glad you are considering partnering with Hatton-Brown Publishers, Inc. and *Timber Processing* magazine. We strive to build long lasting and successful relationships with all who are a part of our family of advertisers. We hope that you will find the contents of this media kit helpful, informative, and, let's be honest, convincing. We want to convince you that we are here to serve you and your business by offering quality advertising opportunities in our industry leading publication that will bring you the positive results you desire.

The *Timber Processing* magazine readership is both loyal and select. Potential subscribers must qualify for our publication before they go on our mail list, which means that your ads will reach industry professionals and decision-makers. We do all the work to make your advertising efforts effective and targeted. We make sure that your ads are seen by the people who matter.


When you advertise with *Timber Processing* magazine, you'll receive superior customer service and the support you need, when you need it. Let us assist you in implementing a successful ad campaign. From planning, to design, to scheduling, we're here to help you from beginning to end. We want your advertising experience with us to be the best you could ask for.

Please contact us today for more information and to get started with a successful magazine ad campaign. We'll do all the work and you'll reap all the benefits. Thank you for considering partnering with Hatton-Brown Publishers, Inc. and *Timber Processing* magazine.

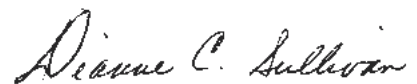
Sincerely,



David H. Ramsey
Co-Publisher



David (DK) Knight
Co-Publisher/Executive Editor



Dianne C. Sullivan
Chief Operating Officer

LUMBER ■ COMPOSITES ■ ENGINEERED PRODUCTS TIMBER PROCESSING™

REACH YOUR TARGET AUDIENCE WITH WEB ADVERTISING

At *Timber Processing* magazine, your advertising efforts can cover both the print and online medias. Please reference the rates and information below to find out how you can advertise on www.timberprocessing.com today!

LEADERBOARD AD 940 x 116 pixels • \$450

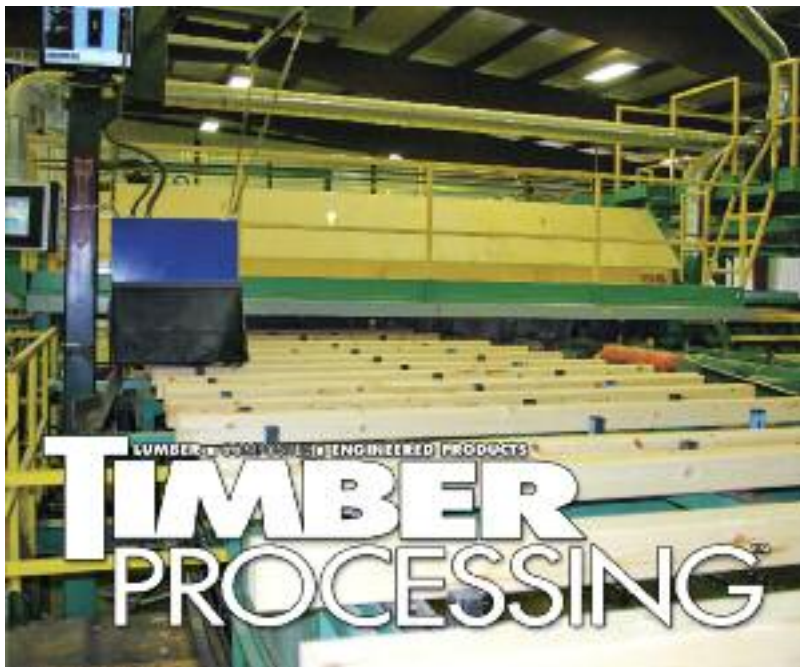


NOTE: TRUE SIZE OF 13.056" x 1.611" COULD NOT BE SHOWN. SIZE ABOVE IS 60% OF TRUE SIZE.

