

**BUSINESS PUBLICATION**

**Publisher's Statement**

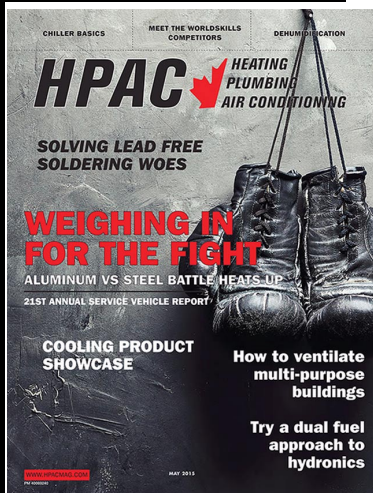
6 months ended June 30, 2015

Subject to Audit

**Field Served:**

Mechanical Trade Contractors; Wholesalers, Distributors; Specifiers, Consulting Engineers, Building Contractors; End users of mechanical equipment and systems; Utilities.

**TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION 20,630**



**1A** AVERAGE QUALIFIED PAID CIRCULATION None Claimed

**1B** AVERAGE QUALIFIED NONPAID CIRCULATION

Print Only, See Par. 11(a) . . . . .	17,693
Digital Only, See Par. 11(b) . . . . .	1,580
Print & Digital (Unduplicated), See Par. 11(c) . . . . .	1,357
Total Individual . . . . .	20,630
<b>Total Average Qualified Nonpaid Circulation . . . . .</b>	<b>20,630</b>

**1C** AVERAGE NONQUALIFIED CIRCULATION

Allocated For Shows & Conventions. . . . .	350
Miscellaneous, Including Staff Copies, See Par. 11(d) . . . . .	1,054
<b>Total Average Nonqualified Circulation . . . . .</b>	<b>1,404</b>

**1D** AVERAGE QUALIFIED PAID & NONPAID CIRCULATION OF REGIONAL AND DEMOGRAPHIC EDITIONS

None

**2 QUALIFIED PAID & NONPAID CIRCULATION BY ISSUES**

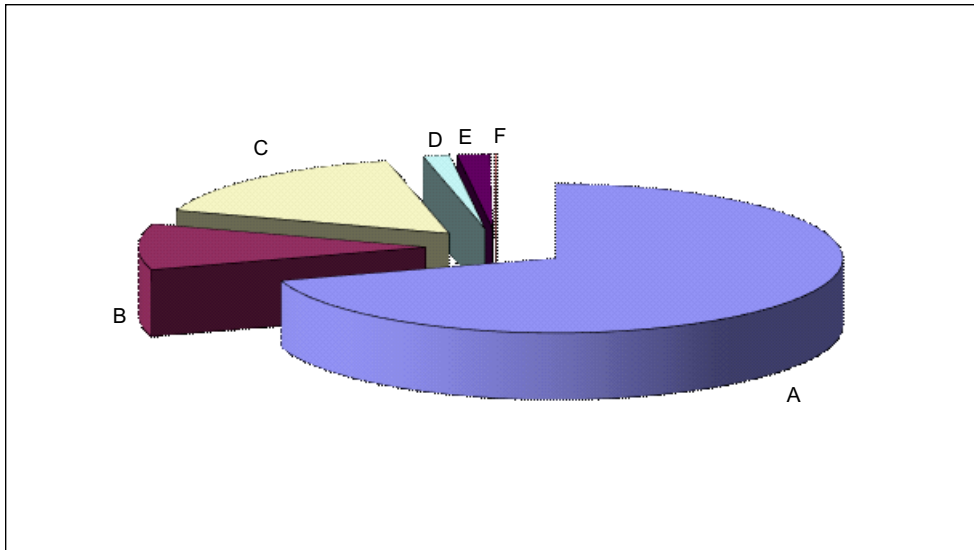
2015 Issue	Total	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
<b>Feb.</b>	20,502		17,491	1,621	1,390	20,502
<b>Mar.</b>	20,528		17,536	1,606	1,386	20,528
<b>Apr.</b>	20,591		17,647	1,588	1,356	20,591
<b>June</b>	20,898		18,101	1,503	1,294	20,898

