# COMPOSITES

# **BRAND REPORT**

### FOR THE 6 MONTH PERIOD ENDED DECEMBER 2014



TECHNOLOGY

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment which must be made by the user of the report.

BRAND REPORT

Gardner Business Media, Inc 6915 Valley Avenue Cincinnati, OH 45244 Tel. No.: (800) 950-8020 FAX No.: (513) 527-8801 www.compositesworld.com rjacobs@gardnerweb.com **COMPOSITES TECHNOLOGY** is a business-to-business media brand that produces a bi-monthly print magazine, digital media, research and live events for the global composites market. Composites Technology's editorial team and expert contributors produce information on new product technology, operational best practices, market intelligence and industry news.

#### **BRAND REPORT PURPOSE**

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

### **CHANNELS**

### COMPOSITES TECHNOLOGY MAGAZINE



3 Issues in the period 25,987 average circulation

### COMPOSITES TECHNOLOGY E-NEWSLETTERS



2 E-Newsletters in the period 38 total issued in the period 37,810 average per occurrence 37,759 average per occurrence Shared Media Channel – See Note 1

### COMPOSITES TECHNOLOGY WEBSITE



80,448 average unique browsers Shared Media Channel – See Note 2

## **EXECUTIVE SUMMARY**

Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
COMPOSITES TECHNOLOGY MAGAZINE (3 issues in the period)	25,987	-	25,987
a. Print	21,005	-	21,005
b. Digital	4,982	-	4,982
1. Requested	4,982	-	4,982
2. Non-Requested	-	-	-
COMPOSITESWORLD E-NEWSLETTERS	-	-	-
a. CompositesWorld Weekly (26 issued in the period)	37,810	-	37,810
b. CompositesWorld Extra (12 issued in the period)	37,759	-	37,759
COMPOSITESWORLD WEBSITE (Monthly Unique Browsers with 219,136 average Page Impressions)	80,448	-	80,448

Note 1: Shared Media Channels CompositesWorld Weekly and CompositesWorld Extra E-Newsletters – serving both Composites Technology and High Performance Composites.

Note 2: Shared Media Channel www.compositesworld.com - serving both Composites Technology and High Performance Composites.

#### **FIELD SERVED**

COMPOSITES TECHNOLOGY serves the following fields: fabrication/manufacturing of composites products; OEM/end use of composites structures or components; manufacturing of composites processing machinery/supplies; composites repair facilitates; composites tooling/tooling materials manufacturing; composite material manufacturing/converter/ supplier/distributor; government (including DOT, state, municipality, DOD, NASA, etc.); civil engineering/construction firms; educational/research/testing facilities; and other fields related to the composites industry.

#### **DEFINITION OF RECIPIENT QUALIFICATION**

Oualified recipients are personnel in corporate/company management, manufacturing production and engineering, design, quality control/assurance, R&D, purchasing, and other titled and non-titled personnel, including company copies.

#### **AVERAGE NON-QUALIFIED CIRCULATION**

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	19
Advertiser and Agency	877
Allocated for Trade Shows and Conventions	300
All Other	1,157
TOTAL	2,353

#### 1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

	Total O	Total Qualified		Non-Paid	Qualified Paid		
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Individual	25,987	100.0	25,987	100.0	-	-	
Sponsored Individually Addressed	-	-	-	-	-	-	
Membership Benefit	-	-	-	-	-	-	
Multi-Copy Same Addressee	-	-	-	-	-	-	
Single Copy Sales	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	25,987	100.0	25,987	100.0	-	-	

#### 1a. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - PRINT

	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid
QUALIFIED						
CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	21,005	100.0	21,005	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	21,005	100.0	21,005	100.0	-	-

#### 1b. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - DIGITAL

•	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	4,982	100.0	4,982	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	4,982	100.0	4,982	100.0	-	-

#### 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2014 Issue	Number Removed	Number Added	Print	Digital	Total Qualified
August	336	437	21,266	5,019	26,285
October	264	510	21,393	5,138	26,531
December	4,358	2,975	20,355	4,789	25,144
TOTAL	4,958	3,922			

#### 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF DECEMBER 2014 This issue is 4.8% or 1,264 copies below the average of the other 2 issues reported in Paragraph 2

						CLAS	SIFICATIO	N BY FUNCTION	ON	
					Corporate/					
					Company	Mfg	Design,			
	TOTAL	PERCENT			Manage-	Production &	R&D, Q/A	,	Sales &	Other Qual,
BUSINESS/INDUSTRY	QUALIFIED	OF TOTAL	Print	Digital	ment	Engineering	Q/C	Purchasing	Marketing	N.E.C.
Fabricator/ Manufacturer of Composites Products	9,142	36.4	7,576	1,566	3,049	3,941	1,208	158	494	292
OEM/End User of Composites Structures or Component	3,679	14.6	3,229	450	675	2,159	577	74	73	121
MFG of Composites Processing Machinery/Supplies	1,121	4.5	1,001	120	384	405	129	10	162	31
Composites Repair Facility	414	1.6	320	94	151	201	34	2	5	21
Composites Tooling/Tooling Materials Manufacturer	642	2.6	568	74	235	267	60	10	50	20
Composite Material Manufacturer/Converter/Supplier	1,612	6.4	1,090	522	480	424	250	20	343	95
Government (Inc. DOT, State, Municipality, DOD, NASA Distributor Etc)	1,782	7.1	1,713	69	112	1,321	271	9	3	66
Civil Engineering/ Construction Firm	1,183	4.7	1,105	78	320	611	197	4	12	39
Educational/Research/Testing Facility	1,204	4.8	537	667	128	261	218	1	22	574
Product design/prototyping/consulting firm	2,599	10.3	1,958	641	975	923	408	11	65	217
Other	1,766	7.0	1,258	508	585	612	225	18	165	161
TOTAL QUALIFIED CIRCULATION	25,144	100.0	20,355	4,789	7,094	11,125	3,577	317	1,394	1,637
PERCENT	100.0		81.0	19.0	28.2	44.3	14.2	1.3	5.5	6.5

CORPORATE EXECUTIVE: titles include Chairman, General Manager, Owner, Partner, President and Vice President.

MANUFACTURING PRODUCTION MANAGEMENT: titles include Plastics Coordinator, Plastics Director, Plastics Manager, Advanced Mfg Director, and other qualified titles.

MANUFACTURING PRODUCTION DEPARTMENT: titles include Plastics Group Leader, Injection Molding Foreman, Department Supervisor, Mfg Supervisor, Production Supervisor and other

MANUFACTURING ENGINEERING MANAGEMENT: titles include Chief Tool Engineer, Chief of Manufacturing Development, Director of Production Engineering, Plastics Engineer and other

qual titles.

MANUFACTURING ENGINEERING (ENGINEERS): include most engineering titles where the individual does not manage the department.

MANUFACTURING (OTHER MANUFACTURING PERSONNEL): titles include Diemaker, Mold maker, Machine Operator and other qual titles.

FACTORY AUTOMATION MANAGEMENT: titles include Factory Automation Manager, Chief Factory Automation Engineer, Manager of Systems Design and Chief Systems Engineer.

FACTORY AUTOMATION ENGINEERS: titles include Factory Automation Engineer, Automation Foreman, Systems Designer and Systems Engineer.

PRODUCT DESIGN, RESEARCH AND DEVELOPMENT MANAGEMENT: titles include Director of Design Engineering, Chief Draftsman, Manager of Product Engineering, Director of Research

PRODUCT DESIGN, RESEARCH AND DEVELOPMENT ENGINEERS titles include Design Project Engineer, Development Engineer, Research & Design Engineer and other titles.

PRODUCT DESIGN, RESEARCH AND DEVELOPMENT (OTHER DESIGN PERSONNEL): titles include Designer, Parts Designer, Draftsman and other qual titles.

QUALITY ASSURANCE/CONTROL MANAGEMENT: titles include Quality Assurance Manager, Quality Control Director, Chief of Quality Engineering, and other titles.

QUALITY ASSURANCE/CONTROL ENGINEERS: titles include Quality Assurance Engineer, Quality Control Foreman, Quality Supervisor and other titles.

PURCHASING: titles include Buyer, Procurement Chief, Purchasing Manager and other qual titles. SALES & MARKETING: includes all Sales & Marketing titles.

Other NEC includes titles not elsewhere classified.

#### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED NON-PAID CIRCULATION FOR ISSUE OF DECEMBER 2014

		Qualified Withi	n				
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Print	Digital	Total Qualified	Percent
I. Direct Request:	18,807	5,619	-	19,637	4,789	24,426	97.2
II. Request from recipient's company:	611	-	-	611	-	611	2.4
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	102	-	-	102	-	102	0.4
V. <b>TOTAL</b> - Sources other than above (listed alphabetically):	5	-	-	5	-	5	-
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
Other sources	5	-	-	5	-	5	-
VI. Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	19,525	5,619	-	20,355	4,789	25,144	100.0
PERCENT	77.7	22.3	-	81.0	19.0	100.0	

### 3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF DECEMBER 2014

MAILING ADDRESS	Print	Digital	Total Qualified	Percent
Individuals by name and title and/or function	20,176	4,282	24,458	97.3
Individuals by name only	162	499	661	2.6
Titles or functions only	-	-	-	-
Company names only	17	8	25	0.1
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
TOTAL QUALIFIED CIRCULATION	20,355	4,789	25,144	100.0

#### AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

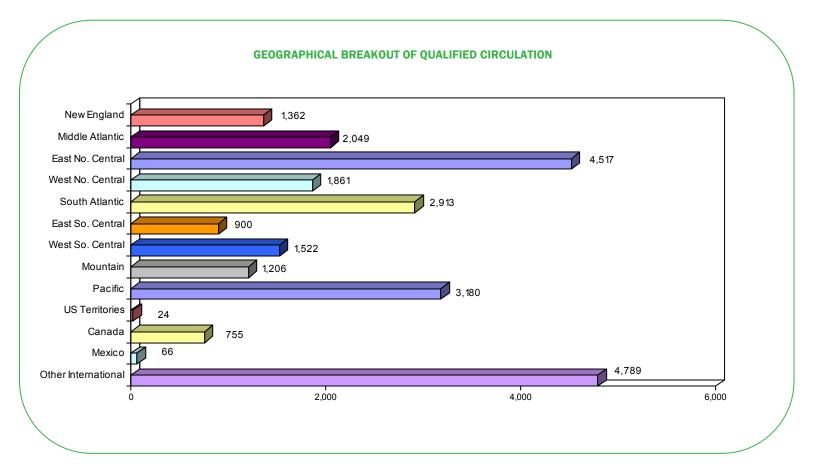
	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
6-Month Period Ended:	January - June 2012	July - December 2012	January - June 2013	July - December 2013	January - June 2014*	July - December 2014
Total Audit Average Qualified:	21,176	22,803	23,580	25,794	25,428	25,987
Qualified Non-Paid:	21,176	22,803	23,580	25,794	25,428	25,987
Print:	18,490	19,472	20,061	21,356	20,975	21,005
Digital:	2,686	3,331	3,519	4,438	4,453	4,982
Qualified Paid:	-	-	-	-	-	-
Print:	-	-	-	-	-	-
Digital:	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

<sup>\*</sup>NOTE: January - December 2014 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

<sup>\*\*</sup>NC = None Claimed.

	ISSUE OF DECEMBER 2014*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percen
Maine	142	-	142		Kentucky	192	-	192	
New Hampshire	130	-	130		Tennessee	325	-	325	
Vermont	78	-	78		Alabama	281	-	281	
Massachusetts	486	-	486		Mississippi	102	-	102	
Rhode Island	113	-	113		EAST SO. CENTRAL	900	-	900	3.6
Connecticut	413	-	413		Arkansas	101	-	101	
NEW ENGLAND	1,362	-	1,362	5.4	Louisiana	110	-	110	
New York	813	-	813		Oklahoma	173	-	173	
New Jersey	383	-	383		Texas	1,138	-	1,138	
Pennsylvania	853	-	853		WEST SO. CENTRAL	1,522	-	1,522	6.1
MIDDLE ATLANTIC	2,049	-	2,049	8.1	Montana	50	-	50	
Ohio	1,387	-	1,387		Idaho	86	-	86	
Indiana	538	-	538		Wyoming	30	-	30	
Illinois	834	-	834		Colorado	255	-	255	
Michigan	1,142	-	1,142		New Mexico	65	-	65	
Wisconsin	616	-	616		Arizona	361	-	361	
EAST NO. CENTRAL	4,517	-	4,517	18.0	Utah	253	-	253	
Minnesota	570	-	570		Nevada	106	-	106	
Iowa	256	-	256		MOUNTAIN	1,206	-	1,206	4.8
Missouri	442	-	442		Alaska	13	-	13	
North Dakota	49	-	49		Washington	674	-	674	
South Dakota	55	-	55		Oregon	221	-	221	
Nebraska	142	-	142		California	2,258	-	2,258	
Kansas	347	-	347		Hawaii	14	-	14	
WEST NO. CENTRAL	1,861	-	1,861	7.4	PACIFIC	3,180	-	3,180	12.6
Delaware	74	-	74		UNITED STATES	19,510	-	19,510	77.6
Maryland	297	-	297		U.S. Territories	24	-	24	
Washington, DC	29	-	29		Canada	755	-	755	
Virginia	371	-	371		Mexico	66	-	66	
West Virginia	76	-	76		Other International	-	4,789	4,789	
North Carolina	562	-	562		APO/FPO	-	-	-	
South Carolina	316	-	316		-				
Georgia	383	-	383		<b>TOTAL QUALIFIED</b>	20,355	4,789	25,144	100.0
Florida	805	-	805		CIRCULATION	20,000	4,103	20,177	100.0
SOUTH ATLANTIC	2,913	-	2,913	11.6					



CEUCDYDNICYL	DDEAKOLIT O	E ULIVI IEIED	CIDCIII ATION EO	R ISSUE OF DECEMBE	D 201/1*

Region/Country	Print	Digital	Total Qualified	Percent	Region/Country	Print	Digital	Total Qualified	Percent
ASIA		-			Slovakia	-	2	2	
China	-	133	133		Slovenia	-	17	17	
Hong Kong - SAR	-	11	11		Spain	-	222	222	
India	-	429	429		Sweden	-	70	70	
Indonesia	-	30	30		Switzerland	-	77	77	
Japan	-	105	105		Turkey	-	154	154	
Korea, Republic Of	-	56	56		Ukraine	_	10	10	
Malaysia	-	60	60		United Kingdom	-	702	702	
Pakistan	-	20	20		Subtotal	-	2,921	2,921	11.6
Philippines	-	22	22		AFRICA		_,-,	_,-,	
Singapore	-	68	68		Algeria	-	1	1	
Taiwan		80	80		Egypt	-	16	16	
Thailand	-	29	29		Ethiopia	-	1	1	
Vietnam	-	1	1		Ghana	-	2	2	
Subtotal	-	1,044	1,044	4.2	Kenya	-	3	3	
MIDDLE EAST		1,044	1,044	7.2	Niger	_	7	7	
Bahrain	-	7	7		South Africa		85	85	
Iraq	_	3	3		Tunisia	_	3	3	
Israel		58	58		Zambia		1	1	
Jordan	-	1	1		Zimbabwe		1	1	
Kuwait		4	4		Subtotal		120	120	0.5
Lebanon	-	3	3		NORTH AMERICA	-	120	120	0.5
Oman	-	1	1		Canada	755		755	
Qatar	-	6	6		Mexico	66	-	66	
Saudi Arabia	-	36	36		United States	19,534	<u> </u>	19,534	
United Arab Emirates	-	18	18			20,355	-	20,355	81.0
	-	10	10		Subtotal CARIBBEAN	20,355		20,333	81.0
Yemen Subtotal	-	138	138	0.5	Dominican Republic	_	1	1	
EUROPE		138	136	0.5	Netherlands Antilles		6	6	
Austria	_	52	52		Trinidad and Tobago	-	2	2	
Belgium	<u>-</u>	106	106		Subtotal	-	9	9	-
Bulgaria	-	8	8		CENTRAL AMERICA		9	9	
Croatia	-	10	10		Belize	-	3	3	
Czech Republic	-	35	35		El Salvador	-	2	2	
Denmark	-	36	36		Guatemala	-	3	3	
Estonia	-	6	6		Panama	-	1	1	
Finland	-	40	40		Subtotal	-	9	9	-
	-	262	262		SOUTH AMERICA	-	9	9	-
France	-	396	396			-	39	39	
Germany	-				Argentina	-	39 1	39 1	
Greece	-	23 11	23 11		Bolivia	-	125	125	
Hungary	-	3	3		Brazil Chile	-	125	14	
Iceland Ireland	-	53	53		Colombia	-	32	32	
	-					-			
Italy	-	201	201 4		Ecuador Peru	-	9 12	9 12	
Latvia	-	4				-			
Lithuania	-	6	6		Uruguay	-	4	4	
Luxembourg	-	16	16		Venezuela	-	6	6	
Macedonia	-	6	6		Subtotal	-	242	242	1.0
Malta	-	2	2		ASIA PACIFIC		225		
Netherlands	-	184	184		Australia	-	225	225	
Norway	-	42	42		New Zealand	-	79	79	
Poland	-	25	25		Papua New Guinea	-	2	2	
_			0.4		C la t a t a l		306	306	1.2
Portugal	-	61	61		Subtotal	-	300	300	1.2
Romania	-	21	21						
_					TOTAL QUALIFIED CIRCULATION	20,355	4,789	25,144	100.0

### E-NEWSLETTER CHANNEL

2014	CompositesWorld Weekly	CompositesWorld Extra	2014	CompositesWorld Weekly	CompositesWorld Extra
JULY			OCTOBER		
July 1	38,223	-	October 7	37,766	-
July 8	38,200	-	October 9	-	37,719
July 10	· -	38,118	October 14	37,698	-
July 15	38,130	· -	October 21	37,673	-
July 22	38,428	<u>-</u>	October 24	, <u>-</u>	37,639
July 24		38,331	October 28	37,598	, <u>-</u>
July 29	38,305	· -	NOVEMBER	,	
AUGUST	·		November 4	37,566	-
August 5	38,260	-	November 6	· -	37,515
August 12	38,214	-	November 11	37,479	· -
August 14	· -	38,160	November 18	37,449	_
August 19	38,136	· -	November 20	- ,	37,397
August 26	38,095	-	November 25	37,375	
August 28	· -	38,041	DECEMBER	7,2	
SEPTEMBER			December 2	37,333	-
September 3	38.014	-	December 4	-	37,265
September 9	37,980	-	December 09	37,231	-
September 11	-	37,940	December 16	37,205	-
September 16	37,927	-	December 18	- /	37,138
September 23	37,888	-	December 23	37,099	
September 25	· -	37,840	-	•	
September 30	37,796	· -	AVERAGE:	37,810	37,759

CompositesWorld Weekly (26 issued in the period)

CompositesWorld Extra (12 issued in the period)

Shared Media Channels CompositesWorld Weekly and CompositesWorld Extra E-Newsletters - serving both Composites Technology and High Performance Composites.

### WEBSITE CHANNEL

2014	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREOUENCY	PAGE DURATION	USER SESSION DURATION
July	216.002	108.568	77.820	1.40	2:01	2:00
August	204.276	103,879	74.751	1.39	1:58	1:55
September	220.729	113.322	79.897	1.42	2:05	1:59
October	228,510	116,982	84,270	1.39	1:58	1:53
lovember	234,314	121,814	86,818	1.40	2:05	1:56
December	210,986	110,408	79,134	1.40	2:05	1:54
AVERAGE:	219.136	112,495	80,448	1.40	2:02	1:56

July - December 2014 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

Shared Media Channel www.compositesworld.com - serving both Composites Technology and High Performance Composites.

#### WEBSITE GLOSSARY

Page Impressions: A Page Impression is recorded each time a page implanted with the JavaScript code (tag) is displayed in a browser window. This will occur whether the page is served directly from the web server, from a proxy, or from the browser's cache.

User Sessions: A single continuous set of activity attributable to a cookied browser resulting in one or more pulled text and/or graphics downloads from a site. A period

Unique Browsers: An identified and unduplicated Cookied Browser that accesses Internet content or advertising during a measurement period.

Unique Browser Frequency: Unique Browser Frequency represents the average number of times a Unique Browser visits a site during a reporting period. This is

calculated by dividing the total number of User Sessions by the number of Unique Browsers.

Page Duration: The average time spent viewing any page on a web site.

User Session Duration: The average time visitors remain on a site per session.

For info on how to obtain online ad campaign performance metrics across multiple sites, visit www.adicompli.com

### ADDITIONAL DATA

#### **METHOD OF DISTRIBUTION:**

All qualified circulation conforms to the field served and definition of recipient qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available.

#### STATEMENT OF CONTENT PLATFORM:

Editorial Replica – If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

**GEOGRAPHIC DISTRIBUTION:**Geographic data for E-Newsletters and Website are not reported at the media owner's option.

### PUBLISHER'S AFFIDAVIT

We hereby make oath and say that all data set forth in this statement are true.

P. Ross Jacobs, Circulation Director Richard G. Kline, Jr., Publisher

(At least one of the above signatures must be that of an officer of the publishing company or its

## authorized representative.) IMPORTANT NOTE:

This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.

Date signed

Received by BPA Worldwide

State

County

Type

ID Number

January 29, 2015

January 29, 2015

Ohio

BD

Hamilton

C391R0D4