

**1 Print / Circulation control:**

**2 Print / Circulation analysis:**

 Copies per issue on average  
 (1. July 2016 to 30. June 2017)

**Distributed circulation: 12,494 copies**

Print run	11,500		
Distributed circulation	11,107	thereof abroad*	102
Paid edition	326	thereof abroad*	50
Subscribed copies	307	thereof member copies	0
Retail sale	0		
Other sales	19		
Free copies	10,781		
Rest, archive and specimen copies	393		

\* including to door shipment abroad

**E-Paper\***

Distributed circulation	1,387		
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\* Publisher information: average September 2016

**Summary of the data collecting method**

- Method:** Receiver structure analysis by file analysis  
- total data collection
- Survey population:** Domestic 11,023 = 100.0 %  
Not included in the study 344 = 3.1 %
- Random sample:** Total collection
- Target persons of the survey:** The personal recipients collected in the file in institutions
- Time period of the survey:** 01. July 2015 to 30. June 2016
- Survey performance:** Vereinigte Fachverlage GmbH

 The detailed survey methodology can be found at [www.en.vereinigte-fachverlage.info](http://www.en.vereinigte-fachverlage.info)
**3 Print / Geographical breakdown:**

Economic area	%	Copies
National	99.2	11.023
Abroad	0.8	84
Rounding difference	0	0
<b>Distributed circulation (tvA)</b>	<b>100.0</b>	<b>11.107</b>

**3.1 Print / Breakdown to the federal states:**

Federal state	%	Copies
Schleswig-Holstein, Hamburg	3.9	433
Lower Saxony, Bremen	8.6	954
North Rhine-Westphalia	23.5	2,611
Hesse	7.6	848
Rhineland-Palatinate	4.6	510
Saarland	1.3	140
Baden-Wurtemberg	20.5	2,273
Bavaria	15.9	1,762
Berlin	1.2	132
Brandenburg	1.2	130
Mecklenburg-Vorpommern	0.7	82
Saxony-Anhalt	1.6	174
Saxony	3.9	430
Thuringia	2.3	261
Abroad	0.8	84
Other**	2.5	283
Rounding difference	-0.1	0
<b>Distributed circulation</b>	<b>100.0</b>	<b>11,107</b>

\*\* Circulation not analyzed; e.g. trade fair and congress copies, book trade copies, etc..

**1.1 Print / Branches and economic sectors:**

Department/group/class	Recipient groups		
Economic sector 2008	(According to classification of economic sectors)	%	Copies
35, 36	Energy economy, water supply, mining	0.3	29
08, 23	Extraction and processing of mineral products, fine ceramics, glass industry	2.5	279
10, 11	Food and beverage	5.8	643
13, 14, 15	Leather, textile and clothing sectors	1.4	154
16, 17, 18, 58-60	Wood, paper and printing sectors	2.5	273
19, 20	Chemical industry, petroleum processing	3.2	352
21, 22	Plastic and rubber processing, manufacturing of plastic and rubber products	4.5	497
24, 25.2-25.5	Ferrous and non-ferrous metallurgy, foundry, steel forming, manufacturing of EBM goods	4.5	500
25, 27	Electrical engineering, electronics, precision engineering	9.5	1,057
25.1, 29, 30	Steel construction, vehicle construction(car, boat, train, plane)	4.2	470
28	Mechanical engineering	28.5	3,165
26, 31, 33	Optics, modern instrumentation and control engineering, furniture manufacturing	3.4	383
45, 46, 47	Wholesale and retail trade, department stores, mail order business	11.3	1,255
49 - 53	Road transport, shipping, aviation, railways, ports, airports, freight forwarding, logistics services, intelligence service	11.1	1,229
71, 72	Research and development, engineering and technical offices	1.9	215
	Further qualifying branches	2.7	303
	Other**	2.5	283
	Rounding difference	0.2	20
	<b>Distributed circulation</b>	<b>100,0</b>	<b>11.107</b>

\*\* nicht analysierte Auflage wie z. B. Messe- und Kongressexemplare, Buchhandelsstücke, et

**1.2 Print / Business unit size:**

Employees	%	Copies
1 - 49	25.4	2,821
50 - 99	18.6	2,061
100 - 199	16.7	1,858
200 - 499	15.9	1,769
500 - 999	7.6	839
1,000 and more	8.1	901
Unknown number of employees	5.2	574
Other **	2.5	283
Rounding difference	0.0	1
<b>Distributed circulation</b>	<b>1000</b>	<b>11,107</b>

\*\* Circulation not analyzed: e.g. trade fair and congress copies, book trade copies, etc.

**2.1 Print / Job characteristics of responsibility areas:**

Job characteristics	%	Copies
Business, management	19.5	2,165
Construction (Research, Development, Planning)	18.7	2,082
Production, purchasing (Manufacturing, maintenance, materials)	32.7	3,632
Logistics (material flow, development, transport)	19.4	2,158
Sales (sales, export) and other qualified functions	7.1	784
Other **	2.5	283
Rounding difference	0.1	3
<b>Distributed circulation</b>	<b>100.0</b>	<b>11,107</b>

**2.1 Position characteristics in the company**  
**2.2 Socio-demographic Vocational Age**

} Not collected because the use-value of this journal is independent of this

**Summary of the data collecting method**

- Method:** Receiver structure analysis by file analysis - total collection according to IVW-EDA guidelines
- Survey population:** Survey population (distributed circulation) 11,107 = 100.0 %  
The survey does not cover 344 = 3.1 %
- Random sample:** Total collection
- Target persons of the survey:** The personal recipients collected in the file in institutions
- Time period of the survey:** 01. July 2016 to 30. June 2017
- Survey performance:** Vereinigte Fachverlage GmbH

The details survey methodology can be found at [www.en.vereinigte-fachverlage.info](http://www.en.vereinigte-fachverlage.info)