



# BRAND REPORT

FOR THE 6 MONTH PERIOD ENDED DECEMBER 2020



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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Rapid News Publications Ltd, the owner of the **TCT Group**, has been a leading authority in additive manufacturing, 3D printing, design and engineering technology for 30 years.

A rich mix of live events and all-encompassing media portfolio enables TCT to deliver business-critical intelligence, connecting the additive community across Europe, North America and Asia.

The TCT Group mission goes beyond simply raising awareness; it's focused on developing a 360-degree understanding of the potential of additive manufacturing and 3D printing technology to increase utilisation at all stages of design, engineering and manufacturing.

### BRAND REPORT PURPOSE

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

## CHANNELS

### TCT MAGAZINE



See below for issues in the period  
16,713 average circulation

### TCT MAGAZINE WEBSITE



27,257 average users

### TCT MAGAZINE SOCIAL MEDIA



See below for Social Media figures

## EXECUTIVE SUMMARY

Below are the average contacts per occurrence, including frequency per period reported.

	Non-Paid	Paid	Average
<b>TCT MAGAZINE COMBINED*</b>	16,713	-	16,713
TCT Magazine European Edition (3 Issues in the period)	11,676	-	11,676
TCT Magazine North American Edition (2 Issues in the period)	5,037	-	5,037
<b>TCT MAGAZINE WEBSITE</b> (Monthly Users with 52,154 average Pageviews)	27,257	-	27,257
<b>TCT MAGAZINE SOCIAL MEDIA</b>			
a. Twitter followers			
1. www.twitter.com/thetctmagazine	**10,245	-	**10,245
2. http://twitter.com/thetctgroup	**8,486	-	**8,486
3. http://twitter.com/TCT3Sixty	**6,430	-	*6,430
b. Facebook likes			
	**1,671	-	**1,671
c. LinkedIn group members			
	**5,134	-	**5,134
d. YouTube views			
	**847,249	-	**847,249
e. YouTube subscribers			
	**2,230	-	**2,230

\*Due to the coronavirus (COVID-19) pandemic only two issues of the North American Edition were produced. Therefore the 6-month averages have been calculated based on the frequency for each edition and the combined editions.

\*\*Social Media claims are cumulative figures, not averages.

Publication Format: This publication is produced in an only print format.

**FIELD SERVED**

**TCT Magazine** European and North American editions serve companies in the following fields: Aerospace, Electronics, Energy & Power, Industrial Products & Components, Jewellery, Art and High Value Creative Goods, Industrial Machinery and Equipment, Materials Manufacturer, Compounder or Distributor, Metal Production and Supply, Media, TV and Film, Medical, Dental, Pharma, Bio Pharma, Architecture, Planning and Building, Military & Defence, Packaging, Software Manufacturer, Contract Manufacturing & Services, Research and Testing, Design & Branding, Toolmaking and Moulding, Toys, Leisure and Entertainment, Automotive, Marine and Rail, Automation & Robotics, Chemicals and Allied Products, FMCG, Apparel, Agriculture, NGO & Charity, Banking, Finance, Law and Intellectual Property, Clinical Diagnostics, Printing, Coating & Labelling, Plastics Production and Supply, Medical Device, Computer/IT/Telecommunications, Consumer Products, Consultancy & Business Services, Education and Other businesses allied to the field as reported in Paragraph 3a herein.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are involved in 3D Printing, Product Management, Sales and Business Development, Project Management, Procurement & Purchasing, Quality Assurance, Research & Development, Toolmaking, Training & Development, Regulatory/Legal Affairs, Human Resources, Finance, Additive Manufacturing, Technical Management, Production & Process Control, Machine Operations, Printing, Marking & Packaging, Sterilisation, Sustainability, IT Systems, Testing & Analysis, CAD/CAM/CAE Operations, Consulting C-Suite/Corporate Management, Design Engineering/Engineering, Manufacturing, Marketing, Product Design & Development and Other functions in the above fields.

