

PUBLICATION AUDIT REPORT

Reinstatement Audit Period: January 1, 2013 – September 30, 2014

The Weirs Times / The Cocheco Times

515 Endicott N Laconia, NH 03246 (603) 366-8463 x317 (603) 366-7301 FAX

EMAIL: dlawton@weirs.com www.theweirstimes.com

1. Audited Media Platforms

Print Publication: Average Net Circulation:

Net Circulation: 27,508 (Print Edition)



Creator a Lake Win Museum Con Statute, July 1 American Cond Let en et al. (1997) American Condition Cond

OLYMPIC HOPEFULS USED NEW HAMPSHIRE
TRAINING GROUND FIFTY YEARS AGO

The Nacional Interpretation of the Continues Interpretation of



ALIE JEWELERS CELEBRATING
100 YEARS IN DOVER

by David Colby

Controls are from the 20th century when a young apprentice watchmaker audied the workings of the timpieces of his grander at union and became a highly-regarded watch ments

repairman. Just a hundred years ago this week,
froos a humble beginning
in the back of a local hirneas shop, Albert E. Alie
used his takent to set a
course and founded what
would become one of the
oldest retail establishments on the New Hampments on the New Hamp-

prime movers of raw 6 terials, finished goods 1 people. When the it trans-continental lead was completed 889; the need to keep

The large Apple Harvest Food Court will be set up at Henry Low Park.

A great time is guaranteed to all.

For more into call the Bover Chamber at 603-742-2218 or viait wave dovernhorg.

Day In

2. Publication Information

Number of Editions: Two

Format / Average Page Count: Tabloid / 32 Pages

Circulation Cycle: Weekly

Ownership: Weirs Publishing Co., Inc.

Year Established: 1993

Publication Type: Community Newspaper

Content: 35% Advertising / 65% Editorial

Circulation Paid/Unpaid: 100% Unpaid / <1% Paid / 0% Sponsored

Primary Delivery Methods: <1% Mail / 100% Controlled Bulk & Single Copy

Insert Zoning Available: Yes - Zone CVC Member Number: 17-0910

DMA/CBSA: Boston, MA / Laconia, NH

Audit Funded By: Community Papers of New England





3. Rate Card and Mechanical Data

Rate Card Effective Date: January 1, 2013

Mechanical Data: Five (5) columns x 12.685-inch column depth

Full page: 10.25" wide X 12.685" depth.

Open Rate: Local: \$9.50 - \$12.50 per column inch

National: \$12.50 per column inch

Insert Open Rate: \$45.00 per thousand
Classified Rate: \$12.00 up to 30 words
Deadline Day & Time: Friday by 12 Noon

Additional rates may be available from the publisher.

4. Contact Information

Publisher:David LawtonEMAIL: dlawton@weirs.comAdvertising:David LawtonEMAIL: dlawton@weirs.comCirculation:Craig RichardsonEMAIL: craig@weirs.com





5. Audited Circulation, Distribution and Net Press Averages - Print Edition

CVC Account Number: 17-0910	Thursday	The Weirs Times / The Cocheco Times Laconia, NH
Audit Period Summary		
Average Net Circulation	(5-H)	27,508
Average Gross Distribution	(5-F)	28,269
Average Net Press Run	(5-A)	28,368
Audit Period Detail		
A. Average Net Press Run		28,368
B. Office / File		99
C. Controlled Distribution		
1. Carrier Delivery		0
•	livery / Demand Distribution	28,119
3. Mail	,, = 5	0
4. Requestor Mail		0
5. Controlled Waiting	Rooms	0
6. Controlled Hotels		0
7. Events, Fairs, Festiv	vals and Trade Shows	0
8. Controlled Education		0
9. Restock & Office Se		0
Total Average Controlled Dist		28,119
Controlled Returns	. I bation	(761)
TOTAL AVERAGE CONTROLLE	D CIRCUII ATION	27,358
D. Paid Distribution	Demediation	27,550
1. Carrier Delivery		0
2. Single Copy		0
3. Mail		150
4. Paid Waiting Room		0
5. Paid Hotels		0
6. Paid Education		0
7. Restock & Office Se	arvico.	0
Total Average Paid Distribution	ווכ	150
Paid Returns	ATION	(0)
TOTAL AVERAGE PAID CIRCUI		150
E. Sponsored / Voluntary Paid	Distribution	_
1. Carrier Delivery		0
2. Single Copy		0
3. Mail	_	0
4. Sponsored Waiting		0
5. Sponsored Education		0
6. Restock & Office Se		0
Total Average Sponsored Dist	ribution	0
Sponsored Returns		(0)
TOTAL AVERAGE SPONSORED	CIRCULATION	0
F. Average Gross Distribution		28,269
G. Total Unclaimed / Returns		(761)*
H. Average Net Circulation		27,508