BANNER AD 468 x 60 pixels • \$225/month



SQUARE AD 300 x 250 pixels • \$250



* Flash and shockwave files must have fonts embedded

SPECIFICATIONS—The following file types are accepted: PNG, GIF, JPG and *FLASH. Resolution: 72dpi

BUTTON AD

125 x 125 pixels • \$75



**FOR MORE INFORMATION,
CONTACT YOUR SALES REPRESENTATIVE.**

Southern USA
Randy Reagor
(904) 393-7968
Fax: (904) 393-7979
reagor@bellsouth.net

West USA and West Canada
Tim Shaddick
(778) 822-1826
Fax: (604) 264-1397
tootall1@shaw.ca

MidWest/NE USA, E. Canada
John Simmons
(905) 666-0258
Fax: (905) 666-0778
jsimmons@idirect.com

Europe & Scandinavia
Murray Brett
+34 96 640 4165
Fax: +34 96 640 4022
abasol2@terra.es
murray.brett@abasol.net

We've Gone INTERNATIONAL!

Timber Processing has added nearly 1,200 readers in the managerial ranks at sawmill operations outside of North America.

TIMBER PROCESSING FOREIGN SUBSCRIBERS

Argentina	3
Australia	5
Austria	2
Brazil	6
Chile	14
Denmark	18
England	3
Fiji	1
Finland	78
France	351
Germany	297
India	4
Indonesia	2
Ireland	5
Italy	161
Malaysia	2
New Zealand	19
Norway	8
Russian Fed	5
Scotland	1
Spain	53
Sweden	148
Switzerland	1
Turkey	2
Vietnam	1
TOTAL	1,190



**A NEW
EVENT!**



TIMBER PROCESSING AND ENERGY EXPO

OCTOBER 17-19, 2012

PORTLAND EXPO CENTER • PORTLAND, OREGON

www.timberprocessingandenergyexpo.com

To exhibit, contact Fred Kurpiel • 678-642-1238 • fredkurpiel@aol.com

For event information, contact Dianne Sullivan • 334-834-1170 • dianne@hattonbrown.com

EDITORIAL HIGHLIGHTS

Magazine is mailed approximately 1st of month of issue. Combined months are mailed 1st of second month of issue.

JANUARY/FEBRUARY closes 1/5/12—ad material due 1/9/12

24th Annual Man Of The Year. This coveted honor recognizes a sawmill owner or employee who has displayed leadership within his or her company, and who has demonstrated leadership with issues impacting industry at large.

BONUS DISTRIBUTION: Bioenergy Fuels & Products Conference & Expo, February 28-29, Omni Hotel at CNN Center, Atlanta, Ga.

BONUS DISTRIBUTION: Panel & Engineered Lumber International Conference & Expo (PELICE), March 1-2, Omni Hotel at CNN Center, Atlanta, Ga.

MARCH closes 2/6/12—ad material due 2/8/12

Technology In Hardwood Lumber Sawmills. Special section is devoted to new technologies and systems in hardwood lumber operations.

BONUS DISTRIBUTION: Hardwood Manufacturers Association 2012 National Conference & Expo, March 14-16, Ritz-Carlton Hotel, New Orleans, La.

BONUS DISTRIBUTION: International Exhibition on Woodworking Machinery and Furniture Manufacturing Equipment (WMF), FAM and BIMF 2012, March 12-15, New China International Exhibition Center, Beijing, PR China.

APRIL closes 3/5/12—ad material due 3/7/12

Annual Sawmill Survey. Based on a questionnaire completed on our web site, this report examines operational issues in sawmills.

BONUS DISTRIBUTION: Xylexpo 2012, May 8-12, Fieramilano Rho Fairgrounds, Milan, Italy.

MAY closes 4/6/12—ad material due 4/9/12

Log And Lumber Handling. Latest offerings in cranes, log loaders and forklifts from the wood yard to shipping.

BONUS DISTRIBUTION: Northeastern Forest Products Equipment Expo, Champlain Valley Exposition, May 11-12, Essex Junction, Vt.

BONUS DISTRIBUTION: Expo Richmond, May 18-19, Richmond Raceway Complex, Richmond, Va.

JUNE closes 5/4/12—ad material due 5/7/12

Gang Saws & Edgers. There's a large selection of gangs and edgers at your fingertips.

JULY/AUGUST closes 7/5/12—ad material due 7/9/12

34th Lumbermen's Buying Guide. Comprehensive listing of worldwide equipment manufacturers, products and services.