**AVERAGE NON-QUALIFIED CIRCULATION**

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	1,845
Allocated for Trade Shows and Conventions	-
All Other	185
<b>TOTAL</b>	<b>2,030</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD\***

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	16,713	100.0	16,713	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>16,713</b>	<b>100.0</b>	<b>16,713</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

\*Due to the coronavirus (COVID-19) pandemic only two issues of the North American Edition were produced. Therefore the 6-month averages have been calculated based on the frequency for each edition and the combined editions.

**2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD**

2020 Issue	Total Qualified	Qualified Circulation by Edition	
		European Edition	North American Edition
Volume 28 Issue 3	12,020	12,020	-
Volume 28 Issue 4/Volume 6 Issue 4	17,040	12,020	5,020
Volume 28 Issue 5/Volume 6 Issue 5	16,040	10,987	5,053

**AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED BRAND REPORTS**

6-Month Period Ended:	Audited Data		Audited Data		Audited Data		Audited Data		Circulation Claim	
	January - June 2018	July - December 2018	January - June 2019	July - December 2019	January - June 2020	July - December 2020*	January - June 2020	July - December 2020*	January - June 2020	July - December 2020*
Total Audit Average Qualified:	17,063	17,110	17,096	17,061	17,053	16,713				
Qualified Non-Paid:	17,063	17,110	17,096	17,061	17,053	16,713				
Qualified Paid:	-	-	-	-	-	-				
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC

\*NOTE: July - December 2020 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.  
 \*\*NC = None Claimed.

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR VOLUME 28 ISSUE 5/VOLUME 6 ISSUE 5, 2020\***

State	Total Qualified	Percent	Qualified Circulation by Edition		State	Total Qualified	Percent	Qualified Circulation by Edition	
			European	North American				European	North American
Maine	10		-	10	Kentucky	37		-	37
New Hampshire	34		-	34	Tennessee	45		-	45
Vermont	7		-	7	Alabama	27		-	27
Massachusetts	180		-	180	Mississippi	5		-	5
Rhode Island	12		-	12	EAST SO. CENTRAL	114	0.7	-	114
Connecticut	94		-	94	Arkansas	6		-	6
NEW ENGLAND	337	2.1	-	337	Louisiana	13		-	13
New York	242		-	242	Oklahoma	26		-	26
New Jersey	148		-	148	Texas	292		-	292
Pennsylvania	292		-	292	WEST SO. CENTRAL	337	2.1	-	337
MIDDLE ATLANTIC	682	4.3	-	682	Montana	4		-	4
Ohio	319		-	319	Idaho	8		-	8
Indiana	104		-	104	Wyoming	3		-	3
Illinois	213		-	213	Colorado	82		-	82
Michigan	514		-	514	New Mexico	26		-	26
Wisconsin	104		-	104	Arizona	74		-	74
EAST NO. CENTRAL	1,254	7.8	-	1,254	Utah	30		-	30
Minnesota	141		-	141	Nevada	39		-	39
Iowa	34		-	34	MOUNTAIN	266	1.7	-	266
Missouri	51		-	51	Alaska	1		-	1
North Dakota	8		-	8	Washington	91		-	91
South Dakota	13		-	13	Oregon	71		-	71
Nebraska	15		-	15	California	621		-	621
Kansas	16		-	16	Hawaii	4		-	4
WEST NO. CENTRAL	278	1.7	-	278	PACIFIC	788	4.9	-	788
Delaware	15		-	15	UNITED STATES	4,648	29.0	-	4,648
Maryland	58		-	58	U.S. Territories	-		-	-
Washington, DC	12		-	12	Canada	359		-	359
Virginia	73		-	73	Mexico	46		-	46
West Virginia	8		-	8	Other International	10,987		10,987	-
North Carolina	108		-	108	APO/FPO	-		-	-
South Carolina	54		-	54					
Georgia	78		-	78					
Florida	186		-	186					
SOUTH ATLANTIC	592	3.7	-	592					
					<b>TOTAL QUALIFIED CIRCULATION</b>	<b>16,040</b>	<b>100.0</b>	<b>10,987</b>	<b>5,053</b>

