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remodeling

hanleywood

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FIELD SERVED

REMODELING MAGAZINE serves the field of remodeling contractors, including residential remodelers, remodelers who do both residential and commercial remodeling, kitchen and bath specialists, general contractors who remodel, fire damage/insurance restoration contractors and historic renovation contractors.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include presidents, owners, partners, CEO's, corporate executives, vice presidents, financial officers, managers, designers, supervisors, purchasing directors, salespersons, other titled personnel in the firms described above, and other paid subscribers.

PURPOSE

The Supplementary data reported herein contains two multiple analyses of qualified recipients: (1) those who specify, purchase or influence the selection of products used in remodeling jobs for their company and (2) those whose company performs specific remodeling activities.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	-
Advertiser and Agency _____	1,000
Rotated or Occasional _____	-
*Allocated for Trade Shows and Conventions _____	1,292
Digital _____	-
All Other _____	1,050
TOTAL	3,342

*See Additional Data

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	80,468	100.0	80,000	99.4	468	0.6
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	4	-	-	-	4	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	80,472	100.0	80,000	99.4	472	0.6

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD					
2011 Issue	Number Removed	Number Added	Print Version Only (A)	Digital Version Only (B)	Total Qualified
January _____	559	557	75,487	5,000	80,487
February _____	591	580	75,477	5,000	80,477
March _____	432	418	75,463	5,000	80,463
April _____	10,651	10,663	75,475	5,000	80,475
May _____	4,634	4,626	75,467	5,000	80,467
June _____	3	-	75,464	5,000	80,464
	16,870	16,844			

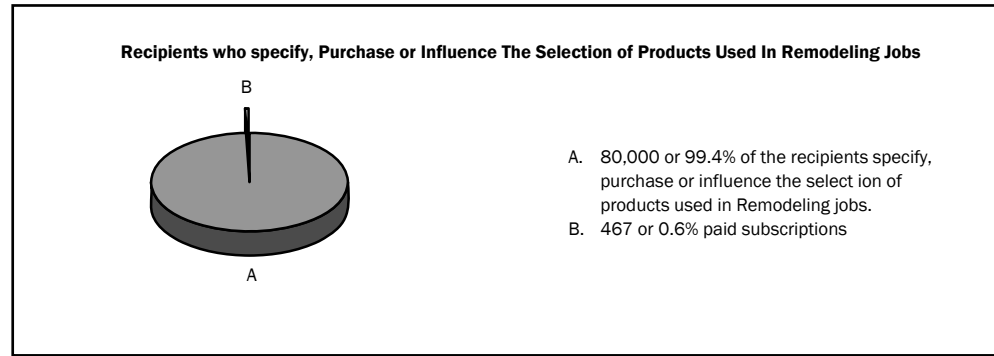
3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011
 This issue is -% or 6 copies below the average of the other 5 issues reported in Paragraph two.

BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print Version Only (A)	Digital Version Only (B)	ANNUAL INSTALLED SALES VOLUME ANALYSIS (Labor, Material, Overhead and Profit)					
					\$3 Million and over (A)	\$2 Million to \$2,999,999 (B)	\$1 Million to \$1,999,999 (C)	\$500,000 to \$999,999 (D)	\$250,000 to \$499,999 (E)	\$1 to \$249,999 (F)
1. Interior/Exterior Residential Remodeling Contractors; Contractors doing both Residential and Commercial Remodeling; including Residential Kitchen & Bath Specialists, and General Contractors Engaged in Residential Remodeling _____	78,923	98.1	73,996	4,927	10,862	4,247	10,877	14,629	12,750	25,558
2. Residential Fire Damage or Insurance Restoration Contractors; Residential Historical Renovation Contractors _____	1,077	1.3	1,004	73	249	79	173	159	137	280
Sub-Total Residential Remodelers	80,000	99.4	75,000	5,000	11,111	4,326	11,050	14,788	12,887	25,838
Paid Subscriptions _____	467	0.6	467	-						
TOTAL QUALIFIED CIRCULATION	80,467	100.0	75,467	5,000						

