# **MoldMaking** TECHNOLOGY. No attempt has been made to rank the information contained in this report in order of importance,

# **BRAND REPORT**

FOR THE 6 MONTH PERIOD ENDED DECEMBER 2015



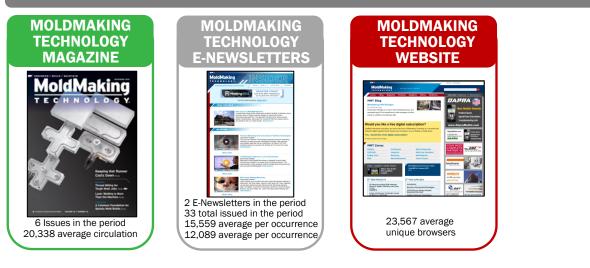
Gardner Business Media, Inc. 6915 Valley Ave. Cincinnati, OH 45244 Tel. No.: (800) 950-8020 Tel. No.: (513) 527-8800 Fax No.: (513) 527-8801 JBall@gardnerweb.com www.moldmakingtechnology.com

**MOLDMAKING TECHNOLOGY** is a business-to-business media brand that produces a monthly print magazine, digital media, research and live events for the die/mold machining and plastic injection molding market. MoldMaking 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**



## **EXECUTIVE SUMMARY**

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

	Non-Paid	Paid	Average
MOLDMAKING TECHNOLOGY MAGAZINE (6 issues in the period)	20,338	-	20,338
MOLDMAKING TECHNOLOGY E-NEWSLETTERS			
a. MMT Insider (6 issued in the period)	15,559	-	15,559
b. MMT Blog (27 issued in the period)	12,089	-	12,089
<b>MOLDMAKING TECHNOLOGY WEBSITE</b> (Monthly Unique Browsers with 59,185 average Page Impressions)	23,567	-	23,567

## FIELD SERVED

**MOLDMAKING TECHNOLOGY MAGAZINE** serves the field of manufacturers, users and maintenance providers of industrial molds, as described in paragraph 3a. Also served are other manufacturing, wholesale trade, and professional, scientific, and technical services.

### **DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients include corporate executives as well as company management, manufacturing production/engineering, design, quality assurance and quality control, research & development, purchasing, and other qualified personnel.

/	-	
	AVERAGE NON-QUALIFIED	CIRCULATION
_	NON-QUALIFIED Not Included Elsewhere	Copies
	Other Paid Circulation	10
	Advertiser and Agency	1,556
	Allocated for Trade Shows and Conventions	133
_	All Other	914
	TOTAL	2,613

1. AVERAGE QUALIFIED	<b>CIRCULATION BREAKOUT</b>	FOR	THE	PERI	OD

	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	20,338	100.0	20,338	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	20,338	100.0	20,338	100.0	-	-

### 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2015 Issue	Total Qualified
July	20,159
August	20,339
September	20,320
October	20,333
November	20,397
December	20,480

## 3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2015 This issue is 0.3% or 71 copies above the average of the other 5 issues reported in Paragraph two.

