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**Sincerely,
BPA International**

BUSINESS PUBLICATION

CIRCULATION STATEMENT FOR THE 6 MONTH PERIOD ENDED JUNE 2003 (INCLUDING SUPPLEMENTARY DATA)

No attempt has been made to rank the information contained in this report in order of importance, since BPA International believes this is a judgment, which must be made by the user of the report.

No. NEC/06-03



Business of Performing Audits

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FIELD SERVED

PLUMBING & MECHANICAL serves plumbing, hydronic heating and mechanical contractors, and others allied to the field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are owners, presidents, chief executive officers, vice presidents, general managers, secretaries and treasurers, plus supervisors, engineers, sales staff and other titled and non-titled personnel as shown in Paragraph 3a.

PURPOSE

Included herein is a supplementary analysis of respondents by type of work.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	86
Advertiser and Agency _____	1,723
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	-
All Other _____	1,592
TOTAL	3,401

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	45,339	100.0	45,317	100.0	22	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	45,339	100.0	45,317	100.0	22	-

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD											
2003 Issue	Number Removed	Number Added	Qualified Non-Paid	Qualified Paid	Total Qualified	2003 Issue	Number Removed	Number Added	Qualified Non-Paid	Qualified Paid	Total Qualified
January _____	1,236	236			45,005	April _____	631	631			45,005
February _____	144	144			45,005	May _____	4,917	5,917			46,005
March _____	967	967			45,005	June _____	637	637			46,005
						TOTAL	8,532	8,532			

Plumbing & Mechanical / June 2003

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2003
This issue is 1.8% or 800 copies above the average of the other 5 issues reported in Paragraph two.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	CLASSIFICATION BY TITLE		
			Owners, Presidents, Chief Executive Officers & Vice Presidents, General Managers, Secretaries, Treasurers	Supervisors, Engineers, and Sales Staff	Other Titled and Non-Titled Personnel including Estimators, Foremen, Office Personnel and Company Copies
Plumbing, Hydronic Heating & Mechanical Contractors _____	45,321	98.5	36,120	5,657	3,544
Others Allied to the Field (See Note 1) _____	684	1.5	270	390	24
TOTAL QUALIFIED CIRCULATION	46,005	100.0	36,390	6,047	3,568

Note 1: Others allied to the field includes wholesalers, engineers, manufacturers representatives and manufacturers.

SUPPLEMENTARY DATA

This is an analysis of 44,801 or 97.4% respondents by the type of work (See question #3 on the questionnaire used to elicit this data on back page of this report). Since any one respondent may have checked more than one response, the totals for each of these types of work should not be added together as the total may exceed the total circulation. This data is presented for statistical and marketing purposes only.

TYPES OF WORK	TOTAL NUMBER OF RESPONDENTS	PERCENT OF TOTAL
Plumbing _____	40,251	87.5
Hydronic Heating _____	30,002	65.2
Bath & Kitchen Remodeling _____	24,565	53.4
Process Piping _____	15,579	33.9
Private Water Systems _____	15,408	33.5
Sprinkler/Fire Protection _____	8,160	17.7

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2003							
QUALIFICATION SOURCE	Qualified Within			Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
	1 year	2 years	3 years				
I. TOTAL - Personal direct request from the recipient: _____	35,356	10,649	-			46,005	100.0
a. Written _____	22,191	6,772	-			28,963	62.9
b. Telecommunication _____	7,987	2,498	-			10,485	22.8
c. Internet and E-Mail _____	5,178	1,379	-			6,557	14.3
II. TOTAL - Request from recipient's company: _____	-	-	-			-	-
a. Written _____	-	-	-			-	-
b. Telecommunication _____	-	-	-			-	-
c. Internet and E-Mail _____	-	-	-			-	-
III. TOTAL - Membership Benefit: _____	-	-	-			-	-
a. Individual _____	-	-	-			-	-
b. Organizational _____	-	-	-			-	-
IV. TOTAL - Communication from recipient or recipient's company (other than request): _____	-	-	-			-	-
a. Written _____	-	-	-			-	-
b. Telecommunication _____	-	-	-			-	-
c. Internet and E-Mail _____	-	-	-			-	-
V. TOTAL - Sources other than above (listed alphabetically): _____	-	-	-			-	-
Association rosters and directories _____	-	-	-			-	-
Business directories _____	-	-	-			-	-
Independent field reports _____	-	-	-			-	-
Licensees - National, State or Local Government _____	-	-	-			-	-
Manufacturer's, distributor's and wholesaler's lists _____	-	-	-			-	-
Other sources _____	-	-	-			-	-
VI. TOTAL - Single Copy Sales: _____	-	-	-			-	-
TOTAL QUALIFIED CIRCULATION	35,356	10,649	-			46,005	100.0
PERCENT	76.9	23.1	-			100.0	-

Paid Source Information can be reported at the option of the publisher.