OUR DATA SPEAKS VOLUMES

Explanatory - Print

PARAGRAPH FIVE AUDIT PERIOD SUMMARY

AVERAGE NET CIRCULATION: Average net circulation based on quarterly averages for the audit period indicated. (Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G)). See audit period detail (H). **AVERAGE GROSS DISTRIBUTION:** Average gross distribution based on quarterly averages for the audit period indicated. (Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C)). See audit period detail (F).

NET PRESS RUN: Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies. See audit period detail (A).

AUDIT PERIOD DETAIL

- **A. 1. NET PRESS RUN:** Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies.
- **B. 1. OFFICE / FILE**: Undistributed editions maintained by the publisher for office purposes. Office / File editions do not qualify as controlled, paid, or sponsored distribution.
- C. CONTROLLED DISTRIBUTION (NON-PAID): Editions distributed by the publisher free of charge.
- CARRIER DELIVERY: Editions delivered by private carrier to single family residences, and/or multi-family residences, and/or businesses.
- 2. CONTROLLED BULK / DEMAND DISTRIBUTION: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5E returns.
- 3. MAIL: Editions delivered by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or Post Office Boxes.
- 4. REQUESTOR MAIL: Editions delivered on a requestor basis by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or Post Office Boxes. Qualified requestor circulation is audited by the United States Postal Service
- 5. CONTROLLED WAITING ROOMS: Editions delivered to the waiting areas of local business and office buildings, including, but not limited to salons, medicals offices and professional firms.
- 6. CONTROLLED HOTELS: Editions distributed to area hotels and available to individual readers. Subject to paragraph 5E returns.
- **7. EVENTS, FAIRS, FESTIVALS and TRADE SHOWS**: Editions distributed to attendees and members of conventions, local fairs, festivals, trade shows and available to individual readers. Subject to paragraph 5E returns.
- **8. CONTROLLED EDUCATION**: Editions distributed to area schools or educational institutions and available to individual readers. Subject to paragraph 5E returns.
- **9. RESTOCK / OFFICE SERVICE**: Editions maintained and distributed by the publisher for restock of newsracks, newsstands, area retail businesses, office deliveries, and advertising purposes during the edition cycle. Subject to paragraph 5E returns.

CONTROLLED RETURNS: Distributed editions, in the controlled distribution categories, returned to the publisher unsold and/or unclaimed during the edition cycle *(See paragraph 12 for CVC return/unclaimed confirmation.) Publications with greater than 25% returnable source distribution must report returns or unclaimed copies to qualify for net circulation reporting.

- D. PAID DISTRIBUTION: Editions distributed by the publisher through paid subscription or other monetary exchange with individual readers
- 1. CARRIER DELIVERY: See C1 for explanation of carrier home delivery.
- **2. SINGLE COPY**: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5E returns.
- 3. MAIL: See C3 for explanation of mail distribution.
- 4. PAID WAITING ROOMS: See C5 for explanation of waiting room distribution.
- 5. PAID HOTELS: See C6 for explanation of hotel distribution.
- 6. PAID EDUCATION: See C8 for explanation of NIE distribution.
- 7. RESTOCK / OFFICE SERVICE: See C9 for explanation of Restock and Office distribution.

PAID RETURNS: See section C: Controlled Returns for explanation of returns reporting *(See paragraph 12 for CVC return/unclaimed confirmation.)