**3A**

**BUSINESS/OCCUPATIONAL ANALYSIS**

Classification by Business & Industry	Qualified Nonpaid	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Canada	Outside Canada
1. MECHANICAL CONTRACTORS: Contractors involved in the mechanical trades and related new construction/ renovation activities.....	14,879	71.2	13,118	970	791	14,873	6
2. WHOLESALERS/DISTRIBUTORS .....	2,068	9.9	1,695	176	197	2,067	1
3. SPECIFIERS: Mechanical consulting engineers, specifying engineers, architects, specification writers, building contractors and related individuals and companies.....	3,323	15.9	2,825	272	226	3,320	3
4. INSTITUTIONAL FACILITY MAINTENANCE/MANAGEMENT: User groups including: Hospitals, hotels, commercial, hospitality, education facility, maintenance service companies, transportation, finance, government, and similar facilities .....	294	1.4	188	45	61	294	
5. UTILITIES AND ENERGY SERVICES: Natural gas, fuel oil, propane, electrical utilities .....	313	1.5	254	40	19	313	
6. Others Allied to the Field.....	21	0.1	21			16	5
Other Paid Circulation							
Subscriptions.....							
Single Copy Sales .....							
<b>Total Qualified Circulation .....</b>	<b>20,898</b>	<b>100.0</b>	<b>18,101</b>	<b>1,503</b>	<b>1,294</b>	<b>20,883</b>	<b>15</b>

Classification by Business & Industry	Qualified Nonpaid	%
A. Mechanical Contractors .....	14,879	71.2
B. Wholesalers/Distributors .....	2,068	9.9
C. Specifiers.....	3,323	15.9
D. Institutional Facility Maintenance/Management .....	294	1.4
E. Utilities and Energy Services.....	313	1.5
F. Others Allied to the Field.....	21	0.1
<b>Total Qualified Circulation .....</b>	<b>20,898</b>	<b>100.0</b>



## AGE OF SOURCE DATA ANALYSIS

Source	Print Only	Digital Only	Print & Digital (Unduplicated)	Qualified Within			Total	%
				1 Year	2 Years	3 Years		
Qualified Nonpaid Circulation:								
Direct request from recipient .....	17,302	1,455	1,272	18,459	1,570		20,029	95.8
Direct request from recipient's company .....	799	48	22	805	64		869	4.2
Communication other than request .....								
Association .....								
Business Directories .....								
Lists .....								
Acquired Circulation .....								
Other Sources .....								
<b>Total Qualified Nonpaid Circulation .....</b>	<b>18,101</b>	<b>1,503</b>	<b>1,294</b>	<b>19,264</b>	<b>1,634</b>		<b>20,898</b>	<b>100.0</b>
<b>Percent .....</b>	<b>86.6</b>	<b>7.2</b>	<b>6.2</b>	<b>92.2</b>	<b>7.8</b>		<b>100.0</b>	
Paid Subscription Circulation .....								
Paid Acquired Circulation .....								
Single Copy Sales .....								
<b>Total Qualified Circulation .....</b>							<b>20,898</b>	

## MAILING ADDRESS ANALYSIS

	Qualified Nonpaid	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)
Individual by name and title and/or occupation .....	20,796	99.5	18,003	1,499	1,294
Individual by name only .....	89	0.4	87	2	
Title or occupation only .....	8	0.1	6	2	
Company name only .....	4	0.0	4		
Multi-Copy Same Addressee .....	1	0.0	1		
<b>Total Qualified Paid Subscription &amp; Nonpaid Circulation .....</b>	<b>20,898</b>	<b>100.0</b>	<b>18,101</b>	<b>1,503</b>	<b>1,294</b>
Single Copy Sales .....					
<b>Total Qualified Circulation .....</b>	<b>20,898</b>				

