

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.

Two Corporate Drive, Ninth Floor  
Shelton, CT USA 06484-6259  
Phone: +1 203.447.2800  
Fax: +1 203.447.2900  
[www.bpaww.com](http://www.bpaww.com)

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# PHARMACEUTICAL MANUFACTURING

Putman Media  
555 W. Pierce Road  
Suite 301  
Itasca, IL 60143  
Tel.: 630-467-1300  
Fax: 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 _____	990
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	206
Digital _____	-
All Other _____	582
<b>TOTAL</b>	<b>1,790</b>

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	25,025	100.0	25,025	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>25,025</b>	<b>100.0</b>	<b>25,025</b>	<b>100.0</b>	-	-

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD															
2009 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	2009 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified
July/ August ____	218	239	18,311	6,719			25,030	October ____	167	201	18,190	6,851			25,041
September _	122	99	18,300	6,707			25,007	November/ December	93	72	18,211	6,809			25,020
								<b>TOTAL</b>	<b>600</b>	<b>611</b>					

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009**  
**This issue is -% or 6 copies below the average of the other 3 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 _____	18,975	75.8	14,422	4,553	4,098	2,419	5,046	3,917	3,022	388	85
Bulk Products/Raw Materials Produce __	577	2.3	401	176	74	61	154	134	124	28	2
Specialty Chemicals _____	912	3.6	677	235	151	61	255	212	195	33	5
Contract Manufacturing/Packaging _____	1,216	4.9	877	339	118	114	300	294	335	51	4
Architecture/Engineering/Construction __	1,207	4.8	718	489	68	42	98	794	190	13	2
Government/Higher Education _____	741	3.0	285	456	338	38	127	153	56	22	7
Analytical Services _____	716	2.9	407	309	126	78	77	237	176	16	6
Other _____	676	2.7	424	252	72	34	112	249	164	23	22
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>25,020</b>	<b>100.0</b>	<b>18,211</b>	<b>6,809</b>	<b>5,045</b>	<b>2,847</b>	<b>6,169</b>	<b>5,990</b>	<b>4,262</b>	<b>574</b>	<b>133</b>
<b>PERCENT</b>	<b>100.0</b>		<b>72.8</b>	<b>27.2</b>	<b>20.2</b>	<b>11.4</b>	<b>24.7</b>	<b>23.9</b>	<b>17.0</b>	<b>2.3</b>	<b>0.5</b>

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

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009									
QUALIFICATION SOURCE	Qualified Within			Print Version Only (A)	Digital Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
	1 Year	2 Years	3 Years						
I. Direct Request: _____	14,907	7,211	-	15,309	6,809			22,118	88.4
II. Request from recipient's company: _____	63	112	-	175	-			175	0.7
III. Membership Benefit: _____	-	-	-	-	-			-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-			-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically): _____	2,727	-	-	2,727	-			2,727	10.9
Association rosters and directories _____	-	-	-	-	-			-	-
Business directories _____	-	-	-	-	-			-	-
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-	-	-			-	-
Other sources _____	2,727	-	-	2,727	-			2,727	10.9
VI. Single Copy Sales: _____	-	-	-	-	-			-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>17,697</b>	<b>7,323</b>	<b>-</b>	<b>18,211</b>	<b>6,809</b>			<b>25,020</b>	<b>100.0</b>
<b>PERCENT</b>	<b>70.7</b>	<b>29.3</b>	<b>-</b>	<b>72.8</b>	<b>27.2</b>			<b>100.0</b>	

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009						
MAILING ADDRESS	Print Version Only (A)	Digital Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
Individuals by name and title and/or function _____	18,211	6,809			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>18,211</b>	<b>6,809</b>			<b>25,020</b>	<b>100.0</b>

