

# **BRAND REPORT**



FOR THE 6 MONTH PERIOD ENDED DECEMBER 2013

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.

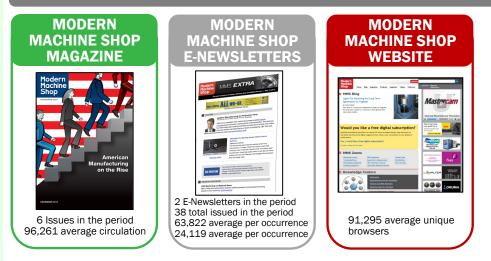
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**MODERN MACHINE SHOP** is a business-to-business media brand that produces a monthly print magazine, digital media, research and live events for the machining and metalworking market. Modern Machine Shop's editorial team and expert contributors produce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

## **CHANNELS**



## **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)	96,261	-	96,261
MODERN MACHINE SHOP E-NEWSLETTERS			
a. MMS Extra (12 issued in the period)	63,822	-	63,822
b. The Shop - Blog (26 issued in the period)	24,119	-	24,119
<b>MODERN MACHINE SHOP WEBSITE</b> (Monthly Unique Browsers with 199,383 average Page Impressions – Note 1)	91,295	-	91,295

Note 1: Unique Browsers: See Website Glossary in Channel Profile.

### FIELD SERVED

**MODERN MACHINE SHOP** serves the metalworking field. Included are plants performing metalworking operations and whose products fall in manufacturing industries. Other industry divisions, as shown in the business/occupational breakdown section of this report also include metals and service centers, educational services, public administration and other non-manufacturing firms.

### **DEFINITION OF RECIPIENT QUALIFICATION**

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

AVERAGE NON-QUALIFIED	CIRCULATION	1. AVERAGE QUALIF PERIOD	IED CIRCULA	TION BREAKOUT	FOR THE	2. QUALIFIED CIF	CULATION E	Y ISSUES F	DR PERIOD
NON-QUALIFIED Not Included Elsewhere	Copies		Total Qualified	Qualified Non-Paid	Qualified Paid	2013 Issue	Number Removed	Number Added	Total Qualified
Other Paid Circulation	157	QUALIFIED CIRCULATION	Copies Perce	ent Copies Percent	Copies Percent	July	994	1,109	95,268
	201	Individual	96,261 100	.0 96,261 100.0		August	475	415	95,208
Advertiser and Agency	5,209	Sponsored Individually Addressed	_			September	2,164	3,465	96,509
Allocated for Trade Shows and Conventions	258	Membership Benefit	-			October	343	3,646	99,812
		Multi-Copy Same Addressee	-			November	18,657	14,383	95,538
All Other	1,151	Single Copy Sales	-			December	378	73	95,233
TOTAL	6,775	TOTAL QUALIFIED CIRCULATION	96,261 100	.0 96,261 100.0		TOTAL	23,011	23,091	-

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013 This issue is 0.9% or 868 copies below the average of the other 5 issues reported in Paragraph 2. The North American Industry Classification System (NAICS). Business and Industry Codes were introduced in 1997, and then revised in 2002

