

# **BRAND REPORT**

FOR THE 6 MONTH PERIOD ENDED DECEMBER 2014



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.: (513) 527-8800 Fax No.: (513) 527-8801

E-Mail: RJacobs@gardnerweb.com

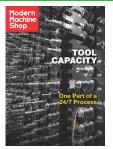
**MODERN MACHINE SHOP** is a business-to-business media brand that produces a monthly print magazine, digital media, research and live events for the machining and metalworking market. Modern Machine Shop's editorial team and expert contributors produce information on new product technology, operational 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**

# MODERN MACHINE SHOP MAGAZINE



6 Issues in the period 96,381 average circulation

# MODERN MACHINE SHOP E-NEWSLETTERS



2 E-Newsletters in the period 37 total issued in the period 66,736 average per occurrence 66,708 average per occurrence

# MODERN MACHINE SHOP WEBSITE



111,203 average unique browsers

# **EXECUTIVE SUMMARY**

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

	Non-Paid	Paid	Average
MODERN MACHINE SHOP MAGAZINE (6 issues in the period)	96,381	-	96,381
MODERN MACHINE SHOP E-NEWSLETTERS			
a. MMS Extra (12 issued in the period)	66,736	-	66,736
b. The Shop - Blog (25 issued in the period)	66,708	-	66,708
MODERN MACHINE SHOP WEBSITE (Monthly Unique Browsers with 227,296 average Page Impressions)	111,203	-	111,203

MANUFACTURING

All Other

MODERN MACHINE SHOP serves the metalworking field. Included are plants performing metalworking operations and whose products fall in manufacturing industries. Other Qualified NAICS, N.E.C. including metals and service centers, educational services, public administration and other non-manufacturing firms.

1,210

7,364

### **DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are corporate executives, manufacturing production and manufacturing engineering management and departments, quality assurance and quality control management and department, product design management and department, research and development management and department, factory automation management and department, purchasing and other titled and non-titled personnel and company copies.

#### **AVERAGE NON-QUALIFIED CIRCULATION** NON-QUALIFIED Not Included Elsewhere Copies Other Paid Circulation 160 Advertiser and Agency 5,277 Allocated for Trade Shows and Conventions 717

**TOTAL** 

	1. AVERAGE QUA	LIFIED C	IRCULA	TION BR	REAKOU1	FOR P	ERIOD	
			tal lified		lified -Paid	Qualified Paid		
	QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Ī	Individual	96,381	100.0	96,381	100.0	-	-	
	Sponsored Individually Addressed	_	-	_	-	_	_	
	Membership Benefit	-	-	-	-	-	-	
	Multi-Copy Same Addressee	-	-	-	-	-	-	
	Single Copy Sales	-	-	-	-	-	-	
<u></u>	TOTAL QUALIFIED CIRCULATION	96,381	100.0	96,381	100.0	-	-	

2. QUALIFIEI	CIRCULATIO	N BY ISSUES	FOR PERIOD
2014 Issue	Number Removed	Number Added	Total Qualified
July	291	196	96,438
August	310	189	96,317
September	248	212	96,281
October	488	369	96,162
November	20,382	20,778	96,558
December	56	25	96,527
TOTAL	21,775	21,769	•

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014 This issue is The North American Industry Classification System (NAICS), Business and Industry Codes were introduced in 1997, and then revised in 2002 0.2% or 213 copies above the average of the other 5 issues reported in Paragraph 2.

