BRAND REPORT

electronics for the 6 month period ended december 2014



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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Every issue and digital media offering of CANADIAN ELECTRONICS helps keep readers informed about products, news, technologies and service developments in the industry. For the electronics engineer, technologist and technician in Canada, the Canadian Electronics brand is a recognized name that industry professionals have trusted since 1986.

FIELD SERVED

Private companies or other private and public sector organizations which either manufacture electronic equipment, systems or components (OEMs), use electronic equipment in their operations (end users) or incorporate electronics into end products and others allied to the field including independent researchers, government agencies, distributors, hospitals, education and libraries.

DEFINITION OF RECIPIENT QUALIFICATION

Designers, engineers, technologists, technicians, managers, researchers, purchasers as well as senior management and other individuals within the field served. Please see paragraph 3a for further details.

CHANNELS



EXECUTIVE SUMMARY

Below are the Average contacts per occurrence, including frequency per period reported

| | Non-Paid | Paid | Average |
|--|----------|------|---------|
| CANADIAN ELECTRONICS MAGAZINE (2 issues in the period) | 17,066 | - | 17,066 |
| a. Print | 17,066 | - | 17,066 |
| b. Digital | 7,586 | - | 7,586 |
| 1. Requested | 7,586 | - | 7,586 |
| 2. Non-Requested | - | - | - |

AVERAGE NON-QUALIFIED CIRCULATION NON-QUALIFIED Not Included Elsewhere Copies Other Paid Circulation Advertiser and Agency 211 Allocated for Trade Shows and Conventions All Other 242 TOTAL 453

| 1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD | | | | | | | | | | |
|--|---------|-----------------|--------|----------|----------------|---------|--|--|--|--|
| | Total Q | Total Qualified | | Non-Paid | Qualified Paid | | | | | |
| QUALIFIED CIRCULATION | Copies | Percent | Copies | Percent | Copies | Percent | | | | |
| Individual | 17,066 | 100.0 | 17,066 | 100.0 | - | - | | | | |
| Sponsored Individually Addressed | - | - | - | - | - | - | | | | |
| Membership Benefit | - | - | - | - | - | - | | | | |
| Multi-Copy Same Addressee | - | - | - | - | - | - | | | | |
| Single Copy Sales | - | - | - | - | - | - | | | | |
| TOTAL QUALIFIED CIRCULATION | 17,066 | 100.0 | 17,066 | 100.0 | - | - | | | | |
| | | | | | | | | | | |

| 1a. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - PRINT Total Qualified Qualified Non-Paid Qualified Paid | | | | | | | | | | |
|---|--------|---------|--------|---------|--------|---------|--|--|--|--|
| QUALIFIED CIRCULATION | Copies | Percent | Copies | Percent | Copies | Percent | | | | |
| Individual | 17,066 | 100.0 | 17,066 | 100.0 | - | - | | | | |
| Sponsored Individually Addressed | - | - | - | - | - | - | | | | |
| Membership Benefit | - | - | - | - | - | - | | | | |
| Multi-Copy Same Addressee | - | - | - | - | - | - | | | | |
| Single Copy Sales | - | - | - | - | - | - | | | | |
| TOTAL QUALIFIED CIRCULATION | 17,066 | 100.0 | 17,066 | 100.0 | - | - | | | | |

| 1b. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - DIGITATION Total Qualified Qualified Non-Paid Qualified Paid | | | | | | | | | |
|--|----------------------------------|--------|---------|--------|---------|--------|---------|--|--|
| | QUALIFIED CIRCULATION | Copies | Percent | Copies | Percent | Copies | Percent | | |
| | Individual | 7,586 | 100.0 | 7,586 | 100.0 | - | - | | |
| | Sponsored Individually Addressed | - | - | - | - | - | - | | |
| | Membership Benefit | - | - | - | - | - | - | | |
| | Multi-Copy Same Addressee | - | - | - | - | - | - | | |
| | Single Copy Sales | - | - | - | - | - | - | | |
| | TOTAL QUALIFIED CIRCULATION | 7,586 | 100.0 | 7,586 | 100.0 | - | - | | |

| | Total Q | ualified | Qualified | Non-Paid | Qualifi | ed Paid |
|----------------------------------|---------|----------|-----------|----------|---------|---------|
| QUALIFIED CIRCULATION | Copies | Percent | Copies | Percent | Copies | Percent |
| Individual | 7,586 | 100.0 | 7,586 | 100.0 | - | - |
| Sponsored Individually Addressed | - | - | - | - | - | - |
| Membership Benefit | - | - | - | - | - | - |
| Multi-Copy Same Addressee | - | - | - | - | - | - |
| Single Copy Sales | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 7,586 | 100.0 | 7,586 | 100.0 | - | - |