ADDITIONAL ANALYSIS BY AREA OF REMODELING WORK

BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print Version Only (A)	Digital Version Only (B)	Interior and Exterior Remodelers	Interior Remodeling Only	Exterior Remodeling Only	None of the Above	Not Available
1. Interior/Exterior Residential Remodeling Contractors; Contractors doing both Residential and Commercial Remodeling; including Residential Kitchen & Bath Specialists, and General Contractors Engaged in Residential Remodeling _____	78,923	98.1	73,996	4,927	66,599	9,004	3,320	-	-
2. Residential Fire Damage or Insurance Restoration Contractors; Residential Historical Renovation Contractors _____	1,077	1.3	1,004	73	927	112	38	-	-
Sub-Total Residential Remodelers	80,000	99.4	75,000	5,000	67,526	9,116	3,358	-	-
Paid Subscriptions _____	467	0.6	467	-					
TOTAL QUALIFIED CIRCULATION	80,467	100.0	75,467	5,000					

BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print Version Only (A)	Digital Version Only (B)	CLASSIFICATION BY PRIMARY JOB TITLE				
					President, Owner, Partner, CEO	Corporate Executive, Vice President, Controller, Treasurer, Financial Director	General Manager, Project Manager, Designer, Construction Supervisor, Foreman	Purchasing Director, Salesperson/Estimator, or other Manager	Other Titled Personnel
1. Interior/Exterior Residential Remodeling Contractors; Contractors doing both Residential and Commercial Remodeling, including Residential Kitchen & Bath Specialists, and General Contractors Engaged in Residential Remodeling	78,923	98.1	73,996	4,927	62,528	3,329	8,862	3,472	732
2. Residential Fire Damage or Insurance Restoration Contractors; Residential Historical Renovation Contractors	1,077	1.3	1,004	73	736	66	169	83	23
Sub-Total Residential Remodelers	80,000	99.4	75,000	5,000	63,264	3,395	9,031	3,555	755
Paid Subscriptions	467	0.6	467	-					
TOTAL QUALIFIED CIRCULATION	80,467	100.0	75,467	5,000					



SUPPLEMENTARY DATA - PRODUCT SPECIFIERS
 This is an analysis of the 80,000 or 99.4% of the recipients who answered question 5 and/or 5a indicating that they specify, purchase or influence the selection of products used in remodeling jobs for their company, and the products they buy/specify. Since any recipient may have checked more than one response, the total of each of these products should not be added together as the total may exceed the total circulation.

BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	TOTAL RESPONDENTS	WINDOWS	DOORS	ROOFING	SIDING	CABINETS	PLUMBING FIXTURES	SKYLIGHTS	KITCHEN APPLIANCES	LOCK-SETS/HARDWARE	TOOLS	HVAC	FLOORS	TILES	LAMINATE/SOLID SURFACE/COUNTERTOPS	LIGHTING	TUBS/ SHOWER SURROUND	FAUCETS	FIREPLACES	STAIRS	INSULATION	DECKING
1. Interior/Exterior Residential Remodeling Contractors; Contractors doing both Residential and Commercial Remodeling, including Residential Kitchen & Bath Specialists, and General Contractors Engaged in Residential Remodeling	78,923	98.1	78,923	68,620	68,805	56,789	59,377	63,801	57,295	50,619	48,912	58,650	59,549	39,902	59,153	58,103	56,356	56,223	54,774	55,210	42,694	47,796	56,881	55,552
2. Residential Fire Damage or Insurance Restoration Contractors; Residential Historical Renovation Contractors	1,077	1.3	1,077	901	895	787	778	806	735	627	642	758	775	525	794	754	713	750	679	712	572	631	757	664
Sub-Total Residential Remodelers	80,000	99.4	80,000	69,521	69,700	57,576	60,155	64,607	58,030	51,246	49,554	59,408	60,324	40,427	59,947	58,857	57,069	56,973	55,453	55,922	43,266	48,427	57,638	56,216
Paid Subscriptions	467	0.6																						
TOTAL QUALIFIED CIRCULATION	80,467	100.0																						

SUPPLEMENTARY DATA - REMODELING ACTIVITIES
 This is a multiple analysis of the 79,840 or 99.2% of the recipients who answered question 6 of the qualification questionnaire indicating that their company performs specific remodeling activities. Since any recipient may have checked more than one response, the total of each of these activities should not be added together as the total may exceed the total circulation. These data are presented for statistical and marketing purposes only.

