

**PROFESSIONAL  
MANAGERIAL  
NETWORK**

VERTICAL MARKETS	PUBLICATION	Issues Per Year	6/30/2015 Circulation	% Less 100 Employees	# Less 100 Employees	% C-Level Management	# C-Level Management
<b>PROFESSIONAL SERVICES</b>							
ACCOUNTING	<u>Accounting Group (2)</u>		133,778	89.5%	119,689	82.7%	110,570
	Accounting Today	12	60,100	90.9%	54,631	84.8%	50,965
	CPA Practice Advisor	12	73,678	88.3%	65,058	80.9%	59,606
ADVERTISING/ MARKETING	AdWeek	45	42,357	40.0%	16,943	42.2%	17,875
DENTAL	<u>Dental Group (2)</u>		241,790	95.0%	229,701	85.0%	205,522
	Dental Economics	12	101,790				
	Dental Products Report	12	140,000				
DIRECT MARKETING	<u>Direct Marketing Group (2)</u>		59,534	51.0%	30,362	56.8%	33,815
	Total Retail	4	23,438				
	Target Marketing	8	36,096				
HOSPITALITY	<u>Hospitality Group (3)</u>		146,442	49.2%	72,049	72.9%	106,756
	Hotel Management	15	45,678				
	Hotels	10	60,264				
	Hotel Business	24	40,500				
LEGAL	<u>Private Practice Group (9)</u>		358,788	62.8%	225,165	60.5%	217,009
	California Lawyer	12	142,963	60.8%	86,922	52.9%	75,627
	Chicago Lawyer	11	10,500	66.0%	6,930	81.0%	8,505
	Law Technology News	6	40,254	60.0%	24,152	64.1%	25,803
	Los Angeles Lawyer	12	19,702	68.0%	13,397	65.0%	12,806
	National Law Journal, The	52	8,442	49.1%	4,145	61.1%	5,158
	Texas Lawyer	52	4,102	67.0%	2,748	69.0%	2,830
	Trial	12	22,007	94.1%	20,709	86.0%	18,926
	Trusts and Estates	12	8,618	55.0%	4,740	70.0%	6,033
	Washington Lawyer	11	102,200	60.1%	61,422	60.0%	61,320

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<b>PROFESSIONAL SERVICES cont'd</b>							
<i>MEDICAL HEALTH SVCS.</i>	<u>Physicians Group (11)</u>		486,910	93.0%	452,826	92.5%	450,392
<i>PHYSICIANS</i>	Family Practice News	20	95,588				
	Internal Medicine News	20	108,466				
	Physicians Practice	10	25,000				
	Clinical Psychiatry News	12	39,234				
	Oncology	12	28,681				
	Orthopedics	6	28,671				
	Ocular Surgery News	24	18,471				
	Ob/Gyn News	12	42,524				
	Pediatric News	12	56,665				
	Dermatology News	12	14,532				
	Cardiology News	12	29,078				
<i>MEDICAL SUPPORT SVCS.</i>	<u>Medical Support Group (6)</u>		286,465	70.4%	201,724	85.8%	245,806
	Acupuncture Today	12	21,491				
	Dynamic Chiropractic	24	58,909				
	Massage Today	12	57,414				
	Podiatry Today	12	12,971				
	PT in Motion	11	87,630				
	Medical Device & Diagnostic Industry	12	48,050				
<i>PHARMACEUTICAL</i>	<u>Pharmacy Group (2)</u>		334,417	48.5%	162,273	34.7%	116,088
	U.S. Pharmacist	12	159,108	48.0%	76,372	35.5%	56,483
	Pharmacy Times	12	175,309	49.0%	85,901	34.0%	59,605
<i>PHOTOGRAPHY</i>	<u>Photographic Group (3)</u>		128,182	70.0%	89,727	80.0%	102,546
	PDN (Photo District News)	12	20,000				
	RangeFinder	11	52,682				
	Professional Photographer	12	55,500				
<i>PUBLISHING</i>	<u>Publisher Group (3)</u>		129,047	65.7%	84,784	50.0%	64,524
	Folio:	6	50,000				
	Publishing Executive	4	14,000				
	Printing Impressions	12	65,047				
<i>SECURITY &amp; SAFETY</i>	Security Distributing & Marketing	12	34,866	75.0%	26,150	68.4%	23,848
<i>TRAVEL</i>	Travel Weekly	52	37,000	75.0%	27,750	75.0%	27,750