\*See Additional Data

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR VOLUME 28 ISSUE 5/VOLUME 6 ISSUE 5, 2020\***

Region	Total Qualified	Percent	Qualified Circulation by Edition		Region	Total Qualified	Percent	Qualified Circulation by Edition	
			European	North American				European	North American
Channel Islands	3		3	-	Cheshire	201		201	-
Cornwall	16		16	-	Isle of Man	3		3	-
Devon	83		83	-	Lancashire	323		323	-
Dorset	67		67	-	Merseyside	92		92	-
Gloucestershire	165		165	-	North West	619	3.8	619	-
Isles of Scilly	21		21	-	Cleveland	35		35	-
Somerset	226		226	-	Cumbria	54		54	-
Wiltshire	107		107	-	Durham	27		27	-
South West	688	4.3	688	-	Northumberland	9		9	-
Bedfordshire	94		94	-	Tyne & Wear	46		46	-
Berkshire	160		160	-	Northern	171	1.1	171	-
Buckinghamshire	150		150	-	London	461	2.9	461	-
East Sussex	92		92	-	Total England Circulation	6,445	40.2	6,445	-
Essex	127		127	-	Antrim	35		35	-
Hampshire	198		198	-	Armagh	2		2	-
Hertfordshire	164		164	-	County Down	12		12	-
Isle of Wight	12		12	-	County Tyrone	5		5	-
Kent	143		143	-	Fermanagh	1		1	-
Middlesex	114		114	-	Londonderry	18		18	-
Oxfordshire	186		186	-	Northern Ireland	73	0.4	73	-
Surrey	168		168	-	Clwyd	55		55	-
West Sussex	81		81	-	Dyfed	21		21	-
South East	1,689	10.5	1,689	-	Gwent	45		45	-
Cambridgeshire	187		187	-	Gwynedd	23		23	-
Norfolk	45		45	-	Mid Glamorgan	46		46	-
Suffolk	63		63	-	Powys	13		13	-
East Anglia	295	1.8	295	-	Glamorgan	47		47	-
Herefordshire & Worcestershire	163		163	-	West Glamorgan	39		39	-
Shropshire	98		98	-	Wales	289	1.8	289	-
Staffordshire	183		183	-	Borders	4		4	-
Warwickshire	168		168	-	Central	11		11	-
West Midlands	645		645	-	Dumfries & Galloway	2		2	-
Midlands	1,257	7.9	1,257	-	Fife	8		8	-
Derbyshire	196		196	-	Grampian	26		26	-
Leicestershire	233		233	-	Highlands & Islands	4		4	-
Lincolnshire	56		56	-	Lothian	27		27	-
Northamptonshire	135		135	-	Strathclyde	75		75	-
Nottinghamshire	179		179	-	Tayside	18		18	-
East Midlands	799	5.0	799	-	Scotland	175	1.1	175	-
East Yorkshire	28		28	-	Total UK Circulation	6,982	43.5	6,982	-
North Yorkshire	44		44	-	Europe	4,005	25.0	4,005	-
South Yorkshire	198		198	-	International	5,053	31.5	-	5,053
West Yorkshire	196		196	-	<b>TOTAL QUALIFIED CIRCULATION</b>	<b>16,040</b>	<b>100.0</b>	<b>10,987</b>	<b>5,053</b>
Yorkshire	466	2.9	466	-					

\*See Additional Data

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 5/VOLUME 6 ISSUE 5, 2020\***

