

Audit Bureau of Circulations

# BUSINESS PUBLICATION PUBLISHER'S STATEMENT Subject to Audit For the 6 month period ending June 30, 2009



#### Field Served:

The Worldwide Petroleum Industry: Exploration, Drilling, Producing, Engineering, Refining, Natural Gas Processing, Liquefied Natural Gas, Synfuels, Petrochemical Manufacturing, Oil and Gas Pipelines, Marketing, Engineer - Constructor firms, Manufacturers serving the petroleum industry, and Well Servicing and Workover operators, Geophysical Service companies and consultants.

This is an independent publication not directly related to or affiliated with any association.

**TOTAL AVERAGE QUALIFIED PAID CIRCULATION** 

| OIL&GAS<br>JOURNAL |
|--------------------|
|                    |
| Referring Report   |

|    |   |        | ×         |
|----|---|--------|-----------|
| 1A | AVERAGE QUALIFIED PAID CIRCULATION                    |        |           |
|    | Print Only, See Par. 11(a)                            | 19,834 |           |
|    | Digital Only, See Par. 11(b)                          | 5,475  |           |
|    | Print & Digital (Unduplicated)                        | -,     |           |
|    | Total Individual                                      | 25,309 |           |
|    | Association   |        |           |
| ŀ  | Sponsored Individually Addressed                      |        |           |
| ŀ  | Multi-Copy Same Addressee - Print Only,               |        |           |
|    | See Par. 11(c)  | 427    |           |
|    | Multi-Copy Same Addressee - Digital Only,             |        |           |
|    | See Par. 11(d)  | 79,167 |           |
|    | Multi-Copy Same Addressee - Print & Digital           |        |           |
|    | (Unduplicated)  |        |           |
|    | Total Multi-Copy Same Addressee                       | 79,594 |           |
|    | Single Copy Sales                                     |        |           |
|    | Total Average Qualified Paid Circulation              |        | 104,903   |
| 1B | AVERAGE QUALIFIED NON-PAID CIRCULATION                | Non    | e Claimed |
| 1C | AVERAGE NON-QUALIFIED CIRCULATION                     |        |           |
|    | Non-Continuous Market Coverage Copies                 |        |           |
|    | Allocated For Shows & Conventions                     | 324    |           |
|    | Miscellaneous, Including Staff Copies, See Par. 11(e) |        |           |
|    | Total Average Non-Qualified Circulation               | 2,518  |           |
|    |   | 2,010  |           |
| 1D | AVERAGE QUALIFIED PAID CIRCULATION                    |        |           |
|    | OF REGIONAL AND DEMOGRAPHIC EDITIONS                  |        |           |
|    |   |        |           |
|    | None  |        |           |
|    |   |        |           |

104,903



## OIL & GAS JOURNAL

THE INFORMATION IN PARAGRAPHS 3A, 3B, 3C AND 4 IS FROM AN ANALYSIS OF THE MAY 25, 2009 ISSUE IN WHICH:
• QUALIFIED PAID CIRCULATION WAS 1.2% LESS THAN THE PERIOD AVERAGE

3A

### **BUSINESS/OCCUPATIONAL ANALYSIS**

|   |               |       |               |                 |   | Classification by Title & Occupation |  |  | on   |  |
|---|---------------|-------|---------------|-----------------|---|--------------------------------------|--|--|--|--|
| Classification by Business & Industry   | Total<br>Paid | %     | Print<br>Only | Digital<br>Only | Print<br>& Digital<br>(Undupli-<br>cated) | Officials,<br>Directors<br>&         | Land, Lease & Legal Depart- ments, Including Scouts, Contrac- tors-Drill- ing, Pipe Line & Refinery, Superin- tendents, Foremen, Indepen- dent producers | Engi-<br>neers,<br>Chemists<br>& Geolo-<br>glsts | Field,<br>Plant, Pur-<br>chasing<br>Agents &<br>Misc.<br>Workers | Subscrip-<br>tions in<br>Company<br>name,<br>Awaiting<br>Classifica-<br>tion by<br>title |
| Producing (Including Drilling), Pipeline,     Refining (including Petrochemical), |               |       |               |                 |   |                                      |  | •  |  |  |
| Marketing   | 93,250        | 90.0  | 13,790        | 79,460          |   | 9,148                                | 667  | 4,807  | 816  | 77,812   |
| Equipment Manufacturers, Supply     Dealers & Service Companies                   | 260           | 0,3   | 236           | 24              |   |                                      |  |  |  |  |
| 3. Financial  |               |       |               |                 |   |                                      |  |  |  |  |
| Other (including government agencies, association, libraries, educational         | 4,639         | 4.5   | 1,613         | 3,026           |   |                                      |  |  |  |  |
| institutions and other allied to the field) Other Paid Circulation                | 2,846         | 2.7   | 2,159         | 687             |   |                                      |  |  |  |  |
| SubscriptionsSingle Copy Sales  | 2,636         | 2.5   | 2,271         | 365             |   |                                      |  |  |  |  |
| Total Qualified Paid Circulation  | 103,631       | 100.0 | 20,069        | 83,562          |   | •                                    |  |  |  |  |
|   |               |       |               |                 |   |                                      |  |  |  |  |

3B

AGE OF SOURCE DATA ANALYSIS

Optional and not required

3**U** 

#### **MAILING ADDRESS ANALYSIS**

|  | Total<br>Pald | %     | Print<br>Only | Digital<br>Only | & Digital<br>(Undupil-<br>cated) |  |
|--|---------------|-------|---------------|-----------------|----------------------------------|--|
| Individual by name and title and/or occupation | 22,256        | 21.5  | 16,930        | 5,326           | •                                |  |
| Individual by name only                        | 819           | 8.0   | 638           | 181             |                                  |  |
| Title or occupation only                       | 1,837         | 1.8   | 1,789         | 48              |                                  |  |
| Company name only                              | 305           | 0.3   | 298           | 7               |                                  |  |
| Multi-Copy Same Addressee                      | 78,414        | 75.6  | 414           | 78,000          |                                  |  |
| Total Qualified Paid Subscription Circulation  | 103,631       | 100.0 | 20,069        | 63,562          |                                  |  |
| Single Copy Sales                              |               |       |               |                 |                                  |  |
| Total Qualified Paid Circulation               | 103,631       |       |               |                 |                                  |  |

## GEOGRAPHIC ANALYSIS See Par. 11(f)

|     | State & ZIP Code                        | Total<br>Pald | %    | Print<br>Only | Digital<br>Only | Print<br>& Digital<br>(Undupli-<br>cated) |
|-----|---|---------------|------|---------------|-----------------|---|
|     | New England                             |               | •    |               |                 |   |
| MΕ  | 039-049                                 | 12            |      | 11            | 1               |   |
| NH  | 030-038                                 | 46            |      | 42            | 4               |   |
| ĮVΤ | 050-059                                 | 7             |      | 7             |                 |   |
| MA  | 010-027                                 | 2,210         |      | 180           | 2,030           |   |
| RΙ  | 028-029                                 | 15            |      | 13            | 2               |   |
| CT  | 060-069                                 | 145           |      | 126           | 19              |   |
|     | New England                             | 2,435         | 2.4  | 379           | 2,056           |   |
|     | Middle Atlantic                         |               |      |               |                 |   |
| NY  | 100-149                                 | 693           |      | 602           | 91              |   |
| ŊJ  | 070 089                                 | 411           |      | 383           | 28              |   |
| PA  | 150-196                                 | 410           |      | 365           | 45              |   |
|     | Middle Atlantic                         | 1,514         | 1.5  | 1,350         | 164             |   |
|     | East N. Central                         |               |      |               |                 |   |
| OH  | 430-459                                 | 232           |      | 201           | 31              |   |
| IN  | 460-479                                 | 99            |      | 91            | 8               |   |
| IL. | 600-629                                 | 12,357        |      | 314           | 12,043          |   |
| MI  | 480-499                                 | 192           |      | 164           | 28              |   |
| WI  | 530-549                                 | 69            |      | 66            | 3               |   |
|     | East N. Central                         | 12,949        | 12.5 | 836           | 12,113          |   |
|     | West N. Central                         |               |      |               |                 |   |
| MN  | 550-567                                 | 106           |      | 95            | 11              |   |
| IA  | 500-528                                 | 24            |      | 19            | 5               |   |
| МО  | *************************************** | 101           |      | 85            | 16              |   |
| ND  | 580-588                                 | 73            |      | 66            | 7               |   |
| SD  | 570-577                                 | 13            |      | 13            |                 |   |
| NE  | 680-693                                 | 28            |      | 26            | 2               |   |
| KS  | 660-679                                 | 223           |      | 207           | 16              |   |
|     | West N. Central                         | 568           | 0.5  | 511           | 57              |   |
|     | South Atlantic                          |               |      |               |                 |   |
| DE  | 197-199                                 | 30            |      | 26            | 4               | }   |
| MD  | 206-219                                 | 100           |      | 90            | 10              |   |
| DC  | 200, 202-205                            | 195           |      | 165           | 30              |   |
| VA  | 201, 220-246                            | 229           |      | 189           | 40              | i   |
| W۷  | 247-268                                 | 89            |      | 79            | 10              |   |
| NC  | 270-289                                 | 70            |      | 54            | 16              |   |
| SC  | 290-299                                 | 44            |      | 40            | 4               |   |
| GA  | 300-319                                 | 95            |      | 78            | 17              |   |
| FL  | 320-349                                 | 293           |      | 237           | 56              |   |
|     | South Atlantic                          | 1,145         | 1.1  | 958           | 187             |   |

|      | State & ZIP Code                   | Total<br>Paid | %     | Print<br>Only | Digital<br>Only | Print<br>& Digital<br>(Undupli-<br>cated) |
|------|------------------------------------|---------------|-------|---------------|-----------------|---|
|      | East S. Central                    |               |       |               |                 |   |
| KY   | 400-427                            | 88            |       | 72            | 16              |   |
| TN   | 370-385                            | 85            |       | 73            | 12              |   |
| AL   | 350-369                            | 213           |       | 207           | 6               |   |
| MS   | 386-397                            | 112           |       | 106           | 6               |   |
|      | East S. Central                    | 498           | 0.5   | 458           | 40              |   |
|      | West S. Central                    |               |       |               |                 |   |
| AR   | 716-729                            | 110           |       | 92            | 18              |   |
| LA   | 700-714                            | 662           |       | 582           | 80              |   |
| OK   | 730-749                            | 6,052         |       | 927           | 5,125           |   |
| TX   | 750-799                            | 33,186        |       | 6,130         | 27,056          |   |
|      | West S. Central                    | 40,010        | 38.6  | 7,731         | 32,279          |   |
|      | Mountain                           |               |       |               |                 |   |
| MT   | 590-599                            | 116           |       | 110           | 6               |   |
| ID   | 832-838                            | 27            |       | 20            | 7               |   |
| WY   | 820-831                            | 219           |       | 180           | 39              |   |
| CO   | 800-816                            | 1,018         |       | 881           | 137             |   |
| NM   | 870-884                            | 203           |       | 165           | 38              |   |
| ΑZ   | 850-865                            | 107           |       | 90            | 17              |   |
| UΤ   | 840-847                            | 168           |       | 148           | 20              |   |
| N۷   | 889-898                            | 42            |       | 33            | 9               |   |
|      | Mountain                           | 1,900         | 1.8   | 1,627         | 273             |   |
|      | Pacific                            |               |       | · · ·         |                 |   |
| ΑK   | 995-999                            | 199           |       | 137           | 62              |   |
| WA   | 980-994                            | 154           |       | 134           | 20              |   |
| OR   | 970-979                            | 67            |       | 58            | 9               |   |
| CA   | 900-961                            | 1,352         |       | 1,162         | 190             |   |
| н    | 967-968                            | 17            |       | 12            | 5               |   |
|      | Pacific                            | 1,789         | 1.7   | 1,503         | 286             |   |
|      | le Copy Sales                      |               |       |               |                 |   |
| U.S. | Unclassified                       |               |       |               |                 |   |
|      | United States                      | 62,808        | 60.6  | 15,353        | 47,455          |   |
|      | s. & Other Areas                   |               |       |               |                 |   |
| 004  | -009, 969                          | 16            | 0.0   | 13            | 3               |   |
|      | U.S. & Poss., etc.                 | 62,824        | 60.6  | 15,366        | 47,458          |   |
| Can  | ada                                | 4,656         | 4.5   | 857           | 3,799           |   |
| Mex  | ico                                | 79            | 0.1   | 52            | 27              |   |
|      | ary or Civilian<br>sonnel Overseas |               |       |               |                 |   |
| Othe | er International                   | 36,072        | 34.8  | 3,794         | 32,278          |   |
|      | Total International                | 40,807        | 39.4  | 4,703         | 36,104          |   |
| E-M  | ail Address Only                   | ,             |       | -, •          | ,               |   |
|      | er Unclassified                    | _             |       |               |                 |   |
|      | Grand Total                        | 103,631       | 100.0 | 20,069        | 83,562          |   |
|      | Alle IVIGI                         | ,             |       | -4,000        | 00,002          |   |



## ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS Sold During 6 Month Period Ended June 30, 2009

|   | Total<br>Paid  | Print<br>Only                                | Digital<br>Only | Print<br>& Digital<br>(Unduplicated |
|---|----------------|--|-----------------|-------------------------------------|
| Basic Prices: Subscriptions: U.S., 1 yr. \$89.00; 2 yrs. \$150.00; 3 yrs. \$215.00. Canada, 1 yr. \$94.00; 2 yrs. \$160.00; 3 yrs. \$220.00. International, 1 yr. \$139.00; 2 yrs. \$238.00; 3 yrs. \$332.00 Single Copy: \$10.00 | , and          | J,   | <b>,</b>        | (                                   |
| Sales include Premium Values Basic & higher than basic:   | 1,795          | 1,781  | . 14            | None                                |
| 75% - 99% of basic:   | 1,496<br>1,212 | 1,493<br>478                                 | 3<br>734        | None<br>None                        |
| 50% - 74% of basic:   | 2.168          | 1.303  | 865             | None                                |
| Less than 25% of basic:   | 3,316          | 2,124  | 1,192           | None                                |
| Total   | 9,987          | 7,179  | <b>2,80</b> 8   | None                                |
| TERM DATA   |                | <u>.                                    </u> |                 |                                     |
| Three years or more   | 1,017          | 915  | 102             | None                                |
| Two years or more but less than three   | 581            | 390  | 191             | None<br>None                        |
| One year or more but less than two  | 6,338<br>2,051 | 4,135<br>1. <b>7</b> 39                      | 2,203<br>312    | None                                |
| Total   | 9,987          | 7,179  | 2,808           | None                                |
| SALES CHANNELS  |                |  | <u> </u>        |                                     |
| Ordered by mail and/or directly requested by subscriber Ordered through salespeople:  | 8,340          | 5,5 <b>7</b> 1                               | 2,769           | None                                |
| Catalog agencies and individual agents  | None           | None   | None            | None                                |
| Publisher's own and other publishers' salespeople   | None<br>1.257  | None<br>1,218                                | None<br>39      | None<br>None                        |
| Independent agencies' salespeople   | None           | None   | None            | None                                |
| All other channels, See Par. 11(h)  | 390            | 390  | None            | None                                |
| Total   | 9,987          | 7,179  | 2,808           | None                                |
| PREMIUM USAGE   |                |  |                 |                                     |
| Ordered without premium   | 9.987          | 7,179  | 2,808           | None                                |
| Ordered with reprinted material from this publication   | None           | None   | None            | None                                |
| Ordered with other premiums   | <del>-</del>   |  |                 | None<br>None                        |
|   |                |  |                 | 1                                   |

# ADDITIONAL CIRCULATION INFORMATION

| _ |   |      |    |   |                           |
|---|---|------|----|---|---------------------------|
| 9 | POST EXPIRATION COPIES INCLUDED IN PAID CIRCULATION   |      | 10 | RENEWAL ANALYSIS OF PAID CIRCULATION  |                           |
|   | Percentage of paid subscriptions serviced, from 1 issue to 3 months beyond expiration, on the May 25, 2009 issue                        | 8.3% |    | Total expirations during 12 months November 1, 2007 thru October 31, 2008 Total renewals of those expirations | 82,182<br>69,012<br>84.0% |
|   | Average percentage of paid subscriptions serviced, from 1 issue to 3 months beyond expiration, for the period covered by this statement | 8.6% |    | Renewal percentage  | 04.0 %                    |



## <u>Oil & Gas Journal</u>

This form, printed on blue paper, is used by business publications having all qualified paid circulation, not claiming any qualified non-paid circulation.

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#### **EXPLANATORY**

Audit Cycle: December Ending.

- (a) Print Only Individual subscriptions, averaging 19,834 copies per issue, represent copies served to individuals receiving the print version only of OIL & GAS JOURNAL.
- (b) Digital Only Individual subscriptions, averaging 5,475 copies per issue, represent copies served to individuals receiving the digital version only. The digital version of OIL & GAS JOURNAL is made available to subscribers through a password secure web site wherein an e-mail notice is sent to recipients notifying them of the availability of each issue.
- (c) Multi-Copy Same Addressee, Print Only subscriptions, averaging 427 copies per issue, represent copies sold in quantities of 2 to 110 to business concerns at basic prices, receiving the print version only of OIL & GAS JOURNAL. Copies were shipped to purchaser for redistribution.
- (d) Multi-Copy Same Addressee, Digital Only subscriptions, averaging 79,167 copies per issue, represent copies served in quantities of 250 to 15,000 to purchasers receiving the digital version only at basic prices. The digital version of OIL & GAS JOURNAL is made available to subscribers through a password-secure web site wherein an e-mail notice is sent to recipients notifying them of the availability of each issue.
  - (e) Miscellaneous includes checking and promotion copies, averaging 1,506 copies per issue, served to advertisers and agencies.
  - (f) Countries that equal or exceed 5% of the total circulation:

Brazil

10,445

France

10,337

(g) Authorized prices with 5% or more of total subscription sales:

1 yr. \$89.00

3 yrs. \$99.00

- (h) All other channels represent copies served to subscribers obtained from shows.
- (i) It is the practice of the publisher to expire all subscriptions on a monthly basis and therefore, some new subscribers may receive one to four issues more than entitled to, but no offer of this kind is made to subscribers.

Definition of Recipient Qualification:

Qualified recipients are: companies and their officials, directors, managers, engineers, superintendents, supervisors, foremen, tool pushers, drillers, chemists, geologists, geophysicists, lease, land and legal and other operations and maintenance personnel in the field served as well as government agencies, educational institutions, associations, libraries, financial, insurance, legal firms and others allied to the field.

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 Audit Bureau of Circulations' Bylaws and Rules

Parent Company: Pennwell Corporation

**TOMMIE GRIGG** 

PAUL WESTERVELT

Audience Development Manager

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