BONUS DISTRIBUTION: International Woodworking Fair 2012, August 22-25, Georgia World Congress Center, Atlanta, Ga.

SEPTEMBER closes 8/6/12—ad material due 8/8/12

Pre-Show Snapshot. A look at the newest equipment show in town, the Timber Processing & Energy Expo.

Automated Grading. An annual update on the automated grading technologies being implemented throughout the sawmill.

OCTOBER closes 9/5/12—ad material due 9/7/12

Show Special. Coverage of the new technologies and systems offered by exhibitors at the new Timber Processing & Energy Expo.

BONUS DISTRIBUTION: Timber Processing & Energy Expo, October 17-19, Portland Metropolitan Exposition Center, Portland, Ore.

BONUS DISTRIBUTION: Lesdrevmash 2012. 14th International Exhibition for Machinery, Equipment, Fittings, Tools and Instruments for the Woodworking, Furniture, Timber, Pulp and Paper Industries, October 22-26, Expocentre Fairgrounds, Moscow, Russia.

NOVEMBER closes 10/5/12—ad material due 10/9/12

Sawmill Technologies Abroad. From front end machinery to dry kilns, overseas technology is stepping up.

DECEMBER closes 11/5/12—ad material due 11/7/12

Cutting Tools Issue. Annual focus on the latest developments in sawing and filing room technology.



34th Annual Lumbermen's Buying Guide

Be a part of the most utilized issue of the year. The 34th Annual Lumbermen's Buying Guide includes machinery manufacturers, suppliers, products, services and much more. Boldface listings are available with optional 4/c company logo to ensure your company stands out. Boldface listings also appear on *Timber Processing's* web site. A searchable database is available on CD.

Closing date: May 27, 2012

Call or email Rhonda Thomas to make sure your company is listed in this annual directory.

rhonda@hattonbrown.com, 334.834.1170

OLESON SAW TECHNOLOGY
PO Box 2008
York, PA 17405-0008
800-256-6259 Fax: 717-767-5831
Email: info@olesonsaw.com
Website: www.olesonsaw.com
PENNSYLVANIA—Box 2008,
York, PA 17405, 800-256-6259
Fax: 717-767-5831, Filer Training
Center, Emigsville, PA, 800-256-
6259 Fax: 717-767-5831

OLESON SPECIFICS:
Manufacture, design and maintenance of band & circular saws; specializing in Var-Pitch & Depth bandsaws, curve sawing and guided circular gang saws; CNC controlled filing room equipment; filing room supplies; tubes for band & circular saws; lube systems; filer training center; mill site production evaluations.



A NEW EVENT!

TIMBER PROCESSING AND ENERGY EXPO

OCTOBER 17-19, 2012
PORTLAND EXPO CENTER
PORTLAND, OREGON

A FRESH START

www.timberprocessingandenergyexpo.com

PHONE: 334.834.1170

FAX: 334.834.4525

timberprocessing.com

ADVERTISING RATES ISSUED JANUARY 1, 2012

	1X	3X	6X	10X	20X	30X
Full page	\$2,390	\$2,265	\$2,175	\$2,045	\$1,960	\$1,895
2/3 page	1,845	1,760	1,675	1,590	1,520	1,465
1/2 island	1,685	1,595	1,520	1,435	1,370	1,295
1/2 page	1,415	1,355	1,300	1,235	1,175	1,125
1/3 page	1,110	1,060	1,020	965	920	880
1/4 page	825	780	750	705	670	635
1/6 page	570	535	510	480	465	455
1/12 page	390	355	330	300	285	275

SPACE RESERVATION CLOSING

Insertion orders cannot be canceled past the closing date.

MATERIAL DEADLINE

Last insertion of same size and color is repeated if deadline is not met.

Provided certain conditions are met, front cover advertising space is available as a 3-1/4 x 2-1/8 inch "earlugs" to supplement inside advertising programs.