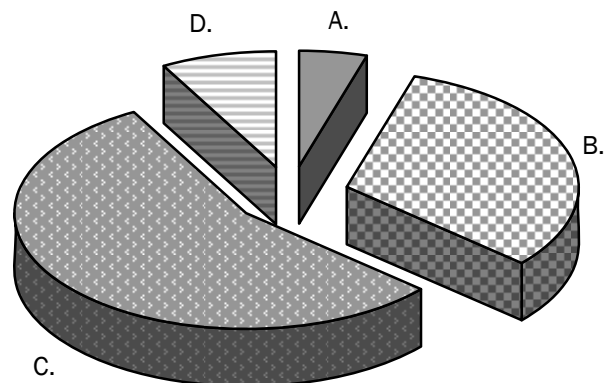
BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	TOTAL RESPONDENTS	ROOM ADDITIONS	KITCHENS	BATHS	ROOFING	SIDING	INSULATION	LIGHTING/ELECTRICAL WORK	PAINTING	CONDO/APARTMENT REMODELING	DRYWALL	MASONRY	WINDOW REPLACEMENT	DOORS	COMMERCIAL	FLOORING	CARPENTRY	CABINET INSTALLATION	HVAC	WHOLE HOUSE REMODELING	DECKS	INSURANCE RESTORATION	HISTORIC RENOVATION	OTHER ACTIVITY
1. Interior/Exterior Residential Remodeling Contractors; Contractors doing both Residential and Commercial Remodeling, including Residential Kitchen & Bath Specialists, and General Contractors Engaged in Residential Remodeling	78,923	98.1	78,766	56,889	66,710	66,117	46,539	52,989	48,078	43,593	49,685	30,932	52,518	36,777	58,301	61,816	35,504	52,243	59,425	56,361	28,834	51,640	49,967	26,603	25,386	5,191
2. Residential Fire Damage or Insurance Restoration Contractors; Residential Historical Renovation Contractors	1,077	1.3	1,074	594	767	756	627	669	641	557	709	415	678	538	713	749	462	665	755	681	390	625	540	575	612	67
Sub-Total Residential Remodelers	80,000	99.4	79,840	57,483	67,477	66,873	47,166	53,658	48,719	44,150	50,394	31,347	53,196	37,315	59,014	62,565	35,966	52,908	60,180	57,042	29,224	52,265	50,507	27,178	25,998	5,258
Paid Subscriptions	467	0.6																								
TOTAL QUALIFIED CIRCULATION	80,467	100.0																								

ADDITIONAL ANALYSIS OF ANNUAL INSTALLED SALES VOLUME SPENT ON BUILDING MATERIAL								
	TOTAL QUALIFIED	PERCENT OF TOTAL	TOTAL RESPONDENTS	75% and over	50 - 74%	25 - 49%	Under 25%	Not Available
Interior/Exterior Residential Remodeling Contractors; Contractors doing both Residential and Commercial Remodeling; including Residential Kitchen and Bath Specialists; and General Contractors Engaged in Residential Remodeling_____	78,923	98.1	78,281	3,778	24,868	43,401	6,234	642
Residential Fire Damage or Insurance Restoration Contractors; Residential Historical Renovation Contractors_____	1,077	1.3	1,065	57	247	607	154	12
Sub-Total Residential Remodelers	80,000	99.4	79,346	3,835	25,115	44,008	6,388	654
Paid Subscriptions_____	467	0.6						
TOTAL QUALIFIED CIRCULATION	80,467	100.0						

ANNUAL INSTALLED SALES VOLUME SPENT ON BUILDING MATERIAL

This chart represents 79,346 respondents

	Total Respondents
A. 75% and over _____	3,835
B. 50 - 74% _____	25,115
C. 25 - 49% _____	44,008
D. Under 25% _____	6,388
TOTAL	79,346



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011

QUALIFICATION SOURCE	Qualified Within			Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request: _____	66,926	13,541	-	75,467	5,000	80,467	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: _____	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	66,926	13,541	-	75,467	5,000	80,467	100.0
PERCENT	83.2	16.8	-	93.8	6.2	100.0	