- **E. SPONSORED / VOLUNTARY PAID DISTRIBUTION**: Editions distributed by the publisher that are sponsored by a third party monetary exchange or voluntary reader payment system.
- 1. CARRIER DELIVERY: See C1 for explanation of carrier home delivery.
- 2. SINGLE COPY: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers on a voluntary pay basis. Subject to paragraph 5E returns.
- 3. MAIL: See C3 for explanation of mail distribution.
- **4. SPONSORED WAITING ROOMS**: See C5 for explanation of waiting room distribution.
- 5. SPONSORED EDUCATION: See C8 for explanation of NIE distribution.
- 6. RESTOCK / OFFICE SERVICE: See C9 for explanation of Restock and Office distribution.

SPONSORED RETURNS: See section C: Controlled Returns for explanation of returns reporting *(See paragraph 12 for CVC return/unclaimed confirmation.)

- **F. 1. AVERAGE GROSS DISTRIBUTION**: Average gross distribution based on quarterly averages for the audit period indicated. (Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C)).
- **G. 1. UNCLAIMED / RETURNS**: Distributed editions returned to the publisher unsold and/or unclaimed during the edition cycle *(See paragraph 12 for CVC return/unclaimed confirmation.)
- H. 1. AVERAGE NET CIRCULATION: Average net circulation for the audit period indicated. (Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G)).



- **6A. Audited Average Website Reporting www.theweirstimes.com Not Reported**
- 6B. Audited Online/Digital Edition Reporting Not Reported
- 6C. Text Media Not Applicable
- 6D. Social Media Not Applicable
- 6E. Email Media Not Applicable
- 6F. Video & Podcast Media Not Applicable

7. Average Print Circulation History

	=				
YEAR	AUDIT SOURCE	Q1	Q2	Q3	Q4
01/01/14-12/31/14	CVC	26,340	27,385	27,396	-
01/01/13-12/31/13	CVC	26,957	28,029	29,030	27,414
01/01/12-12/31/12	CVC	27,281	28,155	30,060	27,428
01/01/11-12/31/11	CVC	25,764	27,303	29,876	27,155
01/01/10-12/31/10	CVC	24,344	26,382	28,593	25,886
01/01/09-12/31/09	CVC	27,682	28,442	29,866	26,219
01/01/08-12/31/08	CVC	26,825	27,821	29,107	27,443
01/01/07-12/31/07	CVC	26,815	27,986	29,016	26,519
04/01/06-12/31/06	CVC	-	28,453	28,482	27,635

8. Distribution by Zip Code (6/5/2014 Edition) Thursday

ZIP	CITY / AREA	COUNTY	STATE	CARRIER	CONTROLLED	MAIL	OFFICE /	TOTAL
CODE				DELIVERY	BULK / SINGLE COPY		RESTOCK	
03106	Hooksett	Merrimack	NH	0	200	0	0	200
03217	Ashland	Grafton	NH	0	325	0	0	325
03218	Barnstead	Belknap	NH	0	5	0	0	5
03220	Belmont	Belknap	NH	0	100	0	0	100
03222	Bristol	Grafton	NH	0	1,030	0	0	1,030
03224	Canterbury	Merrimack	NH	0	200	0	0	200
03225	Center Barnstead	Belknap	NH	0	20	0	0	20
03226	Center Harbor	Belknap	NH	0	475	0	0	475
03235	Franklin	Merrimack	NH	0	1,110	0	0	1,110
03237	Gilmanton	Belknap	NH	0	50	0	0	50
03245	Holderness	Grafton	NH	0	75	0	0	75
03246	Laconia	Belknap	NH	0	3,695	0	0	3,695
03249	Gilford	Belknap	NH	0	3,425	0	0	3,425
03253	Meredith	Belknap	NH	0	2,750	0	0	2,750
03254	Moultonborough	Carroll	NH	0	475	0	0	475
03256	New Hampton	Belknap	NH	0	400	0	0	400
03258	Chichester	Merrimack	NH	0	8	0	0	8
03263	Pittsfield	Merrimack	NH	0	10	0	0	10
03264	Plymouth	Grafton	NH	0	1,075	0	0	1,075
03276	Tilton	Belknap	NH	0	3,000	0	0	3,000
03289	Winnisquam	Belknap	NH	0	150	0	0	150
03301	Concord	Merrimack	NH	0	2,142	0	0	2,142
03303	Penacook	Merrimack	NH	0	25	0	0	25
03307	Loudon	Merrimack	NH	0	180	0	0	180
03801	Portsmouth	Rockingham	NH	0	650	0	0	650
03809	Alton	Belknap	NH	0	2,125	0	0	2,125



