

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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# PHARMACEUTICAL MANUFACTURING

Putman Media Inc.  
555 W. Pierce Road  
Suite 301  
Itasca, IL 60143  
Tel. No.: 630-467-1300  
Fax No.: 630-467-1124

Official Publication of: None  
Established: 2002  
Issues Per Year: 10



### FIELD SERVED

Pharmaceutical Manufacturing serves the manufacturers of pharmaceutical, biopharmaceutical, bulk products/raw materials, and specialty chemicals. It also serves architectural/engineering/construction firms, government, universities, analytical service companies, contract manufacturers related to the pharmaceutical/biotech industries, and others allied to the field.

### DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are personnel engaged in the manufacture of pharmaceuticals and biotech products. Functions include Engineering/Project Management, Production/Manufacturing, QA/QC Validation, R&D, Corporate Management, Regulatory Compliance, and Purchasing. Also qualified are Consultants and others allied to the field.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	12
Advertiser and Agency _____	1,201
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	271
Digital _____	-
All Other _____	1,004
<b>TOTAL</b>	<b>2,488</b>

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	25,020	100.0	25,020	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>25,020</b>	<b>100.0</b>	<b>25,020</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD					
2011 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Total Qualified
January _____	48	48	18,292	6,728	25,020
February _____	70	70	18,261	6,759	25,020
March _____	139	139	18,265	6,755	25,020
April _____	49	49	18,344	6,676	25,020
May _____	8,642	8,642	17,940	7,080	25,020
June _____	-	-	17,940	7,080	25,020
<b>TOTAL</b>	<b>8,948</b>	<b>8,948</b>			

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011**  
**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)	Research & Development	Quality Control & Assurance	Production/Manufacturing (Note 1)	Engineer/Project Management (Note 2)	Corporate Management	Purchasing/Procurement	Other
Pharmaceutical Manufacturing _____	17,505	69.9	12,905	4,600	2,857	2,466	4,424	3,611	3,344	341	462
Bulk Products/Raw Materials Produce __	750	3.0	536	214	92	92	208	181	145	29	3
Specialty Chemicals _____	827	3.3	565	262	113	43	234	241	165	26	5
Contract Manufacturing/Packaging _____	2,023	8.1	1,495	528	103	158	550	605	531	71	5
Architecture/Engineering/Construction __	1,434	5.7	961	473	72	54	102	929	247	25	5
Government/Higher Education _____	844	3.4	446	398	313	49	161	186	104	21	10
Analytical Services _____	844	3.4	471	373	95	82	108	305	225	25	4
Other _____	793	3.2	561	232	46	61	176	245	156	61	48
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>25,020</b>	<b>100.0</b>	<b>17,940</b>	<b>7,080</b>	<b>3,691</b>	<b>3,005</b>	<b>5,963</b>	<b>6,303</b>	<b>4,917</b>	<b>599</b>	<b>542</b>
<b>PERCENT</b>	<b>100.0</b>		<b>71.7</b>	<b>28.3</b>	<b>14.7</b>	<b>12.0</b>	<b>23.8</b>	<b>25.2</b>	<b>19.7</b>	<b>2.4</b>	<b>2.2</b>

Note 1: Including Packaging and Regulatory Compliances  
 Note 2: Including Consulting

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011							
QUALIFICATION SOURCE	Qualified Within			Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request: _____	10,971	10,246	-	14,137	7,080	21,217	84.8
II. Request from recipient's company: _____	24	53	-	77	-	77	0.3
III. Membership Benefit: _____	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-	-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically): _____	3,726	-	-	3,726	-	3,726	14.9
Association rosters and directories _____	-	-	-	-	-	-	-
Business directories _____	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-	-	-	-	-
*Other sources _____	3,726	-	-	3,726	-	3,726	14.9
VI. Single Copy Sales: _____	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>14,721</b>	<b>10,299</b>	<b>-</b>	<b>17,940</b>	<b>7,080</b>	<b>25,020</b>	<b>100.0</b>
<b>PERCENT</b>	<b>58.8</b>	<b>41.2</b>	<b>-</b>	<b>71.7</b>	<b>28.3</b>	<b>100.0</b>	

\*See Additional Data

LENGTH OF SUBSCRIPTIONS - DIRECT REQUEST SUBSCRIBERS	TOTAL	PERCENT
Less than 1 year _____	-	-
1 year or more (but less than two) _____	17,125	80.4
2 years or more (but less than three) _____	4,169	19.6
3 years or more _____	-	-
<b>TOTAL</b>	<b>21,294</b>	<b>100.0</b>