						MANUFA	CTURING				
					Produ	uction	Engine	eering			
NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management, Corporate Executives and Purchasing (B,L)		Department (D,S)	Management (E,V)	Department (F,G,T)	Quality Assurance Control (P,Q)	Product Design Research and Development (H,I,J)	Other Qualifier Personn (N,X,Z)
325	CHEMICAL MANUFACTURING	351	0.4	102	32	27	41	86	7	33	23
326	PLASTICS AND RUBBER PRODUCTS MANUFACTURING	2,178	2.3	705	257	194	266	496	46	159	55
327	NONMETALLIC MINERAL PRODUCT MANUFACTURING	226	0.2	62	26	16	25	58	-	28	11
331	PRIMARY METAL MANUFACTURING										
3311	Iron and Steel Mills and Ferroalloy Manufacturing	563	0.6	247	83	59	44	75	15	22	18
3312	Steel Product Manufacturing from Purchased Steel	268	0.3	88	38	19	35	61	6	9	12
3313	Alumina and Aluminum Production and Processing	160	0.2	51	15	23	12	38	4	9	8
3314	Nonferrous Metal (except Aluminum) Production and Processing	167	0.2	42	19	18	16	46	10	9	7
3315	Foundries	816	0.9	181	118	117	89	235	24	28	24
	Sub-Total NAICS 331	1,974	2.2	609	273	236	196	455	59	77	69
332	FABRICATED METAL PRODUCT MANUFACTURING	4 057		070	4.45	400	04	000	05	00	
33211	Forging and Stamping	1,057	1.1	376	145	123	91	229	35	36	22
33221 33231	Cutlery and Handtool Manufacturing Plate Work and Fabricated Structural Product	405	0.4	163	48	42	21	78	6	25	22
JJZJI	Manufacturing	648	0.7	226	88	64	62	152	11	24	21
33232	Ornamental and Architectural Metal Products Manufacturing	921	1.0	408	114	94	70	152	20	35	21
33232	Power Boiler and Heat Exchanger Manufacturing (pt)	17	1.0	408	2	34	3	5	20	1	
33242	Metal Tank (Heavy Gauge) Manufacturing	10		4	1	1	1	2		1	
33243	Metal Can, Box, and Other Metal Container (Light Gauge)			•	-	-	-	-		-	
	Manufacturing	49	0.1	8	6	7	13	10	2	3	
33251	Hardware Manufacturing (pt)	67	0.1	18	9	6	7	23	-	4	
33261	Spring and Wire Product Manufacturing	323	0.3	107	39	37	32	61	16	22	9
33271	Machine Shops	19,020	19.9	12,115	1,646	1,526	580	2,145	380	242	386
33272	Turned Product and Screw, Nut and Bolt Manufacturing	1,994	2.1	857	264	224	117	361	87	45	39
33281	Coating, Engraving, Heat Treating, and Allied Activities	780	0.8	336	100	68	63	102	25	43	43
33291	Metal Valve Manufacturing	890	0.9	175	134	156	81	250	31	43	20
332991	Ball and Roller Bearing Manufacturing	408	0.4	72	49	56	39	139	18	29	6
332992	Small Arms Ammunition Manufacturing	42	-	2	5	9	1	20	1	4	
332993	Ammunition (except Small Arms) Manufacturing	45	-	7	5	3	8	18	2	2	
332994	Small Arms Ordnance, and Ordnance Accessories Manufacturing	279	0.3	87	24	24	23	95	6	17	3
332996	Fabricated Pipe and Pipe Fitting Manufacturing	481	0.5	119	86	69	47	113	11	18	18
332999	All Other Miscellaneous Fabricated Metal Product	401	0.5	119	00	69	47	113	11	10	10
552555	Manufacturing (pt)	1,923	2.0	874	198	193	130	349	31	92	56
	Sub-Total NAICS 332	29.359	30.6	15.957	2.963	2,705	1.389	4.310	682	686	667
333	MACHINERY MANUFACTURING	- /		- /	,	,	/	,			
333111	Farm Machinery and Equipment Manufacturing (pt)	897	0.9	335	108	59	80	210	16	75	14
333112	Lawn and Garden Tractor and Home Lawn and Garden										
	Equipment Manufacturing	175	0.2	40	17	12	14	57	5	27	3
33312	Construction Machinery Manufacturing	635	0.7	191	62	66	68	158	11	61	18
333131	Mining Machinery and Equipment Manufacturing	311	0.3	117	37	41	26	61	6	18	5
333132	Oil and Gas Field Machinery and Equipment Manufacturing	926	1.0	360	141	110	68	163	15	40	29 3
333241 333242	Food Product Machinery Manufacturing Semiconductor Machinery Manufacturing	235 13	0.2	65 3	28	34	16 2	67 6	6	16 2	3
333242	Sawmill, Woodworking, and Paper Machinery	12	-	3	-	-	2	0	-	2	
5552-75	Manufacturing	235	0.2	85	25	34	13	47	6	16	9
333244	Printing Machinery and Equipment Manufacturing	166	0.2	56	33	18	8	33	3	12	3
333249	All Other Industrial Machinery Manufacturing	901	0.9	307	97	97	82	200	5	68	45
333314	Optical Instrument and Lens Manufacturing	212	0.2	53	25	27	24	54	6	13	10
333316	Photographic and Photocopying Equipment Manufacturing	96	0.1	24	6	11	5	33	4	11	2
333318	Other Commercial and Service Industry Machinery Manufacturing (pt)	318	0.3	85	21	33	34	84	5	44	12
333413	Industrial and Commercial Fan and Blower and Air		~ ~						-		_
222444	Purification Equipment Manufacturing	168	0.2	42	25	17	19	45	2	11	7
333414	Heating Equipment (except Warm Air Furnaces) Manufacturing (pt)	66	0.1	16	11	8	5	17		9	
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment									-	
	Commercial and muschar Kengeration Equipment									22	

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Duplication is identified or has been eliminated <u>within</u> each channel; no attempt has been made to identify or eliminate duplication that may exist <u>across</u> media channels.

					Prod	MANUFA uction		eering			
		TOTAL	PERCENT		Management	Department			Quality Assurance Control	Development	Othe Qualifi Person
NAICS 33511	BUSINESS AND INDUSTRY Industrial Mold Manufacturing	QUALIFIED	OF TOTAL	(B,L)