					MANUFACTURING			_			
					Produ	uction	Engine	ering			
NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management Corporate Executives and Purchasing		t Department	: Management	Department		Product Design Research and Development	
325	CHEMICAL MANUFACTURING	439	0.5	123	31	34	47	113	12	44	35
326	PLASTICS AND RUBBER PRODUCTS										
	MANUFACTURING	2,478	2.6	727	294	232	339	607	47	177	55
327	NONMETALLIC MINERAL PRODUCT MANUFACTURING	245	0.3	67	30	15	29	59	1	25	19
		240	0.3	01	30	13	29	59		25	19
31	PRIMARY METAL MANUFACTURING								_		
311	Iron and Steel Mills and Ferroalloy Manufacturing	444 264	0.5	169	69 36	45 19	38 33	73	8 12	21	21 23
312	Steel Product Manufacturing from Purchased Steel Alumina and Aluminum Production and Processing	264 182	0.3 0.2	70 44	36 16	23	33 14	73 63 52	5	8 13	23 15
313 314	Nonferrous Metal (except Aluminum) Production and	102	0.2	44	10	23	14	32	5	13	13
J-4	Processing	181	0.2	40	21	20	21	40	12	15	12
315	Foundries	820	0.8	158	115	20 108	85	270	22	36	26
	Sub-Total NAICS 331	1,891	2.0	481	257	215	191	498	59	93	97
32	FABRICATED METAL PRODUCT MANUFACTURING										
3211	Forging and Stamping Cutlery and Handtool Manufacturing	1,052	1.1	395	141	113	93	214	35	36	25
3221	Cutlery and Handtool Manufacturing	395	0.4	178	38	41	21	78	1	18	20
3231	Plate Work and Fabricated Structural Product		• -								•
0000	Manufacturing	806	0.8	341	111	97	49	145	11	29	23
3232	Ornamental and Architectural Metal Products	705	0.0	252	00	0.5	67	420	4.7	00	40
2244	Manufacturing  Power Boiler and Heat Evahanger Manufacturing (pt)	795	0.8	353	96	85	67	136	17	23	18
3241 3242	Power Boiler and Heat Exchanger Manufacturing (pt) Metal Tank (Heavy Gauge) Manufacturing	31 27	-	5 7	5 2	4	4 2	10	1	5	1
3242 3243	Metal Can, Box, and Other Metal Container (Light Gauge)	21	-	7	2	4	2	10	1	-	1
J24J	Manufacturing	47	_	10	8	5	13	6	2	1	2
3251	Hardware Manufacturing (pt)	217	0.2	63	27	25	23	55	4	14	6
3261	Spring and Wire Product Manufacturing	271	0.3	102	29	24	28	52	9	19	8
3271	Machine Shops	19,293	20.0	12,961	1,529	1,335	529	1,953	355	241	390
3272	Turned Product and Screw, Nut and Bolt	,		,	·	,		·			
	Manufacturing	1,704	1.8	718	227	179	109	326	70	36	39
3281	Coating, Engraving, Heat Treating, and Allied Activities Metal Valve Manufacturing	607	0.6	260	76	50	51	80	25 18	25 54	40
3291	Metal Valve Manufacturing	852	0.9	160	152	151	62	236	18	54	19
32991	Ball and Roller Bearing Manufacturing	282	0.3	45 6	33	38	28	99	12	23	4
32992 32993	Small Arms Ammunition Manufacturing Ammunition (except Small Arms) Manufacturing	57 50	0.1 0.1	9	2 4	11 5	4 7	31 21	1	3 2	1
32993 32994	Small Arms Ordnance, and Ordnance Accessories	50	0.1	9	4	5	1	21	1	2	1
12004	Manufacturing	267	0.3	92	14	25	15	97	5	17	2
32996	Fabricated Pipe and Pipe Fitting Manufacturing	254	0.3	74	47	34	21	48	7	12	11
32999	All Other Miscellaneous Fabricated Metal Product		0.0		.,						
	Manufacturing (pt)	1,202	1.2	578	108	114	87	206	14	53	42
	Sub-Total NAICS 332	28,209	29.2	16,357	2,649	2,340	1,213	3,800	587	611	652
33	MACHINERY MANUFACTURING	000	0.0	24.0	0.4	66	F.	100	4.4	67	10
33111	Farm Machinery and Equipment Manufacturing (pt) Lawn and Garden Tractor and Home Lawn and Garden	823	0.9	318	94	60	59	198	11	67	16
33112	Equipment Manufacturing	116	0.1	31	11	14	9	38	2	9	2
3312	Construction Machinery Manufacturing	674	0.1	168	79	80	64	199	14	49	21
33131	Mining Machinery and Equipment Manufacturing	249	0.7	77	30	40	27	50	5	14	6
33132	Oil and Gas Field Machinery and Equipment	2-10	0.0	.,					J	-7	
	Manufacturing	752	0.8	276	119	102	57	128	14	21	35 2 2
33241	Food Product Machinery Manufacturing	266	0.3	79	26 2	43	18	128 76 19	7	15	2
33242	Food Product Machinery Manufacturing Semiconductor Machinery Manufacturing	55	0.1	11	2	7	9	19	-	5	2
33243	Sawmill, Woodworking, and Paper Machinery										
	Manufacturing	213	0.2	70	24	36	16	45	5	10	7
33244	Printing Machinery and Equipment Manufacturing	154	0.2	43	23	20	12	36	2	11	7
33249	All Other Industrial Machinery Manufacturing	963	1.0	295	100	92	106	222	7	68	73
33314 33316	Optical Instrument and Lens Manufacturing Photographic and Photocopying Equipment	421	0.4	62	84	51	61	120	5	18	20
22210	Manufacturing	87	0.1	21	4	10	9	24	2	13	4
33318	Other Commercial and Service Industry Machinery	O1	0.1	21	-	10	3	24		10	-
20010	Manufacturing (pt)	375	0.4	109	32	38	41	96	7	37	15
33413	Industrial and Commercial Fan and Blower and Air										
	Purification Equipment Manufacturing	200	0.2	49	28	23	19	64	2	6	9
33414	Heating Equipment (except Warm Air Furnaces)										
	Manufacturing (pt)	84	0.1	16	14	10	7	23	-	13	1
33415	Air-Conditioning and Warm Air Heating Equipment and										
33415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment								_		
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	291	0.3	47	29	34	36	95	5	34	11