Region/Country	Total Qualified	Percent	Qualified Circulation by Edition		Region/Country	Total Qualified	Percent	Qualified Circulation by Edition	
			European	North American				European	North American
<b>EUROPE</b>					Macedonia	1		1	-
Albania	4		4	-	Malta	14		14	-
Andorra	1		1	-	Netherlands	227		227	-
Austria	61		61	-	Norway	36		36	-
Belarus	4		4	-	Poland	106		106	-
Belgium	199		199	-	Portugal	105		105	-
Bosnia and Herzegovina	6		6	-	Romania	41		41	-
Bulgaria	31		31	-	Russian Federation	107		107	-
Croatia	18		18	-	Serbia	21		21	-
Cyprus	8		8	-	Slovakia	21		21	-
Czech Republic	48		48	-	Slovenia	33		33	-
Denmark	76		76	-	Spain	267		267	-
Estonia	5		5	-	Sweden	102		102	-
Finland	76		76	-	Switzerland	91		91	-
France	422		422	-	Turkey	146		146	-
Germany	1,042		1,042	-	Ukraine	24		24	-
Greece	57		57	-	United Kingdom	6,982		6,982	-
Hungary	50		50	-	Subtotal	10,987	68.5	10,987	-
Iceland	5		5	-	<b>NORTH AMERICA</b>				
Ireland	209		209	-	Canada	359		-	359
Italy	298		298	-	Mexico	46		-	46
Latvia	9		9	-	United States	4,648		-	4,648
Liechtenstein	8		8	-	Subtotal	5,053	31.5	-	5,053
Lithuania	15		15	-	<b>TOTAL QUALIFIED CIRCULATION</b>	<b>16,040</b>	<b>100.0</b>	<b>10,987</b>	<b>5,053</b>
Luxembourg	11		11	-					

\*See Additional Data

# WEBSITE CHANNEL

WWW.TCTMAGAZINE.COM

2020	Pageviews	Sessions	Users	Average Session Duration
July	50,464	33,843	25,098	1:19
August	53,897	36,762	27,822	1:18
September	48,363	32,400	24,090	1:19
October	53,470	36,435	27,781	1:15
November	53,255	36,139	27,511	1:13
December	53,476	38,375	31,239	1:05
<b>AVERAGE:</b>	<b>52,154</b>	<b>35,659</b>	<b>27,257</b>	<b>1:15</b>

July – December 2020 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

## WEBSITE GLOSSARY

**Pageviews:** A Pageview is recorded each time a page implanted with the JavaScript code (tag) is displayed in a browser window. This will occur whether the page is served directly from the web server, from a proxy, or from the browser's cache.








**Sessions:** A single continuous set of activity attributable to a cookie browser resulting in one or more pulled text and/or graphics downloads from a site. A period of 30 minutes of inactivity will terminate the session.

**Users:** An identified and unduplicated Cookied Browser that accesses Internet content or advertising during a measurement period.

**Average Session Duration:** The time visitors remain on a site per session.

# SOCIAL MEDIA CHANNEL

## TCT Magazine Social Media\*

2020	 Twitter followers <a href="https://twitter.com/thetctmagazine">https://twitter.com/thetctmagazine</a>	 Twitter followers <a href="https://twitter.com/thetctgroup">https://twitter.com/thetctgroup</a>	 Twitter followers <a href="https://twitter.com/TCT3Sixty">https://twitter.com/TCT3Sixty</a>	 Facebook likes <a href="https://www.facebook.com/thetctmagazine/">https://www.facebook.com/thetctmagazine/</a>	 LinkedIn group members <a href="https://linkedin.com/groups/48133/profile">https://linkedin.com/groups/48133/profile</a>	 YouTube views <a href="https://www.youtube.com/Views">https://www.youtube.com/Views</a>	 YouTube subscribers <a href="https://youtube.com/user/tctmagazine">https://youtube.com/user/tctmagazine</a>
Beginning Balance:	10,134	8,461	6,417	1,644	4,347	827,454	2,160
July	10,162	8,477	6,424	1,643	4,455	831,475	2,170
August	10,190	8,481	6,429	1,647	4,617	834,395	2,180
September	10,233	8,484	6,435	1,655	4,769	837,796	2,190
October	10,242	8,492	6,431	1,660	4,946	841,216	2,200
November	10,257	8,506	6,431	1,666	5,091	844,517	2,230
December	10,245	8,486	6,430	1,671	5,134	847,249	2,230

\*Twitter account TCT Show suspended due to pandemic.