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009									
State & Zip Code	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent	State & Zip Code	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
039-049 Maine _____	88	7	95		400-427 Kentucky _____	102	5	107	
030-038 New Hampshire _____	102	11	113		370-385 Tennessee _____	248	25	273	
050-059 Vermont _____	26	4	30		350-369 Alabama _____	92	12	104	
010-027 Massachusetts _____	999	132	1,131		386-397 Mississippi _____	45	3	48	
028-029 Rhode Island _____	83	12	95		<b>EAST SO. CENTRAL</b>	<b>487</b>	<b>45</b>	<b>532</b>	<b>2.1</b>
060-069 Connecticut _____	319	42	361		716-729 Arkansas _____	42	4	46	
<b>NEW ENGLAND</b>	<b>1,617</b>	<b>208</b>	<b>1,825</b>	<b>7.3</b>	700-714 Louisiana _____	144	12	156	
100-149 New York _____	1,313	146	1,459		730-749 Oklahoma _____	68	6	74	
070-089 New Jersey _____	1,977	278	2,255		750-799 Texas _____	642	80	722	
150-196 Pennsylvania _____	1,499	217	1,716		<b>WEST SO. CENTRAL</b>	<b>896</b>	<b>102</b>	<b>998</b>	<b>4.0</b>
<b>MIDDLE ATLANTIC</b>	<b>4,789</b>	<b>641</b>	<b>5,430</b>	<b>21.7</b>	590-599 Montana _____	32	2	34	
430-459 Ohio _____	640	70	710		832-838 Idaho _____	25	1	26	
460-479 Indiana _____	520	78	598		820-831 Wyoming _____	11	-	11	
600-629 Illinois _____	990	115	1,105		800-816 Colorado _____	191	28	219	
480-499 Michigan _____	429	56	485		870-884 New Mexico _____	34	-	34	
530-549 Wisconsin _____	276	27	303		850-865 Arizona _____	110	13	123	
<b>EAST NO. CENTRAL</b>	<b>2,855</b>	<b>346</b>	<b>3,201</b>	<b>12.8</b>	840-847 Utah _____	157	10	167	
550-567 Minnesota _____	299	40	339		889-898 Nevada _____	21	4	25	
500-528 Iowa _____	162	21	183		<b>MOUNTAIN</b>	<b>581</b>	<b>58</b>	<b>639</b>	<b>2.6</b>
630-658 Missouri _____	511	65	576		995-999 Alaska _____	1	1	2	
580-588 North Dakota _____	7	2	9		980-994 Washington _____	206	29	235	
570-577 South Dakota _____	14	3	17		970-979 Oregon _____	77	5	82	
680-693 Nebraska _____	136	18	154		900-961 California _____	2,078	316	2,394	
660-679 Kansas _____	113	14	127		967-968 Hawaii _____	7	1	8	
<b>WEST NO. CENTRAL</b>	<b>1,242</b>	<b>163</b>	<b>1,405</b>	<b>5.6</b>	<b>PACIFIC</b>	<b>2,369</b>	<b>352</b>	<b>2,721</b>	<b>10.9</b>
197-199 Delaware _____	153	19	172		<b>UNITED STATES</b>	<b>17,817</b>	<b>2,241</b>	<b>20,058</b>	<b>80.2</b>
206-219 Maryland _____	540	71	611		969 & 004-009 U.S. Territories _____	238	79	317	
200-205 Washington, DC _____	16	5	21		Canada _____	156	320	476	
220-246 Virginia _____	258	24	282		Mexico _____	-	99	99	
247-268 West Virginia _____	89	9	98		Other International _____	-	4,070	4,070	
270-289 North Carolina _____	893	87	980		APO/FPO _____	-	-	-	
290-299 South Carolina _____	254	17	271		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>18,211</b>	<b>6,809</b>	<b>25,020</b>	<b>100.0</b>
300-319 Georgia _____	284	40	324						
320-349 Florida _____	494	54	548						
<b>SOUTH ATLANTIC</b>	<b>2,981</b>	<b>326</b>	<b>3,307</b>	<b>13.2</b>					

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2009

Region/Country	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
<b>ASIA</b>				
Armenia	-	3	3	
Bangladesh	-	33	33	
British Indian Ocean Territory	-	1	1	
China	-	127	127	
Hong Kong - SAR	-	4	4	
India	-	1,520	1,520	
Indonesia	-	81	81	
Japan	-	17	17	
Kazakhstan	-	1	1	
Korea, Democratic People's Republic Of	-	2	2	
Korea, Republic Of	-	30	30	
Malaysia	-	80	80	
Mongolia	-	1	1	
Myanmar	-	3	3	
Nepal	-	7	7	
Pakistan	-	117	117	
Philippines	-	52	52	
Singapore	-	93	93	
Sri Lanka	-	15	15	
Taiwan	-	26	26	
Thailand	-	30	30	
Vietnam	-	7	7	
Subtotal	-	2,250	2,250	9.0
<b>MIDDLE EAST</b>				
Iran	-	78	78	
Iraq	-	6	6	
Israel	-	28	28	
Jordan	-	36	36	
Kuwait	-	2	2	
Lebanon	-	7	7	
Oman	-	8	8	
Qatar	-	4	4	
Saudi Arabia	-	49	49	
Syrian Arab Republic	-	15	15	
United Arab Emirates	-	32	32	
Yemen	-	6	6	
Subtotal	-	271	271	1.1
<b>EUROPE</b>				
Albania	-	2	2	
Austria	-	7	7	
Belarus	-	2	2	
Belgium	-	46	46	
Bosnia and Herzegovina	-	5	5	
Bulgaria	-	7	7	
Croatia	-	14	14	
Cyprus	-	5	5	
Czech Republic	-	5	5	
Denmark	-	18	18	
Finland	-	11	11	
France	-	59	59	
Germany	-	46	46	
Greece	-	18	18	
Hungary	-	15	15	
Iceland	-	1	1	
Italy	-	82	82	
Latvia	-	6	6	
Lithuania	-	4	4	
Macedonia	-	7	7	
Malta	-	1	1	
Moldova	-	1	1	
Netherlands	-	33	33	
Norway	-	5	5	
Poland	-	22	22	
Portugal	-	28	28	
Ireland	-	70	70	
Romania	-	32	32	
Russian Federation	-	19	19	
Slovakia	-	4	4	
Slovenia	-	11	11	
Spain	-	64	64	

