

**BUSINESS PUBLICATION CIRCULATION STATEMENT
FOR THE 6 MONTH PERIOD ENDED DECEMBER 2007
(Including Supplementary Data)**

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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FIELD SERVED

HPAC ENGINEERING serves consulting engineering/architectural firms, engineering/construction firms, mechanical contracting firms, industrial/manufacturing firms, and commercial/institutional, government firms with the Mechanical Systems Engineering function of design, specification, installation, operation and maintenance for the mechanical systems of industrial plants, commercial and institutional buildings, processing firm, transportation/airport/railroad, financial/insurance, communications/broadcast, computer/internet, ESCO/energy, sales engineer/manufacturer's representative, OEM engineer, distributor/wholesaler and others allied to the field. These mechanical systems include: air conditioning-central and unitary; air filtration HVAC systems; energy management; fire protection/detection; heating-air, liquid, steam; piping; industrial process; plumbing/sanitary; power-piping/refrigeration; power generation; ventilation; water treatment/conditioning.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients of HEATING/PIPING/AIR CONDITIONING must have a title that places them in either engineering management or staff engineering. In addition to these title requirements, recipients must have a primary mechanical engineering function of: a) engineering management; b) engineering services for systems design; c) engineering services for systems installation; d) engineering for maintenance/repair operations; e) facility engineering/management; f) other engineering.

PURPOSE

Included herein is a supplementary analysis of respondents who personally specify, design, recommend and/or make product selection for the components of mechanical systems for new or existing buildings.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	690
Advertiser and Agency _____	2,840
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	58
All Other _____	899
TOTAL	4,487

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	57,052	100.0	57,052	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	57,052	100.0	57,052	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD															
2007 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified	2007 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Qualified Non-Paid	Qualified Paid	Total Qualified
August ____	89	104	51,004	6,096		57,100	November _	349	286	50,828	6,172			57,000	
September	172	137	50,973	6,092		57,065	December _	54	54	50,814	6,186			57,000	
TOTAL	714	626													

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007									
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. TOTAL – Personal direct request from the recipient: _____	57,000	-	-	50,828	6,172			57,000	100.0
a. Written _____	8,836	-	-	9,300	228			9,528	16.7
b. Telecommunication _____	35,473	-	-	32,287	2,378			34,665	60.8
c. Internet and E-Mail _____	12,691	-	-	9,241	3,566			12,807	22.5
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	57,000	-	-	50,828	6,172			57,000	100.0
PERCENT	100.0	-	-	89.2	10.8			100.0	

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007						
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 _____	50,828	6,172			57,000	100.0
Individuals by name only _____	-	-			-	-
Titles or functions only _____	-	-			-	-
Company names only _____	-	-			-	-
Multi-Copy Same Addressee copies _____	-	-			-	-
Single Copy Sales _____	-	-			-	-
TOTAL QUALIFIED CIRCULATION	50,828	6,172			57,000	100.0

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007									
State & Zip Code	Print Only	Digital Only	Total Qualified	Percent	State & Zip Code	Print Only	Digital Only	Total Qualified	Percent
039-049 Maine _____	277	24	301		400-427 Kentucky _____	681	47	728	
030-038 New Hampshire _____	266	14	280		370-385 Tennessee _____	978	93	1,071	
050-059 Vermont _____	158	10	168		350-369 Alabama _____	531	49	580	
010-027 Massachusetts _____	1,504	118	1,622		386-397 Mississippi _____	379	16	395	
028-029 Rhode Island _____	188	14	202		EAST SO. CENTRAL	2,569	205	2,774	4.9
060-069 Connecticut _____	777	46	823		716-729 Arkansas _____	453	31	484	
NEW ENGLAND	3,170	226	3,396	6.0	700-714 Louisiana _____	379	38	417	
100-149 New York _____	3,860	242	4,102		730-749 Oklahoma _____	580	37	617	
070-089 New Jersey _____	1,694	117	1,811		750-799 Texas _____	3,254	279	3,533	
150-196 Pennsylvania _____	3,021	230	3,251		WEST SO. CENTRAL	4,666	385	5,051	8.9
MIDDLE ATLANTIC	8,575	589	9,164	16.1	590-599 Montana _____	211	12	223	
430-459 Ohio _____	2,566	186	2,752		832-838 Idaho _____	266	16	282	
460-479 Indiana _____	1,204	94	1,298		820-831 Wyoming _____	109	13	122	
600-629 Illinois _____	2,886	205	3,091		800-816 Colorado _____	807	87	894	
480-499 Michigan _____	1,692	125	1,817		870-884 New Mexico _____	268	35	303	
530-549 Wisconsin _____	1,554	111	1,665		850-865 Arizona _____	650	55	705	
EAST NO. CENTRAL	9,902	721	10,623	18.6	840-847 Utah _____	317	32	349	
550-567 Minnesota _____	1,170	87	1,257		889-898 Nevada _____	277	21	298	
500-528 Iowa _____	702	68	770		MOUNTAIN	2,905	271	3,176	5.6
630-658 Missouri _____	1,234	97	1,331		995-999 Alaska _____	100	14	114	
580-588 North Dakota _____	181	6	187		980-994 Washington _____	884	92	976	
570-577 South Dakota _____	208	9	217		970-979 Oregon _____	481	61	542	
680-693 Nebraska _____	466	34	500		900-961 California _____	3,579	355	3,934	
660-679 Kansas _____	623	57	680		967-968 Hawaii _____	139	20	159	
WEST NO. CENTRAL	4,584	358	4,942	8.7	PACIFIC	5,183	542	5,725	10.0
197-199 Delaware _____	149	10	159		UNITED STATES	49,867	3,998	53,865	94.5
206-219 Maryland _____	1,008	87	1,095		969 & 004-009 U.S. Territories _____	83	16	99	
200-205 Washington, DC _____	171	39	210		Canada _____	825	112	937	
220-246 Virginia _____	1,356	116	1,472		Mexico _____	2	12	14	
247-268 West Virginia _____	302	19	321		Other International _____	41	2,033	2,074	
270-289 North Carolina _____	1,439	118	1,557		APQ/FPO _____	10	1	11	
290-299 South Carolina _____	626	63	689		TOTAL QUALIFIED CIRCULATION	50,828	6,172	57,000	100.0
300-319 Georgia _____	1,275	104	1,379						
320-349 Florida _____	1,987	145	2,132						
SOUTH ATLANTIC	8,313	701	9,014	15.8					