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011				
MAILING ADDRESS	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Individuals by name and title and/or function _____	17,940	7,080	25,020	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>17,940</b>	<b>7,080</b>	<b>25,020</b>	<b>100.0</b>

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011									
State	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent	State	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Maine _____	81	9	90		Kentucky _____	94	15	109	
New Hampshire _____	89	15	104		Tennessee _____	284	62	346	
Vermont _____	23	5	28		Alabama _____	122	38	160	
Massachusetts _____	907	196	1,103		Mississippi _____	47	2	49	
Rhode Island _____	60	21	81		<b>EAST SO. CENTRAL</b>	<b>547</b>	<b>117</b>	<b>664</b>	<b>2.7</b>
Connecticut _____	338	65	403		Arkansas _____	42	11	53	
<b>NEW ENGLAND</b>	<b>1,498</b>	<b>311</b>	<b>1,809</b>	<b>7.2</b>	Louisiana _____	137	23	160	
New York _____	1,223	267	1,490		Oklahoma _____	64	11	75	
New Jersey _____	1,795	368	2,163		Texas _____	646	175	821	
Pennsylvania _____	1,361	284	1,645		<b>WEST SO. CENTRAL</b>	<b>889</b>	<b>220</b>	<b>1,109</b>	<b>4.4</b>
<b>MIDDLE ATLANTIC</b>	<b>4,379</b>	<b>919</b>	<b>5,298</b>	<b>21.2</b>	Montana _____	22	3	25	
Ohio _____	647	145	792		Idaho _____	26	5	31	
Indiana _____	491	117	608		Wyoming _____	2	1	3	
Illinois _____	980	225	1,205		Colorado _____	185	47	232	
Michigan _____	453	93	546		New Mexico _____	49	8	57	
Wisconsin _____	344	52	396		Arizona _____	115	32	147	
<b>EAST NO. CENTRAL</b>	<b>2,915</b>	<b>632</b>	<b>3,547</b>	<b>14.2</b>	Utah _____	146	23	169	
Minnesota _____	358	88	446		Nevada _____	33	9	42	
Iowa _____	194	26	220		<b>MOUNTAIN</b>	<b>578</b>	<b>128</b>	<b>706</b>	<b>2.8</b>
Missouri _____	472	90	562		Alaska _____	2	-	2	
North Dakota _____	7	6	13		Washington _____	215	53	268	
South Dakota _____	18	1	19		Oregon _____	83	15	98	
Nebraska _____	145	28	173		California _____	2,342	492	2,834	
Kansas _____	128	31	159		Hawaii _____	6	-	6	
<b>WEST NO. CENTRAL</b>	<b>1,322</b>	<b>270</b>	<b>1,592</b>	<b>6.4</b>	<b>PACIFIC</b>	<b>2,648</b>	<b>560</b>	<b>3,208</b>	<b>12.8</b>
Delaware _____	125	18	143		<b>UNITED STATES</b>	<b>17,723</b>	<b>3,769</b>	<b>21,492</b>	<b>85.9</b>
Maryland _____	515	110	625		U.S. Territories _____	186	99	285	
Washington, DC _____	16	8	24		Canada _____	31	220	251	
Virginia _____	268	53	321		Mexico _____	-	74	74	
West Virginia _____	96	14	110		Other International _____	-	2,918	2,918	
North Carolina _____	847	174	1,021		APO/FPO _____	-	-	-	
South Carolina _____	216	47	263		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>17,940</b>	<b>7,080</b>	<b>25,020</b>	<b>100.0</b>
Georgia _____	330	74	404						
Florida _____	534	114	648						
<b>SOUTH ATLANTIC</b>	<b>2,947</b>	<b>612</b>	<b>3,559</b>	<b>14.2</b>					