No attempt has been made to identify or eliminate duplication that may exist across media channels.

MANUFACTURING Production Engineering Company Management, Product Corporate Quality Design Other Assurance Research and Qualified Executives PERCENT TOTAL and NAICS BUSINESS AND INDUSTRY **OUALIFIED** OF TOTAL Purchasing Management Department Management Department Control Development Personnel Industrial Mold Manufacturing 2,451 5.0 4.796 Special Die and Tool, Die Set, Jig, and Fixture Manufacturing 1.848 1.9 Cutting Tool and Machine Tool Accessory Manufacturing 1.881 Machine Tool Manufacturing 1,904 2.0 Rolling Mill and Other Metalworking Machinery Manufacturing 0.4 Turbine and Turbine Generator Set Unit Manufacturing 0.3 Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing 0.4 Mechanical Power Transmission Equipment Manufacturing 0.5 Other Engine Equipment Manufacturing (pt) 0.5 Pump and Pumping Equipment Manufacturing (pt) 0.5 Air and Gas Compressor Manufacturing 0.2 Measuring and Dispensing Pump Manufacturing Elevator and Moving Stairway Manufacturing Δ Conveyor and Conveying Equipment Manufacturing 0.4 Overhead Traveling Crane, Hoist, and Monorail System Manufacturing (pt) 0.1 Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing 0.2 Power-Driven Handtool Manufacturing 0.2 Welding and Soldering Equipment Manufacturing 0.1 Packaging Machinery Manufacturing 0.3 Industrial Process Furnace and Oven Manufacturing 0.1 Fluid Power Cylinder and Actuator Manufacturing 0.3 Fluid Power Pump and Motor Manufacturing 0.2 Scale and Balance (except Laboratory) Manufacturing All Other Miscellaneous General Purpose Machinery Manufacturing (pt) 1.317 1.4 Sub-Total NAICS 333 22,267 23.1 7,955 2,356 2,437 1,755 4,810 ,296 1,267 COMPUTER AND ELECTRONIC PRODUCT MANUFACTURING Computer and Peripheral Equipment Manufacturing 0.2 Communications Equipment Manufacturing 0.5 Audio and Video Equipment Manufacturing 0.1 Semiconductor and Other Electronic Component Manufacturing 1.227 1.3 Navigational, Measuring, Electromedical, and Control Instruments Manufacturing 2 2 4 7 Manufacturing and Reproducing Magnetic and Optical **Sub-Total NAICS 334** 4.4 1.290 4.220 ELECTRICAL EQUIPMENT, APPLIANCE, AND COMPONENT MANUFACTURING Electric Lamp Bulb and Part Manufacturing Lighting Fixture Manufacturing 0.2 Small Electrical Appliance Manufacturing Major Appliance Manufacturing 0.1 Electrical Equipment Manufacturing .126 1.2 Battery Manufacturing 0.1 Communication and Energy Wire and Cable Manufacturing 0.1 Wiring Device Manufacturing 0.3 All Other Electrical Equipment and Component Manufacturing 0.5 Sub-Total NAICS 335 2.332 2.5 TRANSPORTATION EQUIPMENT MANUFACTURING Automobile Manufacturing 1,185 1.2 Light Truck and Utility Vehicle Manufacturing Heavy Duty Truck Manufacturing 0.1 Motor Vehicle Body Manufacturing (pt) 1,057 1.1 Truck Trailer Manufacturing 0.4 Motor Home Manufacturing 0.1 Travel Trailer and Camper Manufacturing (pt) 0.1 Motor Vehicle Gasoline Engine and Engine Parts Manufacturing 0.4 Motor Vehicle Electrical and Electronic Equipment Manufacturing 0.5 Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing 0.1 Motor Vehicle Brake System Manufacturing 0.2 Motor Vehicle Transmission and Power Train Parts Manufacturing