COVERS, PREFERRED POSITIONS

2nd & 3rd covers—
additional 15% above page rate

4th cover—
additional 30% above earned page rate

Preferred positions—
additional 10% above earned page rate

WOOD PRODUCTS MARKETPLACE

Harness the pulling power of *Timber Processing* to help you sell more products or find those you may be looking for. Let WOOD PRODUCTS MARKETPLACE be your business ally to help you buy or sell logs, lumber, pallet stock, timbers, ties, chips or bark.

5 months/\$330 10 months - \$600

Call Susan Windham at 334.834.1170

susan@hattonbrown.com

REPRINTS WORK FOR YOU

(Print & Digital)

- Increase Sales
- Generate More Interest
- Use At Trade Shows
- Use For Special Mailings, Sales Meetings
- Receive PDFs of articles and pics for web

Call Patti Campbell at 334.834.1170

Email: patti@hattonbrown.com

MAIL LISTS

Timber Processing can customize subscribers by state, zip code, job title and more.

Call Tammy Duke at 334.834.1170

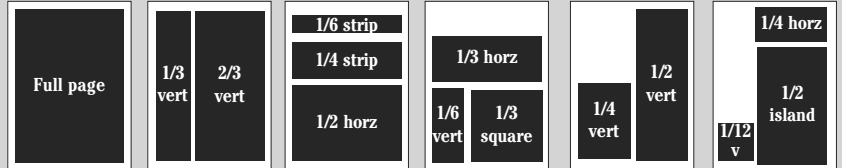
tammy@hattonbrown.com

TERMS OF PAYMENT

15% of gross billing allowed to recognized agencies on space, color and position. Production and other related costs are not commissionable. Invoices are dated the day each issue is mailed and due within 30 days from invoice date. All accounts are net 30 days. New accounts must provide credit information before advertising is published.

INSERTS

Various sizes and styles are accepted at earned B&W rate. Any tipping, stitching, trimming, backup and folding costs are added as necessary. Such related costs are not commissionable. Maximum size: 8 1/2 x 11 1/2 inches. Mock-up is required. Note trim/bleed specs.



AD SIZE REQUIREMENTS

trim size	width	depth	width	depth
8-1/8 in.	10-7/8 in.	206mm	276mm	
full page, bleed	8-3/8 in.	11-1/8 in.	213mm	282mm
full page, non-bleed	7 in.	10 in.	178mm	254mm
2-pg. spread, trim	16-1/4 in.	10-7/8 in.	413mm	276mm
2-pg. spread, bleed	16-1/2 in.	11-1/8 in.	420mm	283mm
2-pg. spread, non-bleed	15-3/4 in.	10-3/8 in.	400mm	264mm
2/3 page	4-1/2 in.	10 in.	114mm	254mm
1/2 page (island)	4-1/2 in.	7-1/2 in.	114mm	191mm
1/2 page (horizontal)	7 in.	4-7/8 in.	178mm	124mm
1/2 page (vertical)	3-3/8 in.	10 in.	86mm	254mm
1/3 page (horizontal)	7 in.	3-1/3 in.	178mm	85mm
1/3 page (vertical)	2-3/16 in.	10 in.	55mm	254mm
1/3 page (square)	4-7/8 in.	4-7/8 in.	124mm	124mm
1/4 page (vertical)	3-3/8 in.	4-7/8 in.	86mm	124mm
1/4 page (horizontal)	4-1/2 in.	3-5/8 in.	114mm	92mm
1/6 page	2-3/16 in.	4-7/8 in.	55mm	124mm
1/12 page	2-1/4 in.	2-1/2 in.	57mm	64mm

Insertion orders cannot be canceled past the closing date.

COLOR CHARGES 1-6X 7-36X

standard 2-color:	\$320	\$300
PMS 2-color:	\$410	\$375
4-color process:	\$945	\$875
4-color spread:	\$1,850	\$1,715

DIGITAL SPECIFICATIONS

Press-quality PDF files are preferred. We also accept EPS, TIF, or JPG file types. Images should be no less than 300 dpi and all fonts should be embedded.

Ad material should be emailed to ads@hattonbrown.com.

For files too large for email please contact Patti Campbell at 334.834.1170.