NAICS	BUSINESS/INDUSTRY	Total Qualified	Percent of Total	Company Mgmt; Purchasing (B,L)	Manufacturing Production/ Engineering (C,D,E,V,F,T,G,R,S)	Design; Quality; R&D (H,I,J,P,Q)	Qualified Personnel N.E.C. (A,N,U,X,Z)
326	Plastics and Rubber Products Manufacturing						
326111 326112	Plastics Bag Manufacturing Plastics Packaging Film and Sheet (including Laminated) Manufacturing	28	0.1	4	19	4	1
326113	Unlaminated Plastics Film and Sheet (except		-			-	-
326121	Packaging) Manufacturing Unlaminated Plastics Profile Shape Manufacturing	120 65	0.6 0.3	32 23	70 33	14	4
326122	Plastics Pipe and Pipe Fitting Manufacturing	91	0.3	13	64	12	2
326130	Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	55	0.3	25	24	3	3
	Polystyrene Foam Product Manufacturing	5	-	1	2	2	-
326150	Urethane and Other Foam Product (except Polystyrene) Manufacturing	81	0.4	27	42	7	5
326160	Plastics Bottle Manufacturing	103	0.5	28	68	7	-
326191	Plastics Plumbing Fixture Manufacturing	37	0.2	15	18	3	1
326199	All Other Plastics Product Manufacturing	4,468	21.9	1,838	2,217	280	133
326211 326220	Tire Manufacturing (except Retreading) Rubber and Plastics Hoses and Belting	16	0.1	2	12	2	-
	Manufacturing	54	0.3	19	32	3	-
326291 326299	Rubber Product Manufacturing for Mechanical Use All Other Rubber Product Manufacturing	36 143	0.2 0.7	17 34	14 90	4 18	1
526299	Subtotal 326	5.309	26.0	2,080	2,709	365	155
327	Nonmetallic Mineral Product Manufacturing	46	0.2	20	21	4	1
331 332	Primary Metal Manufacturing	220	1.1	58	122	14	26 37
332 333	Fabricated Metal Product Manufacturing Machinery Manufacturing	1,514	7.4	836	561	80	37
3331	Agriculture, Construction, and Mining Machinery						
	Manufacturing	164	0.8	34	110	14	6
3332	Industrial Machinery Manufacturing	211	1.0	79	104	21	7
3333	Commercial and Service Industry Machinery Manufacturing Ventilation, Heating, Air-Conditioning, and	142	0.7	40	79	14	9
554	Commercial Refrigeration Equipment Manufacturing	48	0.2	12	27	7	2
335	Metalworking Machinery Manufacturing (not incl.	4 5 4 7	7 5	040	504	74	70
33511	333511) Industrial Mold Manufacturing	1,517 3,105	7.5 15.2	846 1,526	524 1,329	74 160	73 90
336	Engine, Turbine, and Power Transmission	3,105	10.2	1,520	1,529	100	90
550	Equipment Manufacturing	51	0.3	18	27	5	1
339	Other General Purpose Machinery Manufacturing	325	1.6	91	204	16	14
34	Subtotal 333 Computer and Electronic Product Manufacturing	5,563	27.3	2,646	2,404	311	202
341	Computer and Peripheral Equipment Manufacturing	66	0.3	19	42	5	-
342	Communications Equipment Manufacturing	85	0.4	20	57	8	-
343	Audio and Video Equipment Manufacturing	20	0.1	3	14	3	-
344 345	Semiconductor and Other Electronic Component Manufacturing Navigational, Measuring, Electromedical, and	305	1.5	79	187	31	8
346	Control Instruments Manufacturing Manufacturing and Reproducing Magnetic and	515	2.5	139	294	68	14
	Optical Media Subtotal 334	8 999	0.1 4.9	1 261	4 598	1 116	2 24
35	Electrical Equipment, Appliance, and Component Manufacturing	555	4.0	201	550	110	27
3351	Electric Lighting Equipment Manufacturing	48	0.2	17	28	3	-
352	Household Appliance Manufacturing	35	0.2	5	26	4	-
353	Electrical Equipment Manufacturing	179	0.9	29	117	24	9
359	Other Electrical Equipment and Component	211	1.0	44	138	20	9
	Manufacturing Subtotal 335	473	2.3	95	309	20 51	9 18
36	Transportation Equipment Manufacturing						
361	Motor Vehicle Manufacturing	135	0.7	35	81	14	5
362	Motor Vehicle Body and Trailer Manufacturing	71	0.3	12	53	5	1
363	Motor Vehicle Parts Manufacturing	1,331	6.5	184	958	170	19
364	Aerospace Product and Parts Manufacturing	1,484	7.3	152	1,187	124	21
365	Railroad Rolling Stock Manufacturing	17	0.1	2	13	1	1
366	Ship and Boat Building	78	0.4	33	36	5	4
369	Other Transportation Equipment Manufacturing	36	0.2	9	20	6	1
	Subtotal 336	3,152	15.5	427	2,348	325	52
37 39	Furniture and Related Product Manufacturing Miscellaneous Manufacturing	65	0.3	22	35	8	-
3911	Medical Equipment and Supplies Manufacturing	1,280	6.3	443	670	141	26
399	Other Miscellaneous Manufacturing	414	2.0	157	220	27	10
	Subtotal 339	1,694	8.3	600	890	168	36
311-325	Other Manufacturing, N.E.C.	213	1.0	67	95	36	15
2	Wholesale Trade	167	0.8	86	39	13	29
41	Professional, Scientific , and Technical Services	522	2.6	245	197	49	31
	Miscellaneous Others	460	2.3	173	215	37	35
	TOTAL QUALIFIED CIRCULATION	20,397	100.0	7,616	10,543	1,577	661