0.3

#### MANUFACTURING

					Produ	ıction	Engine	ering			
		TOTAL	PERCENT	Company Management Corporate Executives and						Product Design Research and	
NAICS	BUSINESS AND INDUSTRY	QUALIFIED	OF TOTAL	Purchasing	Management	Department	Management	Department	Control	Development	Personnel
336360	Motor Vehicle Seating and Interior Trim Manufacturing	81	0.1	23	13	8	9	14	3	10	1
336370	Motor Vehicle Metal Stamping	308	0.3	91	50	19	38	66	15	20	9
336390	Other Motor Vehicle Parts Manufacturing	6,154	6.4	2,236	547	363	692	1,381	281	465	189
336411	Aircraft Manufacturing	2,111	2.2	260	209	141	297	819	126	190	69
336412	Aircraft Engine and Engine Parts Manufacturing (pt)	1,164	1.2	188	140	94	167	436	49	56	34
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	4,871	5.0	1,194	655	434	535	1,243	432	229	149
336414	Guided Missile and Space Vehicle Manufacturing	220	0.2	38	17	10	25	89	7	27	7
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	128	0.1	20	12	11	24	42	8	9	2
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	253	0.3	38	15	16	38	90	7	42	7
3365	Railroad Rolling Stock Manufacturing	144	0.1	26	21	12	13	48	7	13	4
3366	Ship and Boat Building	238	0.2	76	34	22	21	46	4	22	13
3369	Other Transportation Equipment Manufacturing	395	0.4	153	38	41	37	87	7	24	8
	Sub-Total NAICS 336	20,400	21.0	5,711	2,181	1,405	2,447	5,468	1,094	1,488	606
337	FURNITURE AND RELATED PRODUCT MANUFACTURING	.,		-,	, -	,	,	.,	,	,	
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	189	0.2	67	17	20	23	31	3	24	4
3372	Office Furniture (including Fixtures) Manufacturing	116	0.1	27	13	11	17	31	1	14	2
3379	Other Furniture Related Product Manufacturing	15	-	3	-	-	2	4	1	4	1
	Sub-Total NAICS 337	320	0.3	97	30	31	42	66	5	42	7
339	MISCELLANEOUS MANUFACTURING										
339112	Surgical and Medical Instrument Manufacturing	3,304	3.4	648	657	313	391	914	79	235	67
339113	Surgical Appliance and Supplies Manufacturing	1,780	1.8	444	309	174	173	473	44	130	33
339114	Dental Equipment and Supplies Manufacturing	240	0.2	86	18	28	26	45	5	23	9
339115	Ophthalmic Goods Manufacturing	137	0.1	36	19	5	15	43	2	14	3
339116	Dental Laboratories	9	-	4	-	1	-	4	-	-	-
33991	Jewelry and Silverware Manufacturing	109	0.1	38	12	11	13	27	-	6	2
33992	Sporting and Athletic Goods Manufacturing	210	0.2	73	28	15	14	48	5	24	3
33993	Doll, Toy, and Game Manufacturing	48	-	26	6	1	1	7	-	5	2
33994	Office Supplies (except Paper) Manufacturing	89	0.1	32	13	10	1	20	-	3	10
33995	Sign Manufacturing	56	0.1	18	11	1	4	12	-	5	5
33999	All Other Miscellaneous Manufacturing	1,179	1.2	577	99	90	85	199	21	56	52
	Sub-Total NAICS 339	7,161	7.2	1,982	1,172	649	723	1,792	156	501	186
311-324	OTHER MISCELLANEOUS MANUFACTURING	390	0.4	121	43	36	36	81	5	37	31
	Total Manufacturing	90,352	93.5	34,963	9,644	8,066	7,698	19,295	2,564	4,937	3,185
42	WHOLESALE TRADE	1,642	1.7	898	79	43	51	160	5	37	369
541	PROFESSIONAL SERVICES	1,810	1.9	838	61	73	198	344	16	173	107
	OTHER QUALIFIED NAICS, N.E.C.	2,754	2.9	1,102	188	215	192	554	23	202	278
	Total Non-Manufacturing	6,206	6.5	2,838	328	331	441	1,058	44	412	754

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

MANUFACTURING PRODUCTION MANAGEMENT: titles include Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager, Plant Manager, Production Manager, Shop Manager, Tool Room Manager and Works Manager.