To download a complete list of our digital requirements, please visit hattonbrown.com/Content/MediaKit.aspx

CLASSIFIED ADVERTISING

Call Bridget DeVane at 334.834.1170

Base rate: \$60 per column inch

Color available for additional charge

HB MEDIA

A DIVISION OF HATTON-BROWN PUBLISHERS, INC.

“MAKING YOUR CREATIVITY A REALITY”

HB Media offers you the media services needed to effectively and properly present your company, brand, product or service. Let us help you bring your ideas to life!

HB MEDIA SERVICES...

- Design and layout of ads, flyers, brochures, pamphlets, business cards, books, signs and more
- Design of custom logos for your company or organization
- Design and hosting of your basic website with email and blog capabilities
- Design of internet banner and button ads
- Design, management and hosting of your custom database
- Direct mail campaigns with optional mail list rental (presort available to reduce postage costs)
- Print and digital reprint services
- Poll and survey creation and sponsorship with stat analysis
- Design of custom presentations and slideshows
- Design of custom media kits including annual reports
- Webinar hosting and sponsorship

Contact us today and let us know how we can help you.



HB MEDIA | PO BOX 2268 | MONTGOMERY, AL 36102 | TOLL FREE: 800-669-5613
PHONE: 334-834-1170 | FAX: 334-834-4525 | HBMEDIA@HATTONBROWN.COM



Hatton-Brown Publishers, Inc.

WHAT MAKES HATTON-BROWN THE INDUSTRY LEADER?

Unparalleled editorial integrity...

With over 100 years of combined experience, our highly respected full-time editorial staff is pro-business, specializing in on site interviews. Our editors are often sought after as speakers at industry events, and spearhead the biennial Timber Processing & Energy Expo.

Worldwide sawmill industry circulation...

Our publication reaches over 13,500* loyal long-term subscribers worldwide, all of which are industry professionals and decision makers. Our clean mail lists, which are annually independently audited by Verified Audit Circulation, are updated by in-house subscription fulfillment daily.

HB Media services...

- Design and layout of ads, flyers, brochures, pamphlets, books, business cards, signs, posters and much more
- Design of custom logos for your company or organization
- Design and hosting of your basic website with email and blog capabilities
- Design of internet banner and button ads
- Design, management and hosting of your custom database
- Direct mail campaigns with optional mail list rental (presort available to reduce postage cost)
- Print and digital reprint services
- Poll and survey creation and sponsorship with stat analysis
- Design of custom presentations and slideshows
- Design of custom media kits including annual reports

* JUNE 2011 VAC REPORT



Internet Advertising

Place your banner or button ad on www.timberprocessing.com. Contact your sales representative for more information.



Our advertising consultants have over 130 years of combined industry experience. Contact your advertising consultant today and let us know how we can assist you.

"Hatton-Brown Publications – The Standard Of Excellence"



CORPORATE HEADQUARTERS – HATTON-BROWN PUBLISHERS, INC.
P.O. Box 2268 • Montgomery, AL 36102-2268 • (334) 834-1170 • Fax: (334) 834-4525 • www.hattonbrown.com

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jsimmons@idirect.com

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tootal1@shaw.ca

Southern USA
Randy Reagor
Tel: 904.393.7968 • Fax: 904.393.7979
reagor@bellsouth.net

Classified Advertising
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bdevane7@hotmail.com

International
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Benidoleig (Alicante), Spain
Tel: +34 96 640 4165
Fax: +34 96 640 4022
abasol2@terra.es
murray.brett@abasol.net



Hatton-Brown Publishers, Inc.

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COURIER/STREET ADDRESS – 225 HANRICK STREET • MONTGOMERY, AL 36104
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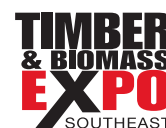
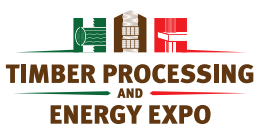
TIMBER
HARVESTING
& WOOD FIBER OPERATIONS.