# ADDITIONAL DATA

## MAGAZINE:

### CHANGE IN FREQUENCY:

Effective with Volume 28, Issue 3, TCT EU changed its frequency from 6 to 5 issues per year.

Effective with Volume 6, Issue 3, TCT NA changed its frequency from 6 to 5 issues per year.

### GEOGRAPHIC DISTRIBUTION:

Geographic data for Website and Social Media are not reported at the media owner's option.

## PUBLISHER'S AFFIDAVIT

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

Jane Palfi, Audience Development Manager

Jennifer Armstrong, Audit Consultant

(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 brand report has been checked against the previous audit report.

It will be included in the annual audit made by BPA Worldwide.

Date signed

January 14, 2021

City

Chester

Country

United Kingdom

Received by BPA Worldwide

January 14, 2021

Type

BJ

ID Number

T326B0D0

## About BPA Worldwide

A not-for-profit organization since 1931 and headquartered in Shelton, Connecticut, USA, BPA has a global membership, spanning more than 20 countries. The organization conducts 2,500+ audits for media brands in print, online/digital and live events. In addition, the BPA-iCompli division verifies compliance to defined industry standards, provides technology assurance, and certifies organization's sustainability practices and reporting. BPA is supported by 4,000+ advertiser and agency members. The latest innovation to move the industry forward is the BPA Media Exchange, a brand-safe and audited cooperative marketplace which offers automated solutions for the buying and selling of digital advertising.

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF ISSUE VOLUME 28 ISSUE 5/VOLUME 6 ISSUE 5, 2020**