9. FIVE CALENDAR YEAR ANALYSIS: AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS					
	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	2003	2004	2005	2006	*2007
Total Audit Average Qualified	56,815	57,601	56,513	56,672	57,036
Qualified Non-Paid Total	55,912	57,040	56,513	56,672	57,036
Print Only	55,912	57,040	53,708	51,657	50,822
Digital Only	-	-	2,805	5,015	6,214
Qualified Paid Total	903	561	-	-	-
Print Only	903	561	-	-	-
Digital Only	-	-	-	-	-
Post Expire Copies included in Paid Circulation	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	\$70.80	\$77.86	**NC	**NC	**NC

***NOTE: The audited average qualified circulation for January - June 2007 = 57,019. The unaudited average qualified circulation for July - December 2007 = 57,052. Yielding an average qualified circulation of 57,036.**
 **NC = None Claimed.

10. PAID CIRCULATION DATA	
**NC	Average Annual Subscription Order Price for the Period. (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)

11. ADDITIONAL DATA

Method Of Distribution

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 THROUGH 8 ARE NOT REQUIRED.

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Print Only						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	50,928	100.0	50,928	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	50,928	100.0	50,928	100.0	-	-

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - Digital Only						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	6,124	100.0	6,124	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	6,124	100.0	6,124	100.0	-	-

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CS7001

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D Digital version of HPAC Engineering

3 Check the one category that best describes what your firm does.

11 Consulting HPAC Engineering/Architectural Firm

20 HPAC Engineering/Construction Firm

21 Design/Build or Mechanical Contractor Firm

31 Industrial/Manufacturing Firm

46 Property Management/Developer

47 Hospital/Health Care/VA

48 Hotel/Motel/Resort

49 School/University

50 Government, except VA

51 Retail

52 Food: Restaurant/Distribution/Storage/Sales

60 Utilities

61 Processing Firm

62 Transportation/Airport/Railroad

63 Financial/Insurance

64 Communications/Broadcasting

65 Computer/Internet

66 ESCO/Energy

67 Sales Engineer/Manufacturer's Representative

68 OEM Engineer

69 Distributor/Wholesaler

98 Other (please specify) _____

Incomplete forms cannot be processed or acknowledged. The publisher reserves the right to serve only those individuals who meet the publication qualifications.

CS7001

HEATING/PIPING/AIR CONDITIONING

HPAC ENGINEERING

A Penton Media Publication

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4 Check the one category that best describes your Primary Mechanical System Engineering Function.

02 Engineering Management

03 Engineering for Systems Design

04 Engineering for Systems Installation

05 Engineering for Maintenance Repair Operations (MRO)

07 Facility Engineering Management

06 Other Engineering

98 Other (please specify) _____

5 Do you personally specify, design, recommend, and/or make product selection for the components of mechanical systems for new or existing buildings?