LUMBER • COMPOSITES • ENGINEERED PRODUCTS
TIMBER
PROCESSING™

wood
bioenergy

FILE UPLOAD INSTRUCTIONS

- 1) CONNECT TO:** www.hattonbrown.net
- 2) CLICK ON:** "CLIENT UPLOADS" located under the Corporate heading in lower left corner.
- 3) FILL OUT:** Contact information, making sure to indicate magazine, issue, and any special instructions, colors or pertinent information we need to know about your ad submission.
- 4) CLICK ON:** "SUBMIT" This is just contact and ad information. Once you click submit, it will direct you to the page to attach your file(s).
- 5) CLICK ON:** "SELECT FILES" This will allow you to search your harddrive for the file(s) you wish to upload. Files work best if they are compressed in .zip format.
- 6) LOCATE:** File(s) you wish to upload. (Hold down the Control (PC)/Command (Mac) button to attach more than one file. Hit "OPEN"
- 7) CLICK ON:** "START UPLOADING FILES"





Established 1976
Issues Per Year: 10
Issues This Report: 10

HATTON-BROWN PUBLISHERS, INC.
P.O. BOX 2268
Montgomery, AL 36102
(334) 834-1170 (334) 834-4525 FAX
rhonda@hattonbrown.com
www.timberprocessing.com

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, 2011 - DECEMBER 31, 2011

QUALIFIED CIRCULATION	Non-Paid	Paid	Total
Individual Subscription	7,083	-	7,083
Association/Group/Directory Lists	6,152	-	6,152
Rotated	-	-	-
Bulk Distribution	10	-	10
Single Copy Sales	-	-	-
TOTAL QUALIFIED CIRCULATION	13,245	-	13,245

NON-QUALIFIED CIRCULATION	Non-Paid	Paid	Total
Advertiser/Agency	170	-	170
Sales/File/Office/Return/Other	526	-	526
Trade Show/Convention/Special Event	80	-	80
TOTAL NON-QUALIFIED CIRCULATION	775	-	775

TOTAL PRINTED	14,020
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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, Additions and Removals 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	12,542	-	12,542	97.6%
Individual by Name Only	10	-	10	0.1%
Title Only	-	-	-	-
Company Name Only	290	-	290	2.3%
Bulk Distribution	10	-	10	0.1%
Total Qualified Circulation	12,852	-	12,852	100.0%
Non-Qualified Circulation	698	-	698	
TOTAL PRINTED			13,550	

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	7,154	-	4,795	2,359	-	N/A	7,154	55.7%
Request from Recipient's Company	2	-	1	1	-	N/A	2	-
Association/Group/Directory Lists	5,686	-	5,414	272	-	N/A	5,686	44.2%
Bulk Distribution	10	-	10	-	N/A	N/A	10	0.1%
Total Qualified Circulation	12,852	-	10,220	2,632	-	-	12,852	100.0%
Non-Qualified Circulation	698	-					698	
TOTAL PRINTED							13,550	