MANUFACTURING PRODUCTION MANAGEMENT: titles include Foreman, Department Supervisor, Manufacturing Supervisor, Master Mechanic, Plant Supervisor and Production Supervisor.

MANUFACTURING ENGINEERING MANAGEMENT: titles include Chief Tool Engineer, Chief of Manufacturing Development, Director of Manufacturing Engineering, Chief Methods Engineer, Manager of Process Engineering, Director of Production Engineering, Manager of Tool Design and Head of Tool Engineering.

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

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

MANUFACTURING (OTHER MANUFACTURING PERSONNEL): titles include Diemaker, Expediter, Leadman, Chief Machinist and Chief Toolmaker.

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

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

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

PRODUCT DESIGN, RESEARCH AND DEVELOPMENT HANAGEMENT: titles include Director of Design Engineer, Development Engineer and Research & Design Engineer.

PRODUCT DESIGN, RESEARCH AND DEVELOPMENT (OTHER DESIGN PERSONNEL): titles include Draftsman.

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.

PURCHASING: titles include Buyer, Procurement Chief and Purchasing Manager.

SALES & MARKETING: includes all Sales & Marketing titles.

SALES & MARKETING: includes all Sales & Marketing titles. OTHER NEC: includes titles not elsewhere classified.

# 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014

		Qualified Within			
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Total Qualified	Percent
I. Direct Request:	66,948	14,134	-	81,082	84.0
II. Request from recipient's company:	1,407	-	-	1,407	1.4
III. Membership Benefit:	-	-	-	•	-
IV. Communication from recipient or recipient's company (other than request):*	8,084	-	-	8,084	8.4
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	5,985	-	-	5,985	6.2
Association rosters and directories	-	-	-	-	-
*Business directories	5,973	-	-	5,973	6.2
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	12	-	-	12	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	82,424	14,134	-	96,558	100.0
PERCENT	85.4	14.6	-	100.0	
See Additional Data					

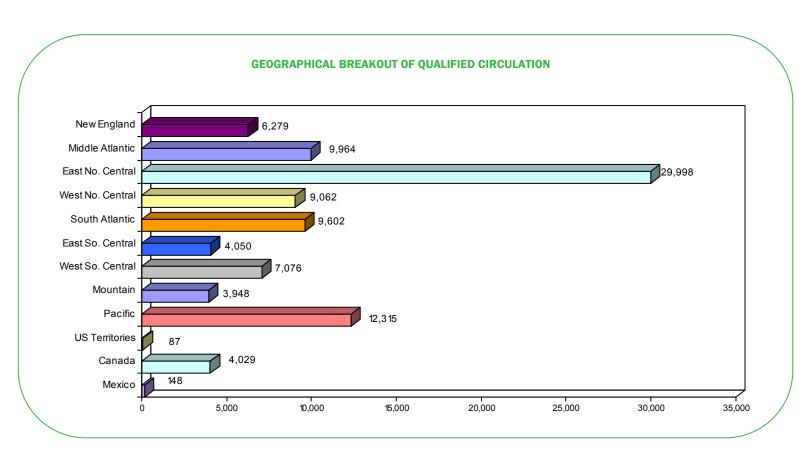
TOTAL QUALIFIED CIRCULATION	96,558	100.0
Single Copy Sales	-	-
Multi-Copy Same Addressee copies	-	•
Company names only	-	-
Titles or functions only	-	-
Individuals by name only	-	-
Individuals by name and title and/or function	96,558	100.0
MAILING ADDRESS	Total Qualified	Percent
3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE (	OF NOVEMBER 2014	

	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 – Decembe 2014*
otal Audit Average Qualified:	95,247	96,302	94,101	96,261	95,478	96,381
Qualified Non-Paid:	95,247	96,302	94,101	96,261	95,478	96,381
Qualified Paid:	-	-	-	-	-	
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>NC = None Claimed.