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<i>VETERINARIANS</i>	<u>Veterinary Group (3)</u>		171,897	96.0%	165,021	91.7%	157,630
	DVM	12	59,939				
	Veterinary Economics	12	57,014				
	Veterinary Medicine	12	54,944				
<b>FINANCIAL SERVICES</b>							
<i>FINANCIAL PLANNING</i>	<u>Financial Group (3)</u>		295,100	77.0%	227,227	76.5%	225,752
	Financial Planning	12	115,100				
	Investment Advisor	12	100,000				
	Research Magazine	12	80,000				
<i>INSURANCE</i>	<u>Insurance Group (4)</u>		257,018	65.0%	167,026	68.0%	174,648
	Independent Agent	12	38,321				
	Advisor Today	6	78,397				
	National Underwriter (2)	12	140,300				
<i>REAL ESTATE</i>	<u>Real Estate Group (2)</u>		72,303	61.0%	44,105	62.1%	44,900
	National Real Estate Investor	4	36,754				
	Real Estate Forum	10	35,549				
<b>RETAIL/WHOLESALE</b>							
<i>AUTOMOTIVE</i>	<u>Automotive Aftermarket Group (7)</u>		339,276	91.0%	308,887	87.4%	296,617
	Motor Age	12	115,032	96.1%	110,546	88.5%	101,803
	Modern Tire Dealer	12	35,003	93.8%	32,833	90.9%	31,818
	Tire Review	12	32,218	93.8%	30,220	90.9%	29,286
	Automotive Body Repair Network	12	45,441	92.0%	41,806	90.7%	41,215
	BodyShop Business	12	46,273	92.0%	42,571	90.7%	41,970
	Import Car	12	27,279	85.0%	23,187	90.0%	24,551
	Counterman	12	38,030	72.9%	27,724	68.3%	25,974
<i>BEAUTY</i>	<u>Salon Group (4)</u>		285,807	87.0%	248,652	72.4%	206,924
	American Salon	12	104,168				
	Modern Salon	12	101,115				
	Nails	12	58,524				
	Salon Today	9	22,000				

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<i>BOOKS</i>	Publishers Weekly	52	30,000	75.0%	22,500	70.0%	21,000
<b>RETAIL/WHOLESALE cont'd</b>							
<i>BUILDING</i>	<u>Building Group (2)</u>		65,426	79.6%	52,077	72.7%	47,548
	Supply House Times	12	27,010	64.8%	17,502	52.3%	14,126
	ProSales	9	38,416	90.0%	34,574	87.0%	33,422
<i>CONVENIENCE</i>	CSP - Convenience Store Petroleum	12	94,500	64.0%	60,480	61.0%	57,645
<i>ELECTRONICS</i>	Twice	26	20,092	84.0%	16,877	78.0%	15,672
<i>EYECARE</i>	<u>Eyecare Group (4)</u>		151,374	88.1%	133,360	88.0%	133,209
	Eyecare Business	12	40,039				
	Review of Optometry	12	41,275				
	20/20	14	50,037				
	Vision Monday	14	20,023				
<i>FLOWERS</i>	Florists' Review	12	16,640	82.0%	13,645	67.0%	11,149
<i>FOOD</i>	<u>Food Group (5)</u>		150,601	89.2%	134,277	89.3%	134,504
	Candy Industry	12	14,101	92.5%	13,043	91.0%	12,832
	Coffee Talk Magazine	12	34,543	90.1%	31,123	92.0%	31,780
	PMQ Pizza Magazine	10	40,050	89.0%	35,645	90.0%	36,045
	Bake Magazine	10	36,907	90.0%	33,216	89.0%	32,847
	Gourmet News	12	25,000	85.0%	21,250	84.0%	21,000
<i>GENERAL</i>	Chain Store Age	7	26,635	41.6%	11,080	61.3%	16,327
<i>GIFTS &amp; ACCESSORIES</i>	Giftware News	10	20,466	96.7%	19,791	96.1%	19,668
<i>HARDWARE</i>	Hardware Retailing	12	35,000	83.0%	29,050	73.0%	25,550
<i>HOME CENTER</i>	Home Channel News	9	31,556	48.0%	15,147	65.6%	20,701
<i>JEWELRY</i>	JCK (Jeweler's Circular Keystone)	10	25,096	93.0%	23,339	88.0%	22,084
<i>MUSIC</i>	MMR	12	11,672	75.5%	8,812	72.0%	8,404
<i>RESTAURANT</i>	<u>Restaurant Group (3)</u>		172,144	74.9%	128,933	75.3%	129,576
	Nation's Restaurant News	18	60,644	65.0%	39,419	73.7%	44,695
	Restaurant Business	12	80,100	80.0%	64,080	75.0%	60,075