 TOTAL QUALIFIED CIRCULATION
 20,397
 100.0
 7,616
 10,543
 1,577
 661

 (B) Corporate Management: titles include Chairman, General Manager, Owner, President, Vice President and related titles.
 (C) Manufacturing Production Management: titles include Mold Coordinator, Mold Design Mgr, Advanced Mfg Director, and related titles.
 (D) Manufacturing Froduction Department: titles include Mold Coordinator, Mold Design Supv, Mold Facility, Mfg Supervisor and related titles.
 (E,V) Manufacturing Engineering Management: titles include Engr Mgr, Chief Engineer, Engr Dept Mgr and other related titles.
 (E,V) Manufacturing Engineering Department: include most engineering titles where the individual does not manage the department. Diemaker, Mold Maker, Machine Operator and related titles.
 (R) Factory Automation Management: titles include Factory Automation Mgr, Chief Factory Automation Engr, Systems Designer, Systems Engineer and related titles.
 (E) Vanufacturing Engineering Department: titles include Design Engr Dir, R&D Director and related titles.

 (H) Product Design, Research and Development Management: titles include Des Engineer, Devel Engineer, R&D Engineer, Designer, Dasigner, Draftsman and related titles.
 (I) Purchasing: titles include Q/A Manager and related titles.

 (P) Quality Assurance/Control Management: titles include Q/A Manager, Q/C Director and Quality Engr Mgr, and related titles.
 (Q) Quality Assurance/Control Management: titles.

 (X,Z) Sales & Marketing: includes titles.
 (A,N,U) Other NEC: includes titles on elsewhere classified.
 (A,N,U) Other NEC: includes titles.
 (A,N,U)

</tabu/

(A,N,U) Other NEC: includes titles not elsewhere classified.

		Qualified Within		_	
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Total Qualified	Percent
I. Direct Request:	14,320	3,959	-	18,279	89.6
II. Request from recipient's company:	54	-	-	54	0.3
III. Membership Benefit:	-	-	-	-	-
<li>IV. Communication from recipient or recipient's company (other than request):</li>	2,013	-	-	2,013	9.9
V. TOTAL - Sources other than above (listed alphabetically):	51	-	-	51	0.2
Association rosters and directories	-	-	-	-	-
Business directories	51	-	-	51	0.2
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
Other sources	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	16,438	3,959	-	20,397	100.0
PERCENT	80.6	19.4	-	100.0	

MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function	20,397	100.0
Individuals by name only	-	-
Titles or functions only	-	-
Company names only	-	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	20,397	100.0

	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
6-Month Period Ended:	January - June 2013	July – December 2013	January – June 2014	July – December 2014	January – June 2015	July - December 2015*
Total Audit Average Qualified:	19,967	20,045	20,174	20,165	20,127	20,338
Qualified Non-Paid:	19,967	20,045	20,174	20,165	20,127	20,338
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
Average Annual Order Price: *NOTE: July – December 2015 dat						**NC

\*\*NC = None Claimed.

