

Auditado por:



**BUSINESS PUBLICATION CIRCULATION AUDIT
FOR THE 6 MONTH PERIOD ENDED DECEMBER 2005**

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The use of audited circulation numbers permits advertisers and agencies to gain a clearer picture of the media's readers and their geographic distribution throughout Latin America and thereby determine if those subscribers constitute an effective target audience.



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FIELD SERVED

AC/R LATINOAMERICA serves mechanical /systems engineers, consulting/specifying engineers, contractors, and commercial/industrial end-users engaged in the design, new construction, installation, service and purchase of HVAC/R mechanical systems for residential, commercial and industrial buildings; as well as HVAC/R equipment and parts manufacturers, distributors and representatives.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are owners, executives, management, technical engineers and staff personnel in administration, production, engineering and technology, research and development, quality control and sales and marketing and other titled and non-titled personnel including company copies.

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	10,669	100	10,669	100	N/A	N/A
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-copies Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,669	100	10,669	100	-	-

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD

Issue 2005	Qualified Non-Paid	Qualified Paid	Total Qualified
July/August _____	10,808	N/A	10,808
September/October _____	10,808	N/A	10,808
November/December _____	10,600	N/A	10,600

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOV / DEC 2005

The variation of this edition in relation to the average of the two informed editions in item 2 is 0.97%; 104 copies.

BUSINESS/INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Owner, Managing Director (A)	General Management (B)	Engineering Management (C)	Technical Management (D)	Service Management (E)	Sales & Marketing (F)	Purchasing Management (G)	Other (H)
1. HVAC/R Mechanical & Systems Engineers	5,285	49.86	3,352	202	900	386	122	75	13	235
2. HVAC/R Consulting Engineer	522	4.92	130	46	190	60	31	28	5	32
3. HVAC/R Mechanical Contractors	1,139	10.75	360	150	201	210	127	27	9	55
4. HVAC/R Industrial & Commercial End-Users	1,576	14.87	495	296	244	192	79	15	18	237
5. HVAC/R Equipment Distributors of Wholesalers	1,010	9.53	483	156	87	63	26	157	15	23
6. HVAC/R Systems OEM Manufacturers	714	6.74	115	100	127	61	25	95	8	183
7. R&D/Educational /Associations	354	3.34	56	30	115	78	35	8	2	30
TOTAL QUALIFIED CIRCULATION	10,600	100	4,991	980	1,864	1,050	445	405	70	795
PERCENT		100	47.08	9.25	17.58	9.91	4.20	3.82	0.66	7.5

3b QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOV/DEC 2005.

QUALIFICATION SOURCE	Qualification Within			Qualified		Total Qualified	Percent
	1 year	2 years	3 years	Non-Paid	Paid		
I. TOTAL - Personal direct request from the recipient:	3,002	1,769	862	5,633	-	5,633	53.14
a. Written	479	562	323	1,364	-	1,364	12.87
b. Telecommunication	12	9	14	35	-	35	0.33
c. Electronic	2,511	1,198	525	4,34	-	4,234	39.94
II. TOTAL - Request from recipient's company:	2	9	1	13	-	13	0.12
a. Written	1	-	1	2	-	2	0.02
b. Telecommunication	-	-	-	-	-	-	-
c. Electronic	1	9	1	11	-	11	0.10
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. Electronic	-	-	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically)	149	3,592	1,213	4,954	-	4,954	46.74
Association rosters and directories	-	-	22	-	-	-	0.21
Business directories	111	1,502	666	2,279	-	2,279	21.50
Independent field reports	-	-	-	-	-	-	-
Licensees - National, State or Local Government	-	-	-	-	-	-	-
Manufacturer's, distributor's and wholesaler's lists	-	-	-	-	-	-	-
Other sources	38	2090	525	2,653	-	2,653	25.03
VI. TOTAL - Single Copy Sales	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	3,153	5,370	2,076	10,600	-	10,600	100
Percent	29.75	50.66	19.59	100	-	100	100

3c. QUALIFIED CIRCULATION BY MAILING ADDRESS. ISSUE: NOVEMBER/DECEMBER 2005

MAILING ADDRESS	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
Individuals by name and title and/or function	10,094	N/A	10,094	95.23
Individuals by name only	500	N/A	500	4.72
Titles or functions only	6	N/A	6	0.06
Companies' names only	-	-	-	-
Multiple-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,600	-	10,600	100

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2005

COUNTRY	Qualified Non-Paid	Qualified Paid	Total Qualified	Percent
NORTH AMERICA				
United States of America	7	-	7	0.07
Mexico	3,206	-	3,206	30.25
Subtotal	3,213	-	3,213	30.31
CARIBBEAN				
Smaller Antilles	4	-	4	0.04
Cuba	71	-	71	0.67
Puerto Rico	50	-	50	0.47
Dominican Republic	69	-	69	0.65
Subtotal	194	-	194	1.83
CENTRAL AMERICA				
Costa Rica	112	-	112	1.06
El Salvador	48	-	48	0.45
Guatemala	30	-	30	0.28
Honduras	26	-	26	0.25
Nicaragua	28	-	28	0.26
Panama	50	-	50	0.47
Subtotal	294	-	294	2.27
SOUTH AMERICA				
Argentina	539	-	539	5.08
Bolivia	21	-	21	0.20
Brazil	2,534	-	2,534	23.91
Chile	343	-	343	3.24
Colombia	1,870	-	2	17.64
Equador	165	-	165	1.56
Paraguay	24	-	24	0.23
Peru	782	-	782	7.38
Uruguay	72	-	72	0.68
Venezuela	549	-	549	5.18
Subtotal	6,899	-	6,899	65.08
TOTAL QUALIFIED CIRCULATION	10,600	-	10,600	100

9. FIVE CALENDAR YEAR ANALYSIS: AVERAGE ANNUAL VERIFIED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

	Audited Data				
	2001	2002	2003	2004	2005
Total Audit Average Qualified	10,473	10,601	9,825	10,101	10,669
Qualified Non-Paid	10,473	10,601	9,825	10,101	10,669
Qualified Paid	N/A	N/A	N/A	N/A	N/A
Post Expire Copies included in Paid Circulation	-	-	-	-	-
Average Annual Order Price	N/A	N/A	N/A	N/A	N/A

11. ADDITIONAL DATA: AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not included Elsewhere	Copies
Other Paid Circulation	N/A
Advertisers and Agencies	905
Rotated or Occasional	245
Allocated for trade Shows and Conventions	-
All Others	-
TOTAL	1,150

CERTIFICATE OF VERIFICATION

1. PROCEDURE

According to the Instituto Verificador de Circulaciones Rules, we have examined through accepted accounting procedures the Publisher's circulation data corresponding to AC/R LATINOAMERICA Magazine.

2. AUDIT REPORT

As a result of the verification of the analysed concepts and period, we certify the previous circulation figures.

Auditado por:



**INSTITUTO VERIFICADOR
DE CIRCULACIONES**

Instituto Verificador de Circulaciones
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