

# BUSINESS PUBLICATION CIRCULATION AUDIT FOR THE 6 MONTH PERIOD ENDED MAY/JUNE 2010

Av. de Mayo 1370 - 1° Piso - (1362) Buenos Aires - Argentina Teléfono:

(54-11) 4383-6293 / 7305 / 4381-8448 /

Fax: (54-11) 4383-6293

www.ivc.org.ar

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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.



Latin Press Inc. 2455 SW 27 th Ave. Suite 200 Miami, FL 33145

Tel. No.: 305 285-3133 Fax. No.: 305 285-3134

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### **FIELD SERVED**

MARI Papel y Corrugado serves paper and tissue manufacturers, corrugated board manufacturers, folding carton converters, industrial consultants, distributors and representatives.

### **DEFINITION OF RECIPIENT QUALIFICATION**

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

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD									
	Total Qualified		Qualified N	lon-Paid	Qualified				
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent			
Individual	4.285	100	4.285	100	N/A	N/A			
Sponsored Individually Addressed	-	-	-	-	-	-			
Membership Benefit	-	-	-	-	-	-			
Multi-copies Same Addressee	-	-	-	-	-	-			
Single Copy Sales	-	-	-	-	-	-			
TOTAL QUALIFIED CIRCULATION	4.285	100	4.285	100	-	-			

2. QUALIFIED CIRCULATION BY ISSUES WITH REMOVALS AND ADDITIONS FOR PERIOD							
Issue 2010	Qualified Non-Paid	Qualified Paid	Total Qualified				
January/February	4.540	N/A	4.540				
March/April	4.180	N/A	4.180				
May/June	4.134	N/A	4.134				

	3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY/JUNE 2010 The variation of this edition in relation to the average of the two informed editions in item 2 is 5,183%; 226 copies												
COMPANY/ BUSINESS ACTIVITY	TOTAL QUALI- FIED	PERCENT OF TOTAL	Corporate Manage- ment (A)	General Manage- ment (B)	Engineering Manage- ment (C)	Technical Manage- ment (D)	Purchasing Manage- ment (E)	Product Manage- ment (F)	Sales Manage- ment (G)	Research and Deve- lopment (H)	Chemist (I)	Operator (J)	Others (K)
1.Paper, Board or Tissue Manufacturer	1.460	35,32	279	488	66	110	20	230	54	38	20	55	100
2.Paper, Board or Tissue Converter	158	3,82	19	63	10	15	3	18	10	8	1	4	7
3.Corrugated Board Manufacturer	1.359	32,87	137	511	42	112	24	266	81	22	6	53	105
4.Corrugated Sheet Plant	194	4,69	136	29	5	5	1	6	6	3	1	-	2
5.Folding Carton Plant (Folding Board)	38	0,92	2	9	1	1	3	7	5	6	-	-	4
6.Industry Supplier	728	17,61	70	274	46	51	10	25	157	34	13	12	36
7.Consultancy	134	3,24	15	26	19	9	8	6	9	23	5	2	12
8.R & D/Educational /Association	63	1,52	5	9	3	4	-	1	3	20	1	-	17
TOTAL QUALIFIED CIRCULATION	4.134	100	663	1.409	192	307	69	559	325	154	47	126	283
PERCENT	100		16,04	34,08	4,64	7,43	1,67	13,52	7,86	3,73	1,14	3,05	6,85

