

WIDGET Widget Gazette

Primary Job Function

Title	Total Qualified	Percent of Total	Qualified Non-paid	Qualified Paid	Research & developmt	Design	Production	Sales
President/CEO	24	23.8%	18	6	21	1	1	0
Vice President	10	9.9%	9	1	5	3	0	2
Comptroller	10	9.9%	8	2	0	0	0	2
Purchasing Manager	0	0.0%	0	0	0	0	0	0
Sales Manager	10	9.9%	9	1	0	0	0	10
Account Manager	23	22.8%	20	3	1	0	1	20
Production Manager	2	2.0%	2	0	0	0	2	0
Systems Analyst	21	20.8%	15	6	7	8	4	1
Other	1	1.0%	1	0	0	0	0	0
Did not respond	0	0.0%	0	0	0	0	0	0
Older than 3 years	0	0.0%	0	0	0	0	0	0
Subscriptions	0	0.0%	0	0	0	0	0	0
Total qualified	101	100.0%	82	19	34	12	8	35

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	<u>Other</u>	<u>Did not respond</u>
President/CEO	1	0
Vice President	0	0
Comptroller	8	0
Purchasing Manager	0	0
Sales Manager	0	0
Account Manager	1	0
Production Manager	0	0
Systems Analyst	1	0
Other	1	0
Did not respond	0	0
Older than 3 years	0	0
Subscriptions	0	0
Total qualified	12	0

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	Qualified within				Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
	1 year	2 years	3 years	> 3 yrs				
Personal direct request from the recipient								
Written	61	25	0	0	75	11	86	85.1%
Telecommunication	0	0	0	0	0	0	0	0.0%
Internet/E-mail	10	0	0	0	7	3	10	9.9%
Request from recipient's company								
Written	0	0	0	0	0	0	0	0.0%
Telecommunication	0	0	0	0	0	0	0	0.0%
Internet/E-mail	5	0	0	0	0	5	5	5.0%
Association or society membership								
Individual	0	0	0	0	0	0	0	0.0%
Organizational	0	0	0	0	0	0	0	0.0%
Non-request communication from recipient or company								
Written	0	0	0	0	0	0	0	0.0%
Telecommunication	0	0	0	0	0	0	0	0.0%
Internet/E-mail	0	0	0	0	0	0	0	0.0%
Sources other than above (listed alphabetically)								
Association rosters and directories	0	0	0	0	0	0	0	0.0%
Business directories	0	0	0	0	0	0	0	0.0%
Independent field reports	0	0	0	0	0	0	0	0.0%
Licensees - Federal, State or Local Government	0	0	0	0	0	0	0	0.0%
Manufacturer's, distributors and wholesaler's lists	0	0	0	0	0	0	0	0.0%
Other sources	0	0	0	0	0	0	0	0.0%
Unknown source	0	0	0	0	0	0	0	0.0%
TOTAL QUALIFIED CIRCULATION	76	25	0	0	82	19	101	100.0%
PERCENT	75.2%	24.8%	0.0%	0.0%	81.2%	18.8%	100.0%	

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	<u>Qualified Non-paid</u>	<u>Qualified Paid</u>	<u>Total Qualified</u>	<u>Percent</u>
Individuals by name and title and/or function	76	14	90	89.1%
Individuals by name only	1	0	1	1.0%
Titles or functions only	0	0	0	0.0%
Company names only	0	0	0	0.0%
Multiple copy, same addressee	5	5	10	9.9%
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TOTALS	82	19	101	100.0%

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		Qualified Non-paid	Qualified Paid	Total Qualified	Percent
039-049	Maine	4	0	4	
030-038	New Hampshire	3	0	3	
050-059	Vermont	1	0	1	
010-027	Massachusetts	12	0	12	
028-029	Rhode Island	0	0	0	
060-069	Connecticut	1	0	1	
NEW ENGLAND		21	0	21	20.8%
100-149	New York	5	1	6	
070-089	New Jersey	1	1	2	
150-196	Pennsylvania	4	0	4	
MIDDLE ATLANTIC		10	2	12	11.9%
430-458	Ohio	4	0	4	
460-479	Indiana	1	0	1	
600-629	Illinois	2	0	2	
480-499	Michigan	1	0	1	
530-549	Wisconsin	1	0	1	
EAST NO. CENTRAL		9	0	9	8.9%
550-567	Minnesota	1	0	1	
500-528	Iowa	1	0	1	
630-658	Missouri	1	0	1	
580-588	North Dakota	1	0	1	
570-577	South Dakota	1	0	1	
680-693	Nebraska	1	0	1	
660-679	Kansas	0	0	0	
WEST NO. CENTRAL		6	0	6	5.9%
197-199	Delaware	0	0	0	
206-219	Maryland	2	0	2	
200,202-205	Dist. of Columbia	0	0	0	
201,220-246	Virginia	4	0	4	
247-268	West Virginia	1	0	1	
270-289	North Carolina	0	0	0	
290-299	South Carolina	1	0	1	
300-319	Georgia	2	0	2	
320-349	Florida	2	0	2	
SOUTH ATLANTIC		12	0	12	11.9%
400-427	Kentucky	2	5	7	
370-385	Tennessee	2	0	2	
350-369	Alabama	0	0	0	
386-397	Mississippi	2	0	2	
EAST SO. CENTRAL		6	5	11	10.9%
716-729	Arkansas	2	0	2	
700-714	Louisiana	0	0	0	
730-749	Oklahoma	1	0	1	
750-799	Texas	3	0	3	
WEST SO. CENTRAL		6	0	6	5.9%

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		Qualified Non-paid	Qualified Paid	Total Qualified	Percent
590-599	Montana	0	0	0	
832-838	Idaho	1	0	1	
820-831	Wyoming	0	0	0	
800-816	Colorado	0	0	0	
870-884	New Mexico	2	0	2	
850-865	Arizona	1	0	1	
840-847	Utah	0	0	0	
889-898	Nevada	0	0	0	
MOUNTAIN		4	0	4	4.0%
995-999	Alaska	0	0	0	
980-994	Washington	0	0	0	
970-979	Oregon	0	0	0	
900-961	California	8	0	8	
967-968	Hawaii	0	0	0	
PACIFIC		8	0	8	7.9%
UNITED STATES		82	7	89	88.1%
006-009	U.S. Territories	0	0	0	
967	American Samoa	0	0	0	
969	Guam	0	0	0	
TERRITORIES		0	0	0	0.0%
U.S. AND TERRITORIES		82	7	89	88.1%
Newfoundland		0	0	0	
Nova Scotia		0	0	0	
Prince Edward Island		0	0	0	
New Brunswick		0	0	0	
Quebec		0	0	0	
Ontario		0	0	0	
Manitoba		0	0	0	
Saskatchewan		0	0	0	
Alberta		0	0	0	
British Columbia		0	0	0	
Northwest Territories		0	0	0	
Nunavut		0	0	0	
Yukon		0	0	0	
CANADA		0	0	0	0.0%
Mexico		0	0	0	
Foreign		0	12	12	
APO/FPO		0	0	0	
Invalid state codes		0	0	0	
TOTALS		82	19	101	100.0%