Y Yes

N No

6 In the next 12 months, for what type of facilities will you be specifying, recommending, designing, or installing HVACR equipment, systems or components? (check all that apply)

01 Industrial/Manufacturing Firm

02 Commercial Building

03 Hospital/Health Care/VA

04 Hotels/Motels/Resorts

05 Schools/Universities

06 Government, except VA

07 Retail/Chain Store/Mall

08 Food: Restaurant/Distribution/Storage/Sales

09 Utilities

10 Processing Firms

11 Transportation/Airport/Railroad

12 Supermarket/Convenience Store

13 Prison/Correctional Facility

14 Arena/Theater/Convention Center

98 Other (please specify) _____

7 Number of employees at this location?

1 1 - 9 6 250 - 499

2 10 - 19 7 500 - 999

3 20 - 49 8 1,000 - 2,499

4 50 - 99 9 2,500 or more

5 100 - 249

8 Average annual dollar volume of mechanical systems specifications contracts and purchases at this location?

01 \$499,999 or less

02 \$500,000 - \$999,999

03 \$1 Million - \$4.9 Million

04 \$5 Million - \$9.9 Million

05 \$10 Million - \$49.9 Million

06 \$50 Million and over

Master - rev9/22/2007

PUBLISHER'S AFFIDAVIT

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

Joe Fristik, Group Publisher

Tyler Motsinger, Sr. Audience Marketing 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 Worldwide.

Date signed January 16, 2008

State Ohio

County Cuyahoga

Received by BPA Worldwide January 16, 2008

Type PSJ

ID Number H018Y0D7

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2007
This issue is 0.1% or 63 copies below the average of the other 5 issues reported in Paragraph two.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print Version Only	Digital Version Only	CLASSIFICATION BY TITLE						CLASSIFICATION BY TITLE	
					Primary Mechanical Systems Engineering Function						Engineering Management	Staff Engineering
					Engineering Management	Engineering Service for Systems Design	Engineering Service for Systems Installation	Engineering for Maintenance/Repair Operations (MRO)	Facility Engineering/Management	Other Engineering	Owner Partner President, Director, Supervisor, Coordinator, Manager, Chief Engineer, Vice President	Design/Specification/Installation Operation/Maintenance Engineer, Plant Engineer, Designer and Draftsman
Firms with the Mechanical Systems Engineering Function of System Design, Installation, Operation, Maintenance and Product Specification for the Mechanical System of Industrial Plants, Commercial and Institutional Buildings. (See Note 1) _____												
Consulting Engineering/Architectural Firms _____	15,125	26.5	13,265	1,860	4,778	7,485	393	286	1,035	1,148	8,874	6,251
Engineering/Construction Firms _____	5,138	9.0	4,247	891	1,681	1,422	683	443	631	278	3,487	1,651
Design/Build or Mechanical Contractor Firms _____	6,246	11.0	5,567	679	1,589	1,716	1,298	822	475	346	4,393	1,853
Industrial/Processing/Manufacturing Firms _____	9,934	17.4	8,822	1,112	2,539	1,538	574	2,380	2,146	757	6,582	3,352
Commercial/Institutional/Government Firms (See Note 2) _____	20,557	36.1	18,927	1,630	3,600	1,985	432	7,989	5,827	724	15,375	5,182
Other Paid Circulation												
Subscription _____	-	-	-	-	-	-	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	57,000	100.0	50,828	6,172	14,187	14,146	3,380	11,920	10,114	3,253	38,711	18,289
PERCENT	100.0		89.2	10.8	24.9	24.8	5.9	20.9	17.7	5.7	67.9	32.1

Note 1: These Mechanical Systems include but are not limited to: Air Conditioning-Central Air and Unitary; Air Filtration; HVAC Systems; Energy Management; Fire Protection; Detection; Heating-Air, Liquid, Steam, Piping, Industrial Process; Plumbing/Sanitary; Power-Piping/Refrigeration; Power Generation; Ventilation; Water Treatment/Conditioning. (Source: Masterformat: The Construction Specifications Institute)
 Note 2: Commercial/Institutional/Government also includes, Property Management/Developer, Hospital/Health Care/VA, Hotels/Motels/Resorts, Schools/Universities, Government, except VA, Retail, Food: Restaurant/Dist/Storage/Sales and Utilities.

This is an analysis of 57,000 or 100% recipients who responded to question 4, "Do you personally specify, design, recommend and/or make product selection for the components of mechanical systems for new or existing buildings?" (See questionnaire used to elicit these data on the back of this report). These data are presented for statistical and marketing purposes only. ANALYSIS OF RECIPIENT PERSONAL INVOLVEMENT: SPECIFY, DESIGN, RECOMMEND AND/OR MAKE PRODUCT SELECTION (See Note 4)

	TOTAL QUALIFIED	PERCENT OF TOTAL	Engineering Management (Note 3)	Staff Engineering (Note 3)
Question: Do you personally specify, design, recommend and/or make product selection for the components of mechanical systems for new or existing buildings? YES () NO ()				
Recipients who replied: YES _____	57,000	100.0	38,711	18,289
Recipients who replied: NO _____	-	-	-	-
Non-respondents _____	-	-	-	-
TOTAL QUALIFIED CIRCULATION	57,000	100.0	38,711	18,289

Note 3: Engineering Management – Owner, Partner, President, Director, Supervisor, Coordinator, Manager, Chief Engineer, Vice President.
 Staff Engineering – Design/Specification/Installation/Operation/Maintenance Engineer, Plant Engineer, Designer and Draftsman
 Note 4: 57,000 subscribers responded to the question: Do you personally specify, design, recommend and/or make product selection for the components of mechanical systems for new or existing buildings.