# 4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014\*

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	362		Kentucky	1,072	
New Hampshire	754		Tennessee	1,602	
Vermont	250		Alabama	1,012	
Massachusetts	2,398		Mississippi	364	
Rhode Island	323		EAST SO. CENTRAL	4,050	4.2
Connecticut	2,192		Arkansas	553	
NEW ENGLAND	6,279	6.5	Louisiana	662	
New York	3,665		Oklahoma	987	
New Jersey	1,683		Texas	4,874	
Pennsylvania	4,616		WEST SO. CENTRAL	7,076	7.3
MIDDLE ATLANTIC	9,964	10.3	Montana	187	
Ohio	7,293		ldaho	300	
ndiana	4,176		Wyoming	98	
Illinois	7,120		Colorado	909	
Michigan	7,154		New Mexico	220	
Wisconsin	4,255		Arizona	1,214	
EAST NO. CENTRAL	29,998	31.1	Utah	766	
Minnesota	3,136	<u> </u>	Nevada	254	
owa	1,657		MOUNTAIN	3,948	4.1
Missouri	1,892		Alaska	51	
North Dakota	176		Washington	1,880	
South Dakota	365		Oregon	933	
Nebraska	620		California	9,413	
Kansas	1.216		Hawaii	38	
WEST NO. CENTRAL	9,062	9.4	PACIFIC	12,315	12.8
Delaware	120		UNITED STATES	92,294	95.6
Maryland	764		U.S. Territories	87	
Washington, DC	21		Canada	4,029	
/irginia	1,194		Mexico	148	
West Virginia	272		Other International	-	
North Carolina	2,156		APO/FPO	-	
South Carolina	1,188		,		
Georgia	1,533		TOTAL CHALIFIED OIDOUS ATION	00.550	400.0
Florida	2,354		TOTAL QUALIFIED CIRCULATION	96,558	100.0
SOUTH ATLANTIC	9,602	9.9			



# **E-NEWSLETTER CHANNEL**

2014	MMS Extra	The Shop - Blog
JULY		
July 2	68,467	<u>-</u>
July 3	•	68,337
July 11	•	68,265
July 16	68,140	
July 18	-	68,022
July 25	-	67,928
AUGUST		
August 1	-	67,818
August 6	67,696	-
August 8	-	68,288
August 15	•	68,107
August 21	67,754	-
August 29	· •	67,518
SEPTEMBER		
September 4	67,350	-
September 5	, <u>-</u>	67,266
September 9	-	67,115
September 12	-	66,982
September 17	66,905	
September 19	-	66,735
September 26	_	66,661
OCTOBER		00,001
October 1	66,570	
October 3	-	66,479
October 10	_	66,377
October 15	66,254	-
October 17	-	66,183
October 24		66,089
October 31	•	66,020
NOVEMBER	•	00,020
November 5	65,905	
November 7	05,905	65,817
November 14	-	65,725
	- 65 510	05,725
November 19	65,518	65,439
November 21	-	
November 28	•	65,355
DECEMBER	05.000	
December 3	65,303	-
December 5	-	65,184
December 12		65,148
December 17	64,965	
December 19	-	64,842

MMS Extra E-Newsletter (12 issued in the period) The Shop - Blog E-Newsletter (25 issued in the period)

# **WEBSITE CHANNEL**

## WWW.MMSONLINE.COM

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2014	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
July	227,462	137,240	109,488	1.25	01:57	01:27
August	224,523	136,076	105,588	1.29	01:55	01:26
September	223,687	141,152	109,104	1.29	02:02	01:24
October	240,767	155,095	121,193	1.28	02:08	01:27
November	235,722	147,805	118,002	1.25	02:04	01:29
December	211,617	132,678	103,843	1.28	02:05	01:23
AVERAGE:	227,296	141,674	111,203	1.27	02:02	01:26

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

### **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 of 30 minutes of inactivity will terminate the session.

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.

 $\begin{tabular}{ll} \textbf{User Session Duration:} & \textbf{The average time visitors remain on a site per session.} \\ \end{tabular}$ 

# **ADDITIONAL DATA**

#### **MAGAZINE:**

### PARAGRAPH 3b:

Communication from recipient or recipient's company (other than request) includes 7 sources of circulation for quantities of 651 copies or 0.67% and 2,299 copies of 2.4%. Business directories include 3 sources of circulation for quantities of 800 copies or 0.8% to 3,931 copies or 4.1% Other sources include 1 source of circulation for quantities of 12 copies or -%.

#### **GEOGRAPHIC DISTRIBUTION:**

Geographic data for E-Newsletter and Website is 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.

Travis Egan, Publisher

P. Ross Jacobs, CCCP, Circulation Director

(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.

Received by BPA Worldwide Туре ID Number

Date signed

State

County

Ohio Hamilton February 4, 2015

February 4, 2015

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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.