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	QSR	12	31,400	81.0%	25,434	79.0%	24,806
<b>RETAIL/WHOLESALE cont'd</b>							
<i>FASHION</i>	<u>Fashion Group (3)</u>		43,661	80.2%	35,032	75.5%	32,953
	Accessories	5	19,583	80.0%	15,666	76.0%	14,883
	Earnshaw's	10	11,466	82.0%	9,402	74.0%	8,485
	MR - (Menswear Retailing)	6	12,612	79.0%	9,963	76.0%	9,585
	<u>Footwear Group (2)</u>		31,099	84.0%	26,123	77.0%	23,946
	Footwear News	52	17,023				
	Footwear Plus	10	14,076				
<i>TOYS</i>	The Toy Book	6	15,000	65.0%	9,750	75.0%	11,250
<i>VENDING</i>	Automatic Merchandiser	8	14,652	65.0%	9,524	69.0%	10,110
<i>VIDEO</i>	Home Media Magazine	52	12,487	76.1%	9,503	73.9%	9,228
<b>CONSTRUCTION</b>							
<i>ARCHITECTURE/ DESIGN</i>	<u>Architecture/Design Group (5)</u>		216,661	73.2%	158,491	76.7%	166,094
	Architectural Record	12	92,966	69.6%	64,704	70.0%	65,076
	Contract Magazine	10	30,000	75.0%	22,500	80.0%	24,000
	Interior Design	12	60,069	75.0%	45,052	80.0%	48,055
	Floor Covering Weekly	24	14,607	80.0%	11,686	85.0%	12,416
	Furniture Today	52	19,019	76.5%	14,550	87.0%	16,547
<i>BUILDER</i>	<u>Builder Group (5)</u>		372,091	84.3%	313,727	82.0%	305,283
	Builder	12	117,856	81.0%	95,463	79.6%	93,813
	Remodeling	10	103,336	94.0%	97,136	86.0%	88,869
	Journal of Light Construction	12	61,801	80.0%	49,441	79.5%	49,132
	Contractor	12	48,288	80.0%	38,630	82.0%	39,596
	Contracting Business	12	40,810	81.0%	33,056	83.0%	33,872
	POB - (Point of Beginning)	12	35,005	70.0%	24,504	49.0%	17,152
<i>COMMERCIAL CONSTRUCTION SVCS.</i>	<u>Commercial Construction Services (3)</u>		171,453	79.4%	136,096	79.6%	136,412
	Landscape Management	12	65,100	91.0%	59,241	92.0%	59,892
	Cleaning & Maintenance Management	10	33,300	88.2%	29,371	85.0%	28,305

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	Building Operating Management	12	73,053	65.0%	47,484	66.0%	48,215
<b>CONSTRUCTION cont'd</b>							
<i>HVAC</i>	<u>A/C, Heating &amp; Refrigeration Group (5)</u>		181,863	81.7%	148,620	70.2%	127,750
	A/C, Heating & Refrigeration News	52	30,858	84.6%	26,106	78.8%	24,316
	PHC News	12	47,000	90.0%	42,300	74.0%	34,780
	pme (formerly PM Engineer)	12	25,000	64.8%	16,200	58.6%	14,650
	Plumbing & Mechanical	12	49,005	92.0%	45,085	75.0%	36,754
	The Wholesaler	12	30,000	63.1%	18,930	57.5%	17,250
<i>ENGINEERING/ ELECTRICAL</i>	<u>Engineering/Electrical Group (5)</u>		266,315	52.0%	138,588	64.4%	171,427
	EC&M (Contractors Only)	12	80,012	66.3%	53,048	60.0%	48,007
	Electrical Distributor, The	12	25,393	46.0%	11,681	55.0%	13,966
	Electrical Wholesaling	12	21,004	46.0%	9,662	55.0%	11,552
	Engineering News Record	36	62,231	42.0%	26,137	68.7%	42,753
	Equipment World	12	77,675	49.0%	38,061	71.0%	55,149
<b>HI TECH</b>	Computer Graphics World	6	40,100	50.0%	20,050	60.0%	24,060
<b>ENERGY</b>	<u>Petroleum Group (2)</u>		166,000	50.1%	83,232	48.9%	81,113
	Oil & Gas Journal	12	117,986	57.4%	67,724	55.4%	65,364
	Offshore	12	48,014	32.3%	15,509	32.8%	15,749
<b>TRANSPORTATION</b>	Overdrive	12	100,075	75.0%	75,056	75.0%	75,056