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2003				
MAILING ADDRESS	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
Individuals by name and title and/or function _____			45,894	99.8
Individuals by name only _____			11	-
Titles or functions only _____			98	0.2
Company names only _____			2	-
Multi-Copy Same Addressee copies _____			-	-
Single Copy Sales _____			-	-
TOTAL QUALIFIED CIRCULATION			46,005	100.0

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2003									
State & Zip Code	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent	State & Zip Code	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
039-049 Maine _____			403		400-427 Kentucky _____			448	
030-038 New Hampshire _____			519		370-385 Tennessee _____			598	
050-059 Vermont _____			201		350-369 Alabama _____			355	
010-027 Massachusetts _____			2,309		386-397 Mississippi _____			140	
028-029 Rhode Island _____			313		EAST SO. CENTRAL			1,541	3.4
060-069 Connecticut _____			1,150		716-729 Arkansas _____			259	
NEW ENGLAND			4,895	10.6	700-714 Louisiana _____			351	
100-149 New York _____			3,868		730-749 Oklahoma _____			426	
070-089 New Jersey _____			2,279		750-799 Texas _____			2,920	
150-196 Pennsylvania _____			3,234		WEST SO. CENTRAL			3,956	8.6
MIDDLE ATLANTIC			9,381	20.4	590-599 Montana _____			257	
430-459 Ohio _____			1,881		832-838 Idaho _____			244	
460-479 Indiana _____			1,065		820-831 Wyoming _____			128	
600-629 Illinois _____			2,158		800-816 Colorado _____			996	
480-499 Michigan _____			1,610		870-884 New Mexico _____			308	
530-549 Wisconsin _____			1,242		850-865 Arizona _____			792	
EAST NO. CENTRAL			7,956	17.3	840-847 Utah _____			312	
550-567 Minnesota _____			918		889-898 Nevada _____			273	
500-528 Iowa _____			673		MOUNTAIN			3,310	7.2
630-658 Missouri _____			773		995-999 Alaska _____			180	
580-588 North Dakota _____			133		980-994 Washington _____			819	
570-577 South Dakota _____			194		970-979 Oregon _____			435	
680-693 Nebraska _____			374		900-961 California _____			3,770	
660-679 Kansas _____			538		967-968 Hawaii _____			154	
WEST NO. CENTRAL			3,603	7.8	PACIFIC			5,358	11.7
197-199 Delaware _____			165		UNITED STATES			45,936	99.9
206-219 Maryland _____			989		969 & 004-009 U.S. Territories _____			56	
200-205 Washington, DC _____			40		Canada _____			4	
220-246 Virginia _____			850		Mexico _____			-	
247-268 West Virginia _____			138		Other International _____			1	
270-289 North Carolina _____			969		APO/FPO _____			8	
290-299 South Carolina _____			374		TOTAL QUALIFIED CIRCULATION			46,005	100.0
300-319 Georgia _____			765						
320-349 Florida _____			1,646						
SOUTH ATLANTIC			5,936	12.9					

9. FIVE CALENDAR YEAR ANALYSIS: AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS			
	Audited Data	Circulation Claim	Circulation Claim
	2001	*2002	**2003
Total Audit Average Qualified: _____	44,940	45,005	45,339
Qualified Non-Paid: _____	44,860	44,951	45,317
Qualified Paid: _____	80	54	22
Post Expire Copies included in Paid Circulation: _____	6.2%	***NC	***NC
Average Annual Order Price: _____	\$51.37	***NC	***NC

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

***NOTE: The audited average qualified circulation for January-June 2002 = 44,672. The unaudited average qualified circulation for July-December 2002 = 45,338. Yielding an average qualified circulation of 45,005. With each successive year, new data will be added until five years of data is displayed.**

**2003 is unaudited
***NC = None Claimed

11. ADDITIONAL DATA

PARAGRAPHS 5 THROUGH 8 ARE NOT REQUIRED.

QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA

START YOUR FREE SUBSCRIPTION TODAY!



YES! No I wish to receive (continue receiving) *Plumbing & Mechanical* — FREE!

Signature _____ Date _____

Please complete all questions to qualify for a **FREE** subscription.

- 1 My firm is a:** (check one only)
- 01 Plumbing/Hydronic Heating Contractor
 - 02 Mechanical Contractor
 - 04 Other _____
(please specify)

- 2 My title is:** (check one only)
- 02 President/Owner
 - 03 Vice President
 - 04 Secretary/Treasurer
 - 05 General Manager
 - 06 Supervisor
 - 08 Foreman
 - 07 Estimator
 - 06 Sales
 - 10 Engineer
 - 11 Other _____
(please specify)

- 3 We do the following type(s) of work:** (check all that apply)
- 31 Plumbing
 - 32 Hydronic Heating (boilers/steam)
 - 33 Bath & Kitchen Remodeling
 - 35 Process Piping
 - 36 Private Water Systems
 - 37 Sprinkler/Fire Protection
 - 39 Other _____
(please specify)

- 4 Do you influence the purchase, specification, installation of php systems and their components?**
- 1 Yes 2 No

- 5 My firm employs (on an annual average at this location) the following number of people, including myself:**
- 1 1-4 2 5-9
 - 3 10-19 4 20-49
 - 5 50-100 6 Over 100

- 6 We are engaged in the following fields:** (check all that apply)
- 40 Residential (1-3 units/houses)
 - 41 Residential (4-more units/apts.)
 - 42 Commercial/Institutional
 - 43 Industrial
 - 44 Other _____
(please specify)

- 7 We are active in the following fields:** (check all that apply)
- 45 New Construction
 - 46 Modernization/alterations
 - 47 Repair/Replacement/Service
 - 48 Other _____
(please specify)

8 My phone # is:
(___) _____

9 My fax # is:
(___) _____

10 My e-mail address is:

You may receive renewal reminders via e-mail. If you do not want to receive other business-related, third-party e-mail offers regarding information relevant to your industry, please check here. _____

004199

Print Name/Title _____	PWN2
Company _____	
Address _____	
City _____ State _____ Zip _____	

PUBLISHER'S AFFIDAVIT

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

Madonna M. Olah, Director of Audits
Kari Rowe, Corporate Circulation Manager

(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 International.

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County Oakland
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