QUALIFICATION SOURCE	C	ualification V	Vithin	Qualified		Total	
	1 year	2 years	3 years	Non-Paid	Paid	Qualified	Percen
I. TOTAL - Personal direct request from the recipient:	1.315	502	474	2.291	-	2.291	55,4
a. Written	5	109	253	-	-	367	8,8
b. Telecommunication	1	5	10	-	-	16	0,3
c. Electronic	1.309	388	211	-	-	1.908	46,1
II. TOTAL - Request from recipient's company:	129	0	0	129	-	129	3,1
a. Written	-	-	-	-	-	-	
b. Telecommunication	129	-	-	-	-	129	3,1
c. Electronic	-	-	-	-	-	-	
III. TOTAL - Membership benefit:	-	-	-	-	-	-	
a. Individual	-	-	-	-	-	-	
b. Organizational	-	-	-	-	-	-	
IV. TOTAL - Communication from recipient or recipient's company (other than request):	0	0	0	0		0	0,0
a. Written	-	-	-	-	-	-	
b. Telecommunication	-	-	-	-	-	-	
c. Electronic	-	-	-	-	-	-	
V. TOTAL – Sources other than above (listedy alphabetically)	688	821	205	1.714		1.714	41,4
Association rosters and directories	382	375	20	-	-	777	18,8
Business directories	294	246	151	-	-	691	16,7
Independent field reports	-	-	-	-	-	-	
Licensees - National, State or Local Government	-	-	-	-	-	-	
Manufacturer's, distributor's and wholesaler's lists	9	163	32	-	-	204	4,9
Other sources	3	37	2	-	-	42	1,0
VI. TOTAL - Single Copy Sales	-	_	-	_	-	_	
TOTAL QUALIFIED CIRCULATION	2.132	1.323	679	4.134	-	4.134	10
Percent	51,57	32,00	16,2	100		100	10

3c. QUALIFIED CIRCULATION BY MAILING ADDRESS. ISSUE: MAY/JUNE 2010							
MAILING ADDRESS	Non-Paid	Paid	Qualified	Percent			
Individuals by name and title and/or function	3.985	N/A	3.985	96,40			
Individuals by name only	101	N/A	10	2,44			
Titles or functions only	44	N/A	44	1,06			
Companies names only	4	N/A	4	0,10			
Multiple-Copy Same Addressee copies	-	-	-	-			
Single Copy Sales	-	-	-	-			
TOTAL QUALIFIED CIRCULATION	4.134	-	4.134	100			

COUNTRY		Qualified Non-Paid	Qualified Paid	Total Qualified	Percen
NORTH AMERICA					
United States of America		111	-	111	2,6
Mexico		646	-	646	15,6
	Subtotal	757	-	757	18,3
CARIBBEAN					
Lesser Antilles		-	-	-	
Cuba		-	-	-	
Puerto Rico		18	-	18	0,4
Dominic Republic		24	-	24	0,5
·	Subtotal	42	-	42	1,0
CENTRAL AMERICA					
Costa Rica		74	-	74	1,7
El Salvador		44	-	44	1,0
Guatemala		45	-	45	1,0
Honduras		25	-	25	0,6
Nicaragua		11	-	11	0,2
Panama		27	-	27	0,6
	Subtotal	226	-	226	5,4
SOUTH AMERICA					-
Argentina		493	-	493	11,9
Bolivia		45	-	45	1,0
Brasil		825	-	825	19,9
Chile		291	-	291	7,0
Colombia		775	-	775	18,7
Ecuador		166	-	166	4,0
Paraguay		25	=	25	0,6
Peru		313	=	313	7,5
Uruguay		61	-	61	1,4
Venezuela		115	=	115	2,7
	Subtotal	3.109	-	3.109	75,2
TOTAL QUALIFIED CIRCULATION		4.134		4.134	10

#### 9. FIVE CALENDAR YEAR ANALYSIS: AVERAGE ANNUAL VERIFIED QUALIFIED CIRCULATION AND CURRENT AUDITED CIRCULATION STATEMENTS **Audited Data** 2006 2007 2008 2009 2010 Total Audit Average Qualified 4.138 4.100 4.179 4.254 4.285 4.100 4.254 Qualified Non-Paid 4.138 4.179 4.285 **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	Copies				
Not included Elsewhere					
Other Paid Circulation		N/A			
Advertisers and Agencies		300			
Rotated or Ocassional		255			
Allocated for trade Shows and Conventions		85			
All Others		26			
	TOTAL	666			

### CERTIFICATE OF VERIFICATION

### 1. PROCEDURE

According to the rules of the Instituto Verificador de Circulaciones, we have examined through accepted accounting procedures the Publisher's circulation data corresponding to MARI Papel y Corrugado Magazine.

## 2. AUDIT REPORT

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



Instituto Verificador de Circulaciones IFABC Membership ( www.ifabc.org)