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Non-Paid	Paid	Total	Percent	REGION	Non-Paid	Paid	Total	Percent
Maine	232	-	232	1.8%	Kentucky	253	-	253	2.0%
New Hampshire	131	-	131	1.0%	Tennessee	408	-	408	3.2%
Vermont	115	-	115	0.9%	Alabama	433	-	433	3.4%
Massachusetts	115	-	115	0.9%	Mississippi	312	-	312	2.4%
Rhode Island	18	-	18	0.1%	E. S. Central	1,406	-	1,406	10.9%
Connecticut	83	-	83	0.6%	Arkansas	358	-	358	2.8%
New England	694	-	694	5.4%	Louisiana	174	-	174	1.4%
New York	334	-	334	2.6%	Oklahoma	64	-	64	0.5%
New Jersey	57	-	57	0.4%	Texas	264	-	264	2.1%
Pennsylvania	789	-	789	6.1%	W. S. Central	860	-	860	6.7%
Mid Atlantic	1,180	-	1,180	9.2%	Montana	140	-	140	1.1%
Delaware	14	-	14	0.1%	Idaho	175	-	175	1.4%
Maryland	125	-	125	1.0%	Wyoming	25	-	25	0.2%
D.C.	1	-	1	-	Colorado	98	-	98	0.8%
Virginia	541	-	541	4.2%	New Mexico	24	-	24	0.2%
West Virginia	161	-	161	1.3%	Arizona	31	-	31	0.2%
North Carolina	681	-	681	5.3%	Utah	31	-	31	0.2%
South Carolina	237	-	237	1.8%	Nevada	8	-	8	0.1%
Georgia	581	-	581	4.5%	Mountain	532	-	532	4.1%
Florida	276	-	276	2.1%	Alaska	41	-	41	0.3%
S. Atlantic	2,617	-	2,617	20.4%	Washington	521	-	521	4.1%
Ohio	394	-	394	3.1%	Oregon	682	-	682	5.3%
Indiana	305	-	305	2.4%	California	320	-	320	2.5%
Illinois	184	-	184	1.4%	Hawaii	8	-	8	0.1%
Michigan	497	-	497	3.9%	Pacific	1,572	-	1,572	12.2%
Wisconsin	434	-	434	3.4%	U.S. Territories	-	-	-	-
E. N. Central	1,814	-	1,814	14.1%	U.S. Total	11,429	-	11,429	88.9%
Minnesota	233	-	233	1.8%	Canada	221	-	221	1.7%
Iowa	106	-	106	0.8%	Foreign	1,202	-	1,202	9.4%
Missouri	301	-	301	2.3%	Foreign Total	1,423	-	1,423	11.1%
North Dakota	8	-	8	0.1%					
South Dakota	41	-	41	0.3%					
Nebraska	27	-	27	0.2%	Total Qualified	12,852	-	12,852	100.0%
Kansas	38	-	38	0.3%	Total Non-Qualified	698	-	698	
W. N. Central	754	-	754	5.9%	TOTAL PRINTED			13,550	

INTERNATIONAL GEOGRAPHICAL DISTRIBUTION

COUNTRY/REGION	Non-Paid	Paid	Total	Percent
China	1	-	1	-
India	3	-	3	-
Indonesia	1	-	1	-
Malaysia	2	-	2	-
Philippines	1	-	1	-
Singapore	1	-	1	-
Taiwan	1	-	1	-
Thailand	1	-	1	-
ASIA	11	-	11	0.1%
Turkey	2	-	2	-
MIDDLE EAST	2	-	2	-
Austria	2	-	2	-
Denmark	18	-	18	0.1%
Finland	79	-	79	0.6%
France	350	-	350	2.7%
Germany	301	-	301	2.3%
Ireland	5	-	5	-
Italy	160	-	160	1.2%
Norway	8	-	8	0.1%
Russia	5	-	5	-
Slovenia	1	-	1	-
Spain	53	-	53	0.4%
Sweden	150	-	150	1.2%
Switzerland	1	-	1	-
United Kingdom	4	-	4	-
EUROPE	1,137	-	1,137	8.8%
Nigeria	1	-	1	-
AFRICA	1	-	1	-
Canada	221	-	221	1.7%
Mexico	2	-	2	-
NORTH AMERICA	223	-	223	1.7%
Guatemala	1	-	1	-
CENTRAL AMERICA	1	-	1	-
Argentina	4	-	4	-
Brazil	7	-	7	0.1%
Chile	14	-	14	0.1%
SOUTH AMERICA	25	-	25	0.2%
Australia	3	-	3	-
Fiji	1	-	1	-
New Zealand	19	-	19	0.1%
OCEANA	23	-	23	0.2%
Total International	1,423	-	1,423	11.1%
U.S. & POSSESSIONS	11,429	-	11,429	88.9%
Total Qualified	12,852	-	12,852	100.0%
Total Non-Qualified	698	-	698	
TOTAL PRINTED			13,550	

BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

PRIMARY BUSINESS	U.S.	Canadian	Foreign	Supervisory Technical					Total	Percent
	Non-Paid	Non-Paid	Non-Paid	Corp.	Operations	Personnel	Support	Other		
1. Sawmills/Chip Mills	8,766	95	1,169	6,566	1,874	290	351	949	10,030	78.0%
2. Engineered Products	105	3	2	44	48	-	8	10	110	0.9%
3. Veneer/Plywood/Panel Products	140	5	7	64	60	4	15	9	152	1.2%
4. Pallets/Poles/Timbers/Specialty Products/ Wood Treatments	683	6	2	501	128	10	24	28	691	5.4%
5. Processing Operations of Pulp & Paper Mills	91	1	-	28	36	7	20	1	92	0.7%
6. Consultants in Mill & Processing Operations	226	14	6	158	28	2	49	9	246	1.9%
7. Bioenergy Manufacturer	31	1	-	22	7	1	1	1	32	0.2%
Subtotal 1-7	10,042	125	1,186	7,383	2,181	314	468	1,007	11,353	88.3%
9. Machinery Manufacturers	632	72	9	285	256	11	95	66	713	5.5%
10. Machinery Distributors, Dealers	248	8	5	141	60	2	31	27	261	2.0%
11. Others Allied to the Field	497	16	2	296	123	6	50	40	515	4.0%
Bulk Distribution	10	-	-	N/A	N/A	N/A	N/A	N/A	10	0.1%
Total Qualified Circulation	11,429	221	1,202	8,105	2,620	333	644	1,140	12,852	100.0%
Total Non-Qualified Circulation									698	
TOTAL PRINTED									13,550	

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.

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Non-Paid	Paid	Total
January/February 2011	13,486	-	13,486
March 2011	13,804	-	13,804
April 2011	13,398	-	13,398
May 2011	13,278	-	13,278
June 2011	13,877	-	13,877
July/August 2011	12,998	-	12,998
September 2011	13,039	-	13,039
October 2011	12,830	-	12,830
November 2011	12,852	-	12,852
December 2011	12,886	-	12,886
6 Month Average	13,569	-	13,569
12 Month Average	13,245	-	13,245

RECIPIENT LIST ADDITIONS AND REMOVALS BY ISSUE

ISSUE	Additions		Removals		Total Additions	Total Removals	Net
	Non-Paid	Paid	Non-Paid	Paid			
January/February 2011	2,091	-	2,430	-	2,091	2,430	(339)
March 2011	345	-	27	-	345	27	318
April 2011	101	-	507	-	101	507	(406)
May 2011	124	-	244	-	124	244	(120)
June 2011	682	-	83	-	682	83	599
July/August 2011	154	-	1,033	-	154	1,033	(879)
September 2011	52	-	11	-	52	11	41
October 2011	111	-	320	-	111	320	(209)
November 2011	87	-	65	-	87	65	22
December 2011	95	-	61	-	95	61	34
6 Month Total	3,343	-	3,291	-	3,343	3,291	52
6 Month Average	669	-	658	-	669	658	11
12 Month Total	3,842	-	4,781	-	3,842	4,781	(939)
12 Month Average	384	-	478	-	384	478	(94)

EXPLANATION

Publisher is not required to submit data for all paragraphs/tables.

Trade Show/Special Event Distribution Locations:

	Date(s) Attended	City, State	# of Copies
Woodmac China 2011	03/01/11 – 03/04/11	Shanghai, China	100
Northeastern Forest Products Equipment Expo	04/20/11 – 04/30/11	Hamburg, NY	150
Northeastern Forest Products Equipment Expo	05/13/11 – 05/14/11	Bangor, ME	150
Ligna	05/30/11 – 06/03/11	Hannover, Germany	200
Forest Products Machinery & Equipment Exposition	08/11/11 – 08/12/11	Atlanta, GA	200
TOTAL			800

Bulk Distribution Locations:

	City, State	# of Copies
Mid-Southern Engineering Co.	Hotsprings, AR	10

Source for Association/Group/Directory Distribution Lists:

	Date(s) Added to File
Hoover's Sawmills List	12/2010
Hoover's Foreign Sawmills List	12/2010
Info USA Sawmills List	04/2011

Audit of Records and Affidavit

Verified has conducted an audit of printing, distribution, and financial records, as well other data to substantiate circulation data submitted to Verified. This audit followed guidelines prepared in conformity with generally accepted circulation auditing procedures involving records covering all distribution methods utilized for qualified circulation during the period(s) covered by the reports. The results of this audit warrant the issuance of this audit report as a true and accurate statement of the qualified circulation of the client publication.

Verified Audit Circulation swears that to the best of its knowledge, all statements contained in this report are true and accurate.