| 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD Unique Total | | | | | | | | | | |
|---|---|---------|------------|--|--|--|--|--|--|--|
| 2014 Issue | Print | Digital | Qualified* | | | | | | | |
| September | 16,958 | 9,163 | 16,958 | | | | | | | |
| November | 17,173 | 6,008 | 17,173 | | | | | | | |
| *Unique Total Qualified represents unique red | sipients, not the sum of Print and Digital. | | | | | | | | | |

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014 This issue is 1.3% or 215 copies above the other issue reported in Paragraph 2. This publication's business/occupational analysis conforms to CCAB's

| • | Standard | |
|---|---------------------------------------|--|
| | Classification of Circulation No. 564 | |

| Classification of Circulation No. 564 | | | | | | |
|---|--|---------------------|--------|---------|----------|---|
| BUSINESS AND INDUSTRY | UNIQUE TOTAL OUALIFIED* | PERCENT OF TOTAL | Print | Digital | CANADA | OUTSIDE CANADA |
| ELECTRONIC ORIGINAL EQUIPMENT MARKET | Q 3 · · · · · · · · · · · · · · · · · · · | | | = 10.44 | <u> </u> | *************************************** |
| Computers, Data Processing and Peripheral Equipment, Office and Business Machines | 1,039 | 6.1 | 1,039 | 480 | 1,039 | - |
| Test and Measurement Instrumentation Equipment: Medical and Scientific Equipment | 778 | 4.5 | 778 | 251 | 778 | - |
| Communications Equipment and Systems | 487 | 2.8 | 487 | 205 | 487 | - |
| 4. Electronic Industrial Controls Equipment and Systems | 1,557 | 9.1 | 1,557 | 583 | 1,557 | - |
| 5. Electronics, Components and Sub-assemblies | 847 | 4.9 | 847 | 326 | 847 | - |
| 6. Consumer Electronic Appliances; Home Entertainment and Others | 226 | 1.3 | 226 | 99 | 226 | - |
| Navigation, Aerospace, Ground Support and Guidance Controls and Equipment, Avionics and Marine Equipment | 575 | 3.4 | 575 | 192 | 575 | - |
| 8. System Houses integrating Electronic Hardware with Software | 143 | 0.8 | 143 | 57 | 143 | - |
| Industrial Companies within the OEM incorporating Electronic Equipment into their End Product, not elsewhere classified | 2,800 | 16.3 | 2,800 | 776 | 2,800 | - |
| USERS OF ELECTRONIC EQUIPMENT | | | | | | |
| 10. Industrial Companies using Electronic Equipment in their Manufacturing Research Development or Processing Activities | 6,439 | 37.5 | 6,439 | 1,988 | 6,439 | - |
| 11. Commercial Users of Electronic Equipment: | | | | | | |
| a) Telephone, Satellite and Related Communications | 88 | 0.5 | 88 | 48 | 88 | - |
| b) Radio, TV, CATV and Related Broadcasting | 126 | 0.7 | 126 | 67 | 126 | - |
| c) Power Generation Systems and Public Utilities | 124 | 0.7 | 124 | 56 | 124 | - |
| d) Transportation Services | 172 | 1.0 | 172 | 69 | 172 | - |
| OTHER | | | | | | |
| Independent Research, Test and Design Laboratories; Engineering Firms and Individual Consulting Engineers designing, specifying and/or utilizing electronic equipment | 627 | 3.7 | 627 | 266 | 627 | - |
| 13. Government Agencies and Military: | | | | | | |
| a) Federal | 70 | 0.4 | 70 | 49 | 70 | - |
| b) Provincial and Municipal | 70 | 0.4 | 70 | 45 | 70 | - |
| Distribution - including Manufacturers' Representatives, Jobbers, Distributors, Importers: | 713 | 4.2 | 713 | 289 | 713 | - |
| 15. Education, Hospitals, Libraries | 202 | 1.2 | 202 | 117 | 202 | - |
| 16. Others Allied to the field | 90 | 0.5 | 90 | 45 | 90 | - |
| UNIQUE TOTAL QUALIFIED CIRCULATION* | 17,173 | 100.0 | 17,173 | 6,008 | 17,173 | - |
| PERCENT | 100.0 | | 100.0 | 35.0 | 100.0 | - |