Business & Industry	Total Qualified	Percent of Total	Qualified Circulation by Edition																										
			European	North American	3D Printing	Additive Manufacturing	C-Suite / Corporate Management	CAD/CAM/CAE Operations	Consulting	Engineering	Finance, Human Resources and Regulatory/ Legal Affairs	IT Systems	Machine Operations	Maintenance & Service	Manufacturing	Marketing	Printing, Marking & Packaging	Procurement & Purchasing	Product Design & Development	Sales, Business Development & Product Management	Production & Process Control	Project Management	Quality Assurance	Research & Development	Technical Management	Testing & Analysis	Toolmaking	Training & Development/ teaching/ Other	
Aerospace	1,020	6.4	552	468	47	132	67	27	30	281	3	5	1	1	83	18	1	15	67	52	7	23	16	89	12	3	10	6	24
Agriculture	21	0.1	15	6	2	1	2	1	1	3	1	-	-	-	2	1	1	1	2	-	-	-	2	-	-	-	1	-	
Apparel, FMCG and Toys, Leisure and Entertainment	125	0.8	117	8	24	8	3	5	1	11	-	3	-	-	16	-	2	3	23	3	2	2	1	6	4	-	-	2	6
Architecture, Planning and Building	160	1.0	110	50	19	4	11	20	12	15	3	-	1	-	13	1	-	2	24	1	1	9	-	5	2	-	-	2	15
Automation & Robotics	147	0.9	74	73	8	12	14	3	3	49	1	-	-	-	6	5	-	1	6	16	-	5	1	9	3	1	-	1	3
Automotive, Marine and Rail	1,056	6.6	735	321	55	89	50	31	24	296	3	1	-	3	77	25	1	26	145	46	6	44	20	68	13	1	10	3	19
Banking & Finance, Law and Intellectual Property	91	0.6	48	43	3	1	14	2	5	4	18	-	-	-	1	5	-	-	-	7	1	1	-	8	1	-	-	-	20
BioPharma and Pharmaceutical	85	0.5	67	18	9	2	4	-	1	18	1	-	-	-	6	-	-	2	11	5	1	1	1	16	-	-	-	1	6
Chemicals and Allied Products	117	0.7	54	63	6	5	8	1	4	6	1	-	-	-	3	13	-	1	5	31	-	-	-	21	5	3	-	-	4
Clinical Diagnostics, Clinical Practice, Trials and Studies	20	0.1	9	11	1	-	4	-	-	3	-	-	-	-	-	-	-	1	2	3	-	-	-	2	-	-	-	1	2
Computer/IT/Telecommunications	273	1.7	179	94	23	6	35	8	30	36	1	13	-	2	7	9	2	3	26	34	-	7	1	14	7	-	-	1	8
Consultancy & Business Services	688	4.3	453	235	37	31	83	13	222	76	7	2	-	2	3	40	-	3	60	36	2	18	3	25	5	-	2	8	10
Consumer Goods	654	4.1	442	212	82	20	32	17	15	85	-	-	-	-	41	13	2	11	190	37	2	11	3	65	4	1	6	1	16
Contract Manufacturing & Services	892	5.6	332	560	51	74	170	22	8	188	3	-	4	-	89	33	3	8	41	90	12	20	3	26	15	1	8	2	21
Dental	167	1.0	115	52	28	6	16	13	3	8	-	-	-	-	10	10	-	2	15	14	4	5	3	10	4	-	-	6	10
Design & Branding	185	1.2	133	52	20	6	15	5	6	24	-	-	1	-	11	3	6	2	64	6	2	1	2	5	2	-	-	1	3
Education	930	5.8	686	244	85	99	19	20	19	131	-	4	2	2	24	8	-	6	61	10	-	19	-	157	13	3	2	185	61
Electronics	417	2.6	291	126	24	7	41	5	6	106	-	1	-	3	24	11	-	6	71	36	4	10	2	37	4	-	4	3	12
Energy & Power	244	1.5	162	82	8	24	19	6	4	80	1	-	-	1	17	1	-	4	25	9	-	7	2	24	8	-	-	1	3
Industrial Products & Components	912	5.7	648	264	61	75	69	19	13	159	1	2	-	-	70	33	-	10	180	68	4	28	7	80	10	-	6	6	11
Industrial Machinery and Equipment	502	3.1	330	172	33	55	42	6	7	96	2	-	3	7	24	32	-	3	41	82	5	4	2	31	17	-	1	1	8
Jewellery, Art and High Value Creative Goods	229	1.4	188	41	38	2	11	22	-	6	-	1	-	1	33	2	-	3	60	8	-	4	1	14	3	-	2	5	13
Media, TV and Film	194	1.2	143	51	22	2	17	4	5	10	-	1	-	-	7	42	-	2	14	15	1	5	1	8	4	1	2	2	29
Medical Device	886	5.5	477	409	55	46	85	11	42	152	1	2	-	-	56	14	-	17	154	42	5	23	15	113	8	-	5	14	26
Metal Production and Supply	122	0.8	79	43	3	10	15	-	2	17	1	1	-	-	12	5	-	-	4	29	2	1	1	9	9	-	-	-	1
Packaging	170	1.1	160	10	4	3	11	2	5	18	1	-	-	-	9	7	5	5	47	9	1	9	2	15	5	-	3	-	9
Plastics Production and Supply	180	1.1	132	48	12	14	13	2	5	20	-	1	-	-	12	11	1	1	23	26	4	5	1	16	4	3	1	-	5
Printing, Coating & Labelling	156	1.0	89	67	21	3	35	1	2	17	-	3	-	-	3	9	9	1	5	21	3	2	-	10	5	-	-	2	4
Research & Testing	693	4.3	517	176	40	101	25	8	14	90	3	-	-	-	12	14	-	1	43	21	1	16	1	255	16	3	2	6	21
Software Manufacturer	280	1.7	175	105	17	18	39	11	9	16	1	3	-	-	6	33	-	1	18	56	1	5	3	25	5	-	-	1	12
Toolmaking and Moulding	107	0.7	87	20	6	9	5	5	2	15	-	1	-	-	9	2	-	2	11	11	1	5	1	3	4	-	12	1	2
Machinery and Equipment Manufacturer or Distributor	707	4.4	502	205	55	63	67	20	9	102	-	-	-	1	40	64	-	3	89	89	-	23	5	47	3	-	8	7	12
Materials Manufacturer, Compounder or Distributor	285	1.8	199	86	21	20	24	3	6	17	-	-	-	-	31	28	-	3	22	38	-	11	4	46	1	-	4	-	6
Military & Defence and Government	317	2.0	176	141	4	29	16	5	10	92	1	1	-	-	21	1	-	4	45	10	1	8	2	44	4	1	1	3	14
Other	3,008	18.7	2,511	497	127	78	317	31	44	152	12	13	2	5	92	107	1	52	199	135	87	121	18	408	19	3	8	11	966
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>16,040</b>	<b>100.0</b>	<b>10,987</b>	<b>5,053</b>	<b>1,051</b>	<b>1,055</b>	<b>1,398</b>	<b>349</b>	<b>569</b>	<b>2,399</b>	<b>66</b>	<b>57</b>	<b>14</b>	<b>30</b>	<b>870</b>	<b>600</b>	<b>34</b>	<b>204</b>	<b>1,792</b>	<b>1,095</b>	<b>163</b>	<b>453</b>	<b>122</b>	<b>1,713</b>	<b>219</b>	<b>24</b>	<b>97</b>	<b>284</b>	<b>1,382</b>
<b>PERCENT</b>	<b>100.0</b>		<b>68.5</b>	<b>31.5</b>	<b>6.6</b>	<b>6.6</b>	<b>8.7</b>	<b>2.2</b>	<b>3.5</b>	<b>15.0</b>	<b>0.4</b>	<b>0.4</b>	<b>0.1</b>	<b>0.2</b>	<b>5.4</b>	<b>3.7</b>	<b>0.2</b>	<b>1.3</b>	<b>11.2</b>	<b>6.8</b>	<b>1.0</b>	<b>2.8</b>	<b>0.7</b>	<b>10.7</b>	<b>1.4</b>	<b>0.1</b>	<b>0.6</b>	<b>1.8</b>	<b>8.6</b>