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011

MAILING ADDRESS	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Individuals by name and title and/or function _____	74,465	4,994	79,459	98.8
Individuals by name only _____	261	-	261	0.3
Titles or functions only _____	713	6	719	0.9
Company names only _____	24	-	24	-
Multi-Copy Same Addressee copies _____	4	-	4	-
Single Copy Sales _____	-	-	-	-
TOTAL QUALIFIED CIRCULATION	75,467	5,000	80,467	100.0

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2011

State	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Maine _____	475	33	508	
New Hampshire _____	610	46	656	
Vermont _____	335	24	359	
Massachusetts _____	2,967	198	3,165	
Rhode Island _____	405	29	434	
Connecticut _____	1,817	117	1,934	
NEW ENGLAND	6,609	447	7,056	8.8
New York _____	4,884	300	5,184	
New Jersey _____	3,046	150	3,196	
Pennsylvania _____	4,447	248	4,695	
MIDDLE ATLANTIC	12,377	698	13,075	16.2
Ohio _____	3,135	186	3,321	
Indiana _____	1,593	102	1,695	
Illinois _____	3,912	237	4,149	
Michigan _____	3,089	220	3,309	
Wisconsin _____	2,139	121	2,260	
EAST NO. CENTRAL	13,868	866	14,734	18.3
Minnesota _____	2,110	130	2,240	
Iowa _____	1,027	60	1,087	
Missouri _____	1,423	95	1,518	
North Dakota _____	200	17	217	
South Dakota _____	247	15	262	
Nebraska _____	619	32	651	
Kansas _____	827	52	879	
WEST NO. CENTRAL	6,453	401	6,854	8.5
Delaware _____	294	17	311	
Maryland _____	2,408	138	2,546	
Washington, DC _____	127	12	139	
Virginia _____	2,419	171	2,590	
West Virginia _____	263	11	274	
North Carolina _____	2,214	137	2,351	
South Carolina _____	877	60	937	
Georgia _____	1,731	136	1,867	
Florida _____	3,758	268	4,026	
SOUTH ATLANTIC	14,091	950	15,041	18.7

State	Print Version Only (A)	Digital Version Only (B)	Total Qualified	Percent
Kentucky _____	755	36	791	
Tennessee _____	1,046	61	1,107	
Alabama _____	654	39	693	
Mississippi _____	224	12	236	
EAST SO. CENTRAL	2,679	148	2,827	3.5
Arkansas _____	288	20	308	
Louisiana _____	490	43	533	
Oklahoma _____	521	26	547	
Texas _____	2,965	230	3,195	
WEST SO. CENTRAL	4,264	319	4,583	5.7
Montana _____	378	21	399	
Idaho _____	318	31	349	
Wyoming _____	122	12	134	
Colorado _____	1,607	129	1,736	
New Mexico _____	327	29	356	
Arizona _____	1,014	78	1,092	
Utah _____	430	33	463	
Nevada _____	291	23	314	
MOUNTAIN	4,487	356	4,843	6.0
Alaska _____	171	12	183	
Washington _____	1,820	137	1,957	
Oregon _____	1,043	78	1,121	
California _____	7,212	562	7,774	
Hawaii _____	266	11	277	
PACIFIC	10,512	800	11,312	14.1
UNITED STATES	75,340	4,985	80,325	99.8
U.S. Territories _____	110	15	125	
Canada _____	16	-	16	
Mexico _____	-	-	-	
Other International _____	1	-	1	
APO/FPO _____	-	-	-	
TOTAL QUALIFIED CIRCULATION	75,467	5,000	80,467	100.0

AVERAGE AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	July-December 2008	January-June 2009	July-December 2009	January-June 2010	July-December 2010*	January-June 2011*
6 Month Period Ended:						
Total Audit Average Qualified	80,630	80,602	80,469	80,465	80,468	80,472
Qualified Non-Paid	80,000	80,000	80,000	80,000	80,000	80,000
Print Version Only	80,000	80,000	80,000	75,000	75,000	75,000
Digital Version Only	-	-	-	5,000	5,000	5,000
Qualified Paid	630	602	469	465	468	472
Print Version Only	630	602	469	465	468	472
Digital Version Only	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price	\$23.94	\$21.92	\$14.68	\$25.99	\$16.74	\$26.01

*NOTE: July 2010 – June 2011 data is unaudited. With each successive period, new data will be added until six 6-month periods of data are displayed.
 **NC=None Claimed.