8. Distribution by Zip Code (6/5/2014 Edition) Thursday

ZIP CODE	CITY / AREA	COUNTY	STATE	CARRIER DELIVERY	CONTROLLED BULK / SINGLE COPY	MAIL	OFFICE / RESTOCK	TOTAL
03810	Alton Bay	Belknap	NH	0	40	0	0	40
03816	Center Tuftonboro	Carroll	NH	0	50	0	0	50
03820	Dover	Strafford	NH	0	1,185	0	0	1,185
03835	Farmington	Strafford	NH	0	40	0	0	40
03864	Ossipee	Carroll	NH	0	625	0	0	625
03867	Rochester	Strafford	NH	0	2,860	0	0	2,860
03878	Somersworth	Strafford	NH	0	176	0	0	176
03886	Tamworth	Carroll	NH	0	50	0	0	50
03890	West Ossipee	Carroll	NH	0	400	0	0	400
03894	Wolfeboro	Carroll	NH	0	745	0	0	745
Misc.	Assorted	Assorted	NH	0	0	229	0	229
TOTAL				0	29,871	229	0	30,100

9. Distribution by County (6/5/2014 Edition) Thursday

COUNTY	CITY / AREA	STATE	CARRIER DELIVERY	CONTROLLED BULK / SINGLE COPY	MAIL	OFFICE / RESTOCK	TOTAL
Belknap	Alton Bay Barnstead Belmont Center Barnstead Center Harbor Gilford Gilmanton Laconia Meredith New Hampton Tilton Winnisquam	NH	0	16,235	0	0	16,235
Carroll	Center Tuftonboro Moultonborough Ossipee Tamworth West Ossipee Wolfeboro	NH	0	2,345	0	0	2,345
Grafton	Ashland Bristol Holderness Plymouth	NH	0	2,505	0	0	2,505
Merrimack	Canterbury Chichester Concord Franklin Hooksett Loudon Pittsfield Penacook	NH	0	3,875	0	0	3,875
Rockingham	Portsmouth	NH	0	650	0	0	650
Strafford	Dover Farmington Rochester Somersworth	NH	0	4,261	0	0	4,261
Misc.	Assorted	NH	0	0	229	0	229
TOTAL			0	29,871	229	0	30,100



10. Verification of Distribution – Mail and Carrier Delivery Distribution

The Weirs Times / The Cocheco Times did not report significant carrier delivery or mail distribution during the audit period. Carrier delivery is verified through the review of carrier statements and/or additional publisher support documents. Mail distribution is verified through the review of postal mail statements and/or additional publisher support documents.

11. Verification of Distribution – Controlled Bulk / Demand Distribution / Single Copy

The Circulation Verification Council performed delivery verification in the primary market areas indicated in paragraph nine. Delivery verification can include, but is not limited to, on-site verification, business and cell phone interviews, online, email, and/or social media contact. Delivery verification source data can include, but is not limited to, business and cell phone listings, publisher delivery lists, opt-in email, online, and/or social media databases. Circulation Verification Council performed the delivery verification from locations chosen randomly from the publication's delivery list(s). The purpose was to verify whether the distribution and return quantities reported by the publisher are reasonable and accurate.

CVC verification substantiates The Weirs Times / The Cocheco Times's claim of 761 returnable source distributed editions returned to the publisher unclaimed after the edition cycle.

12. Paid Reporting Analysis

CARRIER DELIVERY	Basic Rates: N/A
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	0
MAIL	Basic Rates: \$37.00 / 1-Year **(Discontinued during the audit period)
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	150
Over 75% of basic rate	0
Over 50% of basic rate	0
Over 25% of basic rate	0
1%-24% of basic rate	0
Less than 1% of basic rate*	0
SPONSORED	Basic Rates: N/A
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	0
SINGLE COPY	COVER PRICE: N/A
	AVERAGE WHOLESALE RATE: N/A



13. Council Audit Statement

Circulation Verification Council (CVC) reviewed the printing, distribution, circulation, technology, and general business records of this publication for the purpose of compiling this information. The review was completed using Council audit procedures considered necessary under the circumstances of the audit in compliance with CVC Rules and Regulations. In our opinion, this report fairly and accurately represents the publication's printing, distribution, circulation, and technology reporting for the period indicated. The publication has sworn that the information presented for this audit reporting is accurate and supplied CVC with general business records substantiating the information under audit review. This report is released subject to the provisions of the CVC Rules & Regulations which are hereby incorporated by reference. CVC Rules & Regulations may be amended from time to time without notice at the sole discretion of CVC. In no event shall CVC be liable for indirect, incidental, consequential, special, or punitive damages, or damages for lost profits, lost income, or lost savings arising by negligence, intended conduct, breach of contract, or otherwise. CVC reports and data are released for the sole use of advertising purchase evaluations and any use for valuations or determination of value is strictly prohibited. This report is subject to copyright laws and may only be reproduced by the publisher.



The current status of this report expires December 31, 2015.

If this report is presented after December 31, 2015 please call the toll-free number listed below.



The Weirs Times / The Cocheco Times - Laconia, NH - 17-0910 - Supplemental Readership Study

The Circulation Verification Council surveyed The Weirs Times / The Cocheco Times readers in the primary market areas indicated in publication's CVC audit report. The purpose was to identify the number of individuals who indicate they have read at least two of the last four issues of the publication, and gather study information solely for advertising purchase evaluations. Market statistics estimates appearing in CVC reports, when available, are obtained from EASI Software. CVC study sources can include, but are not limited to, residential and cell phone surveys, online surveys, email surveys, and/or social media surveys. Study source data can include, but is not limited to, residential phone listings, cell phone exchanges, publisher delivery lists, opt-in email, online, and/or social media databases. Residential and cell phone survey populations consisted of adults age 18 and over, living in households within the survey area. Within this area, each individual had a known (or "non-zero") probability of being selected for the random sample. Surveys were conducted solely with pre-designated respondents and no substitutions were permitted. Initial survey attempts were spread evenly across all survey days (i.e., Tuesday through Saturday). A minimum of 250 completed surveys, or 2.5% of net circulation for publications under 10,000 net circulation is required with no more than one survey per household. Survey Procedures: To ensure the highest degree of comparability and to facilitate the survey process, a standard, consistent, specified list of questions was asked. Surveys were conducted over a minimum period of three weeks to minimize the impact of weather and/or special news stories. Every effort was made to ensure that surveys were assigned randomly by day and that an approximately equal number of surveys were completed on each survey day. Where appropriate, data was balanced and/or weighted by ZIP code using up-to-date known demographics: gender, age, number of adults in household and ethnicity in those cases where one minority comprised no less than ten percent of the total population. Nonresponses to any single question were eliminated from the survey. In all cases, at least six attempts were made to contact all predesignated respondents. Every effort was made to surmount language, cultural, behavioral and other barriers to a successful survey; and to the extent feasible, contact attempts were scheduled on a random basis. During the survey process, no questions were asked prior to the readership question, with the exception of a qualifying question designed to determine the ZIP code of the individual; and a general warm-up call explanation designed to put the respondent at ease. Warm-up questions did not include any reference to a publication itself or the nature of the study information. The study followed recommended guidelines developed in part from established media usage and evaluation guidelines. Survey totals may not equal 100% due to rounding. The Circulation Verification Council estimates that all the information in this survey has a maximum error margin of +/-3.5% at the 95% confidence level. *0 Survey respondents were interviewed during the verification of carrier delivery and mail distribution. 333 Survey respondents reported reading a minimum of two of the last four issues through single copy, controlled bulk, or pass along distribution. O Survey respondents responded to a geo-coded outbound email verification. This publication did not participate in the CVC online survey program.

Average readers per edition during the audit period: 2.50

*Readership estimates compiled from 2014 CVC circulation & readership study data.

1. The (Weirs Times / The Cocheco Times) is distributed regularly in your area. Do you regularly read or look through The Weirs Times / The Cocheco Times?

YES 333 Survey Respondents

2. Do you frequently purchase products or services from ads seen in The Weirs Times / The Cocheco Times?

YES 259 77.8% NO 74 22.2%

3. How long do you keep The Weirs Times / The Cocheco Times before discarding it?

42% 1-2 Days
38% 3-4 Days
07% 5-6 Days
13% 1 Week or More

4. Reader Gender (Voice recognition - Gender Bias Rotation)

Reader Market
Demographics Demographics

42% 49% Male Readers 58% 51% Female Readers



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5. Please select the category that best describes your age.

Reader	Market	
Demographics	Demograp	hics
01%	05%	18 - 20
03%	07%	21 - 24
13%	16%	25 - 34
21%	15%	35 - 44
24%	20%	45 - 54
22%	18%	55 - 64
13%	10%	65 - 74
02%	06%	75 - 84
01%	03%	85 years or older

6. What category best describes your combined annual household income for last year?

Reader	Market	
Demographics	Demogr	aphics
01%	09%	under \$15,000
03%	08%	\$15,000 - \$24,999
08%	09%	\$25,000 - \$34,999
15%	13%	\$35,000 - \$49,999
25%	20%	\$50,000 - \$74,999
20%	15%	\$75,000 - \$99,999
11%	10%	\$100,000 - \$124,999
08%	06%	\$125,000 - \$149,999
05%	05%	\$150,000 - \$199,999
04%	05%	over \$200,000

7. What is the highest level of education you have obtained?

Reader	Market	
Demographics	Demogr	aphics
01%	08%	Some High School or Less
28%	29%	Graduated High School
33%	31%	Some College
26%	21%	Graduated College
10%	08%	Completed Master Degree
01%	02%	Completed Professional Degree
01%	01%	Completed Doctorate Graduate







- 8. Which of the following products or services do you plan to purchase during the next twelve months?
- 12% New Automobile

(% = Positive respondents)

- 24% Used Automobile
- 20% Antiques / Auctions
- 41% Furniture / Home Furnishings
- 15% Major Home Appliance
- 22% Computers / Tablets / Laptops
- 35% Home Improvements / Home Improvement Supplies
- 27% Television / Electronics
- 15% Carpet / Flooring
- 60% Automobile Accessories (tires, brakes & service)
- 39% Lawn & Garden Supplies
- 28% Florist / Gift Shops
- 17% Home heating / Air conditioning (service, new equipment)
- 61% Vacations / Travel
- 07% Real Estate
- 71% Men's Apparel
- 74% Women's Apparel
- 41% Children's Apparel
- 03% Boats / Personal Watercraft
- 09% Art & Crafts Supplies
- 15% Childcare
- 28% Education / Classes
- 06% Attorney
- 29% Veterinarian
- 13% Chiropractor
- 20% Financial Planner (Retirement, Investing)
- 54% Tax Advisor / Services
- 30% Health Club / Exercise Class
- 34% Cleaning Services (Carpet Cleaning, Air Duct Cleaning, Home Cleaning)
- 14% Weight Loss
- 32% Lawn Care Service (Maintenance & Landscaping)
- 27% Legal Gambling Entertainment (Lottery, Casinos, Racetracks, Bingo)
- 71% Pharmacist / Prescription Service
- 32% Cell Phone or Smart Phone (New Service or Update Service)
- 83% Dining & Entertainment
- 17% Jewelry
- 08% Wedding Supplies
- 26% Athletic & Sports Equipment
- 11% Motorcycles / ATV's



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