## **GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2015\***

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	41		Kentucky	222	
New Hampshire	140		Tennessee	314	
/ermont	67		Alabama	161	
Massachusetts	482		Mississippi	67	
Rhode Island	86		EAST SO. CENTRAL	764	3.7
Connecticut	410		Arkansas	123	
NEW ENGLAND	1,226	6.0	Louisiana	63	
New York	809		Oklahoma	122	
New Jersey	384		Texas	753	
Pennsylvania	929		WEST SO. CENTRAL	1,061	5.2
MIDDLE ATLANTIC	2,122	10.4	Montana	28	
Dhio	1,652		Idaho	54	
ndiana	837		Wyoming	14	
llinois	1,392		Colorado	172	
Vichigan	1,780		New Mexico	30	
Wisconsin	1,100		Arizona	231	
EAST NO. CENTRAL	6,761	33.1	Utah	150	
Vinnesota	705		Nevada	71	
owa	261		MOUNTAIN	750	3.7
Missouri	426		Alaska	8	
North Dakota	29		Washington	323	
South Dakota	54		Oregon	203	
Nebraska	145		California	1,740	
Kansas	227		Hawaii	3	
WEST NO. CENTRAL	1,847	9.1	PACIFIC	2,277	11.2
Delaware	22		UNITED STATES	18,738	91.9
Maryland	152		U.S. Territories	28	
Washington, DC	3		Canada	1,538	
/irginia	202		Mexico	93	
West Virginia	36		Other International	-	
North Carolina	489		APO/FPO	-	
South Carolina	197				
Georgia	266		TOTAL QUALIFIED CIRCULATION	20,397	100.0
Florida	563		I UTAL QUALIFIED CIRCULATION	20,397	T00.0
SOUTH ATLANTIC	1.930	9.5			

# E-NEWSLETTER CHANNEL

2015	MMT Insider	MMT Blog
IULY		
July 3	-	12,305
July 10	-	12,310
July 14	15,803	-
July 17	-	12,269
July 24	-	12,286
July 31	-	12,266
AUGÚST		
August 7	-	12,220
August 11	15,697	-
August 14		12,200
August 21		12,177
August 28	-	12,167
SEPTEMBER		, ,
September 4	-	12,155
September 8	15,635	-
September 11	· _	12,108
September 18		12,114
September 25		12,090
OCTOBER		,
October 2		12,083
October 9	-	12,079
October 13	15,456	,
October 16	-	12.040
October 23	-	12,031
October 30	-	12,001
NOVEMBER		,**_
November 6	-	11,989
November 10	15,422	-
November 13	- /	12.012
November 20	-	11.991
November 27	-	11,973
DECEMBER		,
December 4		11,899
December 8	15,342	-
December 11	- /	11.943
December 18	-	11.925
December 24	-	11.887
December 31		11.876
AVERAGE:	15,559	12.089
IMT Insider E-Newsletter (6 issued in the pe		12,000

www.bpaww.com

# **WEBSITE CHANNEL**

0015	PAGE	USER	UNIQUE	UNIQUE BROWSER	PAGE	USER SESSION
2015	IMPRESSIONS	SESSIONS	BROWSERS	FREQUENCY	DURATION	DURATION
July	56,948	32,301	21,883	1.48	02:33	02:04
August	53,234	30,765	21,074	1.46	02:53	02:13
September	62,539	35,907	25,745	1.39	02:30	01:58
October	62,572	35,643	24,877	1.43	02:43	02:11
November	61,416	34,314	24,449	1.40	02:36	02:08
December	58,403	34,083	23,374	1.46	02:12	01:40
AVERAGE:	59.185	33.836	23.567	1.44	02:34	02:02

July - December 2015 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.

**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**

### **GEOGRAPHIC DISTRIBUTION:**

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

PUBLISHER'S AFFID	AVIT			
We hereby make oath	n and say that all data set forth	n this statement are true.	Date signed	February 18, 2016
Ryan Delahanty	y, Publisher		State	Ohio
Julie Ball, Circu	lation Manager		County	Cincinnati
		an officer of the publishing company or its	Received by BPA Worldwide	February 18, 2016
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Connecticut, USA, B consumer magazine	nization since 1931, BPA World PA has the largest membership es, newspapers, web sites, even	vide is governed by a tripartite board comprised of m of any media-auditing organization in the world, spar ts, email newsletters, databases, wireless, social mee reports, membership information and publishing an	nning more than 30 countries. Globally, BPA dia and other advertiser-supported media—a	audits media properties including
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