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 5/VOLUME 6 ISSUE 5, 2020**

Qualification Source	Qualified Within			Qualified Circulation by Edition				Percent
	1 Year	2 Years	3 Years	European	North American	Total Qualified		
I. Direct Request:	6,052	5,257	4,731	10,987	5,053	16,040	100.0	
II. Request from recipient's company:	-	-	-	-	-	-	-	
III. Membership Benefit:	-	-	-	-	-	-	-	
IV. Communication (other than request):	-	-	-	-	-	-	-	
V. Sources other than above, including: Association rosters and directories; Business directories; Manufacturer's, distributor's and wholesaler's lists; and Other sources:	-	-	-	-	-	-	-	
VI. Single Copy Sales:	-	-	-	-	-	-	-	
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>6,052</b>	<b>5,257</b>	<b>4,731</b>	<b>10,987</b>	<b>5,053</b>	<b>16,040</b>	<b>100.0</b>	
<b>PERCENT</b>	<b>37.7</b>	<b>32.8</b>	<b>29.5</b>	<b>68.5</b>	<b>31.5</b>	<b>100.0</b>		

**3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 5/VOLUME 6 ISSUE 5, 2020**

Mailing Address	Qualified Circulation by Edition		Total Qualified	Percent
	European	North American		
Individuals by name and title and/or function	9,480	4,852	14,332	89.4
Individuals by name only	1,507	201	1,708	10.6
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>10,987</b>	<b>5,053</b>	<b>16,040</b>	<b>100.0</b>