## GEOGRAPHIC ANALYSIS

Province	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Alberta .....	1,996	132	108	2,236
British Columbia .....	2,279	228	170	2,677
Manitoba .....	543	34	30	607
New Brunswick .....	478	24	18	520
Newfoundland/Labrador .....	192	23	9	224
Northwest Territories .....	16	1	1	18
Nova Scotia .....	444	35	26	505
Nunavut .....	3			3
Ontario .....	8,336	661	706	9,703
Prince Edward Island .....	92	6	12	110
Quebec .....	3,131	318	165	3,614
Saskatchewan .....	562	36	45	643
Yukon Territory .....	17	3	3	23
Canadian Unclassified .....				
<b>Total Canada .....</b>	<b>18,089</b>	<b>1,501</b>	<b>1,293</b>	<b>20,883</b>
United States .....	12	2	1	15
Military or Civilian Personnel Overseas .....				
Other International .....				
<b>Total International .....</b>	<b>12</b>	<b>2</b>	<b>1</b>	<b>15</b>
E-Mail Address Only .....				
Other Unclassified .....				
<b>Grand Total .....</b>	<b>18,101</b>	<b>1,503</b>	<b>1,294</b>	<b>20,898</b>

**ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS  
Sold During 6 Month Period Ended June 30, 2015**

**5** **PRICE DATA** Reporting not required

**7** **SALES CHANNELS** Reporting not required

**6** **TERM DATA** Reporting not required

**8** **PREMIUM USAGE** Reporting not required

**ADDITIONAL CIRCULATION INFORMATION**

**9** **POST EXPIRATION COPIES  
INCLUDED IN PAID CIRCULATION**  
Reporting not required

**10** **RENEWAL ANALYSIS OF  
PAID CIRCULATION**  
Reporting not required

**11** **EXPLANATORY**

Audit Cycle: June Ending.

(a) Print Only Individual subscriptions, averaging 17,693 copies per issue, represents copies served to individuals receiving the print version only of HEATING PLUMBING AIR CONDITIONING MAGAZINE.

(b) Digital Only Individual subscriptions, averaging 1,580 copies per issue, represents copies served to individuals receiving the digital version only. The digital version of HEATING PLUMBING AIR CONDITIONING MAGAZINE is made available to subscribers through an e-mail sent to recipients notifying them of availability of each issue.

(c) Print and Digital (Unduplicated) Individual subscriptions, averaging 1,357 copies per issue, represents copies served to individuals receiving both a print and digital version of HEATING PLUMBING AIR CONDITIONING MAGAZINE. The digital version of HEATING PLUMBING AIR CONDITIONING MAGAZINE is made available to subscribers through an e-mail sent to recipients notifying them of the availability of each issue.

(d) Miscellaneous includes checking and promotion copies, averaging 413 copies per issue, served to advertisers and agencies.

**Definition of Recipient Qualification:**

Qualified recipients are: Independent Contractors, Superintendents, Estimators, Mechanical Consulting Engineers, Purchasing Agents and General Management and Other Personnel in the Trades and Industries, including Plumbing, Heating, Air Conditioning, Refrigeration, Ventilation, Insulation, Mechanical, and Sheet Metal.

**We certify that to the best of our knowledge all data set forth in this  
Publisher's Statement are true and report circulation in accordance  
with Alliance for Audited Media's Bylaws and Rules.**

Parent Company: Annex Publishing & Printing Inc.

**SELINA RAHAMAN**

Circulation Manager

**PETER LEONARD**

Publisher

**Frequency:** 7 times per year

**Format:** Standard

**Established:** 1925

**AAM Member Since:** 2008

**Member No.** 06-1382-7

**CARD:** 614

**Published by:**

Annex Publishing & Printing Inc.

80 Valleybrook Drive

North York, ON M3B 2S9

T: (416) 442-5600 • F: (416) 510-6875

www.hpacmag.com

Publisher: Peter Leonard

Editor: Kerry Turner

06-1382-7

Analyzed Issue Date  
Analyzed Issue Text (for double month issue date)  
Single Copy Price  
Association Subscription Price  
U.S. Subscription Price  
Canadian Subscription Price  
International Subscription Price

06/01/15