Region/Country	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Sweden	-	23	23	
Switzerland	-	35	35	
Turkey	-	23	23	
Ukraine	-	6	6	
United Kingdom	-	192	192	
unspecified Europe	-	15	15	
Subtotal	-	944	944	3.8
<b>AFRICA</b>				
Algeria	-	11	11	
Angola	-	1	1	
Botswana	-	4	4	
Cameroon	-	1	1	
Cote D'Ivoire	-	2	2	
Egypt	-	90	90	
Ethiopia	-	5	5	
Ghana	-	12	12	
Kenya	-	6	6	
Libyan Arab Jamahiriya	-	1	1	
Malawi	-	1	1	
Mauritius	-	1	1	
Morocco	-	3	3	
Namibia	-	2	2	
Nigeria	-	98	98	
Rwanda	-	1	1	
Senegal	-	1	1	
South Africa	-	20	20	
Sudan	-	9	9	
Tanzania	-	3	3	
Togo	-	2	2	
Tunisia	-	6	6	
Uganda	-	5	5	
Zambia	-	1	1	
Zimbabwe	-	6	6	
Subtotal	-	292	292	1.2
<b>NORTH AMERICA</b>				
Canada	156	320	476	
United States	17,817	2,241	20,058	
Mexico	-	99	99	
Subtotal	17,973	2,660	20,633	82.4
<b>CARIBBEAN</b>				
Barbados	-	1	1	
Cuba	-	10	10	
Jamaica	-	2	2	
Martinique	-	2	2	
Puerto Rico	238	77	315	
Saint Kitts and Nevis	-	1	1	
Subtotal	238	93	331	1.3
<b>CENTRAL AMERICA</b>				
El Salvador	-	2	2	
Guatemala	-	4	4	
Honduras	-	2	2	
Nicaragua	-	2	2	
Subtotal	-	10	10	-
<b>SOUTH AMERICA</b>				
Argentina	-	54	54	
Bolivia	-	1	1	
Brazil	-	64	64	
Chile	-	9	9	
Colombia	-	32	32	
Ecuador	-	8	8	
Peru	-	28	28	
Uruguay	-	6	6	
Venezuela	-	11	11	
Subtotal	-	213	213	0.9
<b>ASIA PACIFIC</b>				
Australia	-	66	66	
Fiji	-	1	1	
Guam	-	1	1	
New Zealand	-	8	8	
Subtotal	-	76	76	0.3
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>18,211</b>	<b>6,809</b>	<b>25,020</b>	<b>100.0</b>

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

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	2006	2007	January - June 2008	July - December 2008	January - June 2009*	July - December 2009*
Total Audit Average Qualified	25,178	25,129	25,082	25,039	25,027	25,025
Qualified Non-Paid Total	25,178	25,129	25,082	25,039	25,027	25,025
Print Version Only	22,967	21,852	19,995	19,496	18,566	18,253
Digital Version Only	2,211	3,277	5,087	5,543	6,461	6,772
Qualified Paid Total	-	-	-	-	-	-
Print Version Only	-	-	-	-	-	-
Digital Version Only	-	-	-	-	-	-
Post Expire Copies included in Paid Circulation	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	**NC	**NC	**NC	**NC	**NC	**NC

\*NOTE: July - December 2009 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

\*\*NC = None Claimed.

**8. PAID CIRCULATION DATA**

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

**9. 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.

**PARAGRAPHS 5 AND 6 ARE NOT REQUIRED.**

**LENGTH OF SUBSCRIPTIONS:**

LENGTH OF SUBSCRIPTIONS - DIRECT REQUEST SUBSCRIBERS	TOTAL	PERCENT
Less than 1 year	-	-
1 year or more (but less than two)	16,966	76.7
2 years or more (but less than three)	5152	23.3
3 years or more	-	-
<b>TOTAL</b>	<b>22,118</b>	<b>100.0</b>

**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	18,253	100.0	18,253	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>18,253</b>	<b>100.0</b>	<b>18,253</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	6,772	100.0	6,772	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>6,772</b>	<b>100.0</b>	<b>6,772</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, Corporate Circulation 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 25, 2010

State Illinois

County Dupage

Received by BPA Worldwide January 25, 2010

Type PJ

ID Number P495Y0D9