**4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011**

Region/Country	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
<b>ASIA</b>				
Bangladesh _____	-	25	25	
China _____	-	79	79	
India _____	-	924	924	
Indonesia _____	-	50	50	
Japan _____	-	15	15	
Korea, Republic Of _____	-	20	20	
Malaysia _____	-	55	55	
Pakistan _____	-	100	100	
Philippines _____	-	27	27	
Singapore _____	-	67	67	
Taiwan _____	-	27	27	
Thailand _____	-	27	27	
unspecified Asia _____	-	34	34	
Subtotal	-	1,450	1,450	5.8
<b>MIDDLE EAST</b>				
Iran _____	-	61	61	
Israel _____	-	25	25	
Jordan _____	-	34	34	
Saudi Arabia _____	-	37	37	
United Arab Emirates _____	-	10	10	
unspecified Middle East _____	-	43	43	
Subtotal	-	210	210	0.9
<b>EUROPE</b>				
Belgium _____	-	35	35	
Croatia _____	-	12	12	
Denmark _____	-	18	18	
France _____	-	62	62	
Germany _____	-	42	42	
Greece _____	-	15	15	
Hungary _____	-	10	10	
Italy _____	-	62	62	
Netherlands _____	-	35	35	
Poland _____	-	22	22	
Portugal _____	-	24	24	
Ireland _____	-	57	57	
Romania _____	-	17	17	
Slovenia _____	-	10	10	
Spain _____	-	66	66	

Region/Country	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Sweden _____	-	27	27	
Switzerland _____	-	35	35	
Turkey _____	-	23	23	
United Kingdom _____	-	176	176	
unspecified Europe _____	-	80	80	
Subtotal	-	828	828	3.3
<b>AFRICA</b>				
Egypt _____	-	55	55	
Niger _____	-	46	46	
unspecified Africa _____	-	79	79	
Subtotal	-	180	180	0.7
<b>NORTH AMERICA</b>				
Canada _____	31	220	251	
United States _____	17,723	3,769	21,492	
Mexico _____	-	74	74	
Subtotal	17,754	4,063	21,817	87.2
<b>CARIBBEAN</b>				
Puerto Rico _____	186	99	285	
unspecified Caribbean _____	-	11	11	
Subtotal	186	110	296	1.2
<b>CENTRAL AMERICA</b>				
Costa Rica _____	-	5	5	
unspecified Central America _____	-	4	4	
Subtotal	-	9	9	-
<b>SOUTH AMERICA</b>				
Argentina _____	-	39	39	
Brazil _____	-	61	61	
Colombia _____	-	13	13	
Ecuador _____	-	11	11	
Peru _____	-	21	21	
Venezuela _____	-	19	19	
unspecified South America _____	-	11	11	
Subtotal	-	175	175	0.7
<b>ASIA PACIFIC</b>				
Australia _____	-	47	47	
New Zealand _____	-	8	8	
Subtotal	-	55	55	0.2
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>17,940</b>	<b>7,080</b>	<b>25,020</b>	<b>100.0</b>

**AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS**

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	July - December 2008	January - June 2009	July - December 2009	January - June 2010	July - December 2010*	January - June 2011*
Total Audit Average Qualified	25,039	25,027	25,025	25,012	25,012	25,020
Qualified Non-Paid Total	25,039	25,027	25,025	25,012	25,012	25,020
Print Version Only	19,496	18,566	18,253	18,051	18,276	18,174
Digital Version Only	5,543	6,461	6,772	6,961	6,736	6,846
Qualified Paid Total	-	-	-	-	-	-
Print Version Only	-	-	-	-	-	-
Digital Version Only	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	**NC	**NC	**NC	**NC	**NC	**NC

**\*NOTE: July 2010 – June 2011 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.**

\*\*NC = None Claimed.

**ADDITIONAL DATA**

**METHOD OF DISTRIBUTION:**

All qualified circulation conforms to the field served of a recipient's qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients who request the digital versions are notified via email when the version is available.

**STATEMENT OF CONTENT PLATFORM:**

Replica – Editorial and design are unchanged from the original print edition.

**PARAGRAPH 3b:**

Other sources include 2 sources of circulation for quantities of 895 copies or 3.6% and 2,831 copies or 11.3%, including, Pinpoint Technologies.

**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	18,174	100.0	18,174	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>18,174</b>	<b>100.0</b>	<b>18,174</b>	<b>100.0</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	6,846	100.0	6,846	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>6,846</b>	<b>100.0</b>	<b>6,846</b>	<b>100.0</b>	-	-

**PUBLISHER'S AFFIDAVIT**

We hereby make oath and say that all data set forth in this statement are true.  
 Tonia Becker, Publisher  
 Jack Jones, Audience Development Director  
 (At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

Date signed August 4, 2011  
 State Illinois  
 County Dupage  
 Received by BPA Worldwide August 4, 2011  
 Type PJ  
 ID Number P495Y0J1

**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.