ADDITIONAL DATA

METHOD OF DISTRIBUTION:

Print copies are distributed via Postal Services or other carriers. Recipients of the digital version are notified via email when the digital version is available.

STATEMENT OF CONTENT PLATFORM:

Replica - Editorial and design are unchanged from the original print edition.

AVERAGE NON-QUALIFIED CIRCULATION

Distribution of the average of 1,292 Trade Show Copies is as follows:
 1,400 copies of the January 2011 issue to the International Builder's Show in Orlando, FL
 1,000 copies of the January 2011 issue to the Surfaces Show in Las Vegas, NV
 750 copies of the January 2011 issue to the International Roofing Expo in Las Vegas, NV
 1,350 copies of the March 2011 issue to the JLC LIVE Show in Providence, RI
 2,000 copies of the April 2011 issue to KBIS in Las Vegas, NV
 250 copies of the May 2011 issue to the Remodeling Leadership Conference in Arlington, VA
 500 copies of the June 2011 issue to PCBC in San Francisco, CA
 500 copies of the June 2011 issue to the 2011 Remodeling Show in Chicago, IL

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- Please indicate your company's primary business. (Check only one)
 - B2B Residential AND Commercial Remodeling Contractor
 - Residential Remodeling Contractor ONLY
 - Residential Kitchen & Bath Remodeling Contractor
 - General Contractor Engaged in Residential Remodeling
 - Residential Fire Damage or Insurance Restoration Contractor
 - Residential Historical Restoration Contractor
 - Other (Please Specify) _____
 - Please check the category below which best describes your title:
 - President, Owner, Partner, CEO
 - Corporate Executive, Vice Pres., Controller, Treasurer, Fin. Dir.
 - General Manager, Project Manager, Designer, Construction Supervisor, Foreman
 - Purchasing Director, Superintendent Estimator, or other Manager
 - Other (Please Specify) _____
 - Please check the category below which best describes your title:
 - Room
 - Kitchen
 - Bathroom
 - Whole House Remodeling
 - Insurance Restoration
 - Historic Restoration
 - Decks
 - Other
 - Which of the following remodeling activities are performed by your company? (Check all that apply)
 - Address
 - Carpentry
 - Cabinet
 - Painting
 - Insulation
 - HVAC
 - Lighting
 - Electric Work
 - Framing
 - Condo/Apt. Remodeling
 - Historic Restoration
 - Drywall
 - Masonry
 - Windows
 - Replacement (Please specify) _____
 - Doors
 - Do you specify, purchase or influence the selection of products used in remodeling jobs done by your company?
 - Yes No
 - Does your firm do commercial remodeling?
 - Yes No
 18. Do you specify, purchase or influence the selection of (check all that apply):
 - Windows
 - Tile
 - Doors
 - Laminate
 - Roofing
 - Solid Surface
 - Siding
 - Tub/Shower
 - Cabinets
 - Staircase
 - Plumbing
 - Insulation
 - Pans
 - Lighting
 - Skylights
 - Faucets
 - Kitchen
 - Fireplaces
 - Appliances
 - Security/Alarm
 - Automatic
 - Hardness
 - Sunspaces
 - Tonn.
 - Stairs
 - HVAC
 - Decking
 - Floors
 - Other (Please describe) _____

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1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - PRINT VERSION ONLY

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	75,468	100.0	75,000	99.4	468	0.6
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	4	-	-	-	4	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	75,472	100.0	75,000	99.4	472	0.6

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD - DIGITAL VERSION ONLY

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	5,000	100.0	5,000	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	5,000	100.0	5,000	100.0	-	-

PUBLISHER'S AFFIDAVIT

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

Paul Ruess, Circulation Director
 Rick Strachan, Group Publisher

(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 July 5, 2011
 State DC
 County Washington
 Received by BPA Worldwide July 5, 2011
 Type PSJ
 ID Number R021S0J1