*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

| This publication's business/occupational analysis conforms to CCAB's Standard Classification of Circulation No. 564 - Cont. JOB TITLES | UNIQUE TOTAL QUALIFIED* | PERCENT OF TOTAL | Print | Digital | CANADA | OUTSIDE CANADA |
|--|-------------------------------|---------------------|-------|---------|--------|-------------------|
| General and Corporate Management, including Board Chairmen, Presidents, Owners, General Managers, Managing Directors, Secretary-Treasurers, Comptrollers, Vice- Presidents (n.e.c.) | 9,098 | 53.0 | 9,098 | 2,792 | 9,098 | - |
| 2. Branch Managers, District Managers, Regional Managers, Supervisors | 340 | 2.0 | 340 | 92 | 340 | - |
| B. Design and Development, including Design Engineers, Development Engineers, Chief Draftsmen, Designers, Specification Writers, Project Managers/Coordinators | 947 | 5.5 | 947 | 421 | 947 | - |
| Engineering Services, including Vice-Presidents of Engineering, Directors of Engineering, Chief Engineers, Consulting Engineers, Evaluation Engineers, Value Engineers, Test Engineers, Quality Control Engineers, Standards Engineers, Controls Specialists, Quality Assurance Specialists/Supervisors, and related technical personnel | 1,965 | 11.4 | 1,965 | 859 | 1,965 | - |
| 5. Research, including Vice-Presidents of Research; Research Directors; Research Scientists, Technologists, Instrument Technicians, Technical Representatives, Technicians or Engineers | 220 | 1.3 | 220 | 110 | 220 | - |
| 5. Manufacturing, Production and Assembly, including Vice-Presidents of Manufacturing, Automation Managers, Plant Managers, Plant Superintendents, Factory Managers, Production Managers, General Foremen, Industrial Engineers, Plant Engineers, Operations Manager, Electrical Supervisors | 1,720 | 10.0 | 1,720 | 565 | 1,720 | - |
| 7. Field Service, Repair and Maintenance, including Service Engineers, Field Engineers, Maintenance Engineers, Service Representatives | 716 | 4.2 | 716 | 349 | 716 | - |
| s. Purchasing and Procurement, including Directors of Purchasing, Purchasing Managers, Purchasing Agents, Buyers, Procurement Officers | 758 | 4.4 | 758 | 260 | 758 | - |
| D. Marketing and Sales, including Vice-Presidents of Marketing, Vice-Presidents of Sales, Directors of Marketing/Sales, Marketing Managers, Sales Managers, Sales Engineers, Product Managers | 872 | 5.1 | 872 | 359 | 872 | - |
| .0. Other Qualified Personnel, (n.e.c.) | 537 | 3.1 | 537 | 201 | 537 | - |
| .1. Copies addressed by Company Name only, including Libraries | - | - | - | - | - | - |

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014 (Continued) TITLES This publication's business/occupational analysis conforms to CCAB's Standard Classification of Circulation No. 564 - Cont. Unique **BUSINESS AND INDUSTRY** Qualified* Percent ELECTRONIC ORIGINAL EQUIPMENT MARKET Computers, Data Processing and Peripheral 1,039 6.1 Equipment, Office and Business Machines Test and Measurement Instrumentation 4.5 Equipment: Medical and Scientific Equipment 3. Communications Equipment and Systems 2.8 4. Electronic Industrial Controls Equipment and 1.557 9.1 Systems Electronics, Components and Sub-assemblies 4.9 Consumer Electronic Appliances; Home 6. 1.3 Entertainment and Others Navigation, Aerospace, Ground Support and Guidance Controls and Equipment, Avionics 3.4 and Marine Equipment System Houses integrating Electronic 8. 0.8 Hardware with Software Industrial Companies within the OEM incorporating Electronic Equipment into their 2,800 16.3 1,560 End Product, not elsewhere classified USERS OF ELECTRONIC EQUIPMENT 10. Industrial Companies using Electronic Equipment in their Manufacturing Research 6,439 37.5 3.906 **Development or Processing Activities** 11. Commercial Users of Electronic Equipment: a) Telephone, Satellite and Related 0.5 Communications b) Radio, TV, CATV and Related Broadcasting 0.7 c) Power Generation Systems and Public Utilities 0.7 d) Transportation Services 1.0 OTHER 12. Independent Research, Test and Design Laboratories; Engineering Firms and Individual 3.7 Consulting Engineers designing, specifying and/or utilizing electronic equipment 13. Government Agencies and Military: a) Federal 0.4 b) Provincial and Municipal 0.4 14. Distribution - including Manufacturers' 4.2 Representatives, Jobbers, Distributors, 15. Education, Hospitals, Libraries 1.2 16. Others Allied to the field 0.5 UNIQUE TOTAL QUALIFIED CIRCULATION*

- 9,098

100.0

1. General and Corporate Management, including Board Chairmen, Presidents, Owners, General Managers, Managing Directors, Secretary-Treasurers, Comptrollers, Vice-Presidents (n.e.c.)
2. Branch Managers, District Managers, Regional Managers, Supervisors
3. Design and Development, including Design Engineers, Development Engineers, Chief Draftsmen, Designers, Specification Writers, Project Managers/Coordinators
4. Engineering Services, including Vice-Presidents of Engineering, Directors of Engineering, Chief Engineers, Consulting Engineers, Evaluation Engineers, Value Engineers, Quality Control Engineers, Standards Engineers, Controls Specialists, Quality Assurance Specialists/Supervisors, and related technical personnel
5. Research, including Vice-Presidents of Research Directors; Research Scientists, Technologists, Instrument Technicians, Technical Representatives, Technicians or Engineers

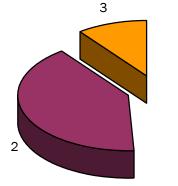
- 6. Manufacturing, Production and Assembly, including Vice-Presidents of Manufacturing, Automation Managers, Plant Managers, Plant Superintendents, Factory Managers, Production Managers, General Foremen, Industrial Engineers, Plant Engineers, Operations Manager, Electrical Supervisors
 7. Field Service, Repair and Maintenance, including Service Engineers, Field Engineers, Purchasing and Procurement, including Directors of Purchasing, Purchasing Agents, Buyers, Procurement Officers
 9. Marketing and Sales, including Vice-Presidents of Marketing, Vice-Presidents of Sales, Directors of Marketing Managers, Sales Managers, Sales Engineers, Product Managers
 10. Other Qualified Personnel, (n.e.c.)

17,173

- 11. Copies addressed by Company Name only, including Libraries
- *Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

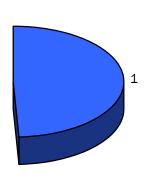
3a. Breakout of Qualified Circulation of Business and Industry

| | INDUSTRY | Total Qualified | Percent |
|----|---|--------------------|---------|
| 1. | Electronic Original Equipment Market | 8,452 | 49.1 |
| 2. | Users of Electronic Equipment | 6,949 | 40.4 |
| 3. | Other, including independent research, govt. agencies, military, distributors, Education, Hospitals, Libraries, Others Allied | 1,772 | 10.4 |
| | TOTAL QUALIFIED CIRCULATION | 17,173 | 100.0 |



1,720

1,965



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014

| | (| Qualified Within | า | | | | |
|---|--------------|------------------|---------|--------|---------|----------------------------|---------|
| QUALIFICATION SOURCE | 1 Year | 2 Years | 3 Years | Print | Digital | Unique Total Qualified* | Percent |
| I. Direct Request: | 15,488 | 1,685 | - | 17,173 | 6,008 | 17,173 | 100.0 |
| II. Request from recipient's company: | - | - | - | - | - | - | - |
| III. Membership Benefit: | - | - | - | - | - | - | - |
| IV. Communication from recipient or recipient's company (other than request): | - | - | - | - | - | - | - |
| V. TOTAL – Sources other than above (listed alphabetically): | - | - | - | - | - | - | - |
| Association rosters and directories | - | - | - | - | - | - | - |
| Business directories | - | - | - | - | - | - | - |
| Manufacturer's, distributor's, and wholesaler's lists | - | - | - | - | - | - | - |
| Other sources | - | - | - | - | - | - | - |
| VI. Single Copy Sales: | - | - | - | - | - | - | - |
| UNIQUE TOTAL QUALIFIED CIRCULATION* | 15,488 | 1,685 | - | 17,173 | 6,008 | 17,173 | 100.0 |
| PERCENT | 90.2 | 9.8 | - | 100.0 | 35.0 | 100.0 | |
| Unique Total Qualified represents unique recipients, not the sum of Print | and Digital. | | | | | | |

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014

| MAILING ADDRESS | Print | Digital | Unique Total Qualified | Percent |
|---|--------|---------|---------------------------|---------|
| Individuals by name and title and/or function | 17,173 | 6,008 | 17,173 | 100.0 |
| Individuals by name only | - | - | - | - |
| Titles or functions only | - | - | - | - |
| Company names only | - | - | - | - |
| Multi-Copy Same Addressee copies | - | - | - | - |
| Single Copy Sales | - | - | - | - |
| UNIQUE TOTAL QUALIFIED CIRCULATION* | 17,173 | 6,008 | 17,173 | 100.0 |

^{*}Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

| | Audited Data | Audited Data | Audited Data | Audited Data | Circulation Claim | Circulation Claim |
|---|---------------------|----------------------|---------------------|----------------------|----------------------|-----------------------|
| 6-Month Period Ended: | January – June 2012 | July - December 2012 | January - June 2013 | July - December 2013 | January – June 2014* | July - December 2014* |
| Unique Total Audit Average Qualified:*** | 16,966 | 17,194 | 17,136 | 17,157 | 17,068 | 17,066 |
| Qualified Non-Paid***: | 16,966 | 17,194 | 17,136 | 17,157 | 17,068 | 17,066 |
| Print: | 16,966 | 17,194 | 17,136 | 17,157 | 17,068 | 17,066 |
| Digital: | - | 7,005 | 10,820 | 11,456 | 11,034 | 7,586 |
| Unique Qualified Paid:*** | - | - | - | - | - | - |
| Print: | - | - | - | - | - | - |
| Digital: | - | - | - | - | - | - |
| 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: January – December 2014 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

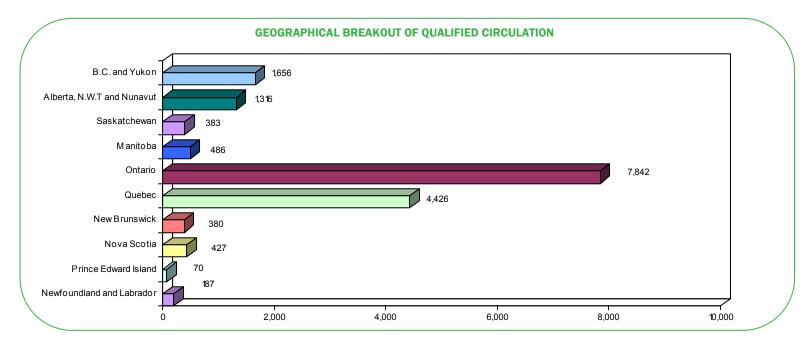
**NC = None Claimed.

***Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014

| Provinces | Print | Digital | Total Qualified | Percent |
|-------------------------------------|--------|---------|-----------------|---------|
| Newfoundland and Labrador | 187 | 71 | 187 | 1.1 |
| Prince Edward Island | 70 | 26 | 70 | 0.4 |
| Nova Scotia | 427 | 135 | 427 | 2.5 |
| New Brunswick | 380 | 139 | 380 | 2.2 |
| Quebec | 4,426 | 1,746 | 4,426 | 25.8 |
| Ontario | 7,842 | 2,679 | 7,842 | 45.7 |
| Manitoba | 486 | 150 | 486 | 2.8 |
| Saskatchewan | 383 | 112 | 383 | 2.2 |
| Alberta, N.W.T and Nunavut | 1,316 | 404 | 1,316 | 7.7 |
| B.C. and Yukon | 1,656 | 546 | 1,656 | 9.6 |
| TOTAL FOR CANADA | 17,173 | 6,008 | 17,173 | 100.0 |
| United States | - | - | - | - |
| Other Foreign | - | - | - | - |
| TOTAL OUTSIDE CANADA | - | - | - | - |
| UNIQUE TOTAL QUALIFIED CIRCULATION* | 17,173 | 6,008 | 17,173 | 100.0 |

*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.



ADDITIONAL DATA

METHOD OF DISTRIBUTION:

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

STATEMENT OF CONTENT PLATFORM:

Editorial Replica - If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

PUBLISHER'S AFFIDAVIT

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

Klaus Pirker, Group Publisher

Urszula Grzyb, Circulation Analyst

(At least one of the above signatures must be that of an officer of the publishing company or its

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 13, 2015 City Aurora Province Ontario

Received by BPA Worldwide January 13, 2015

BD Туре C478B0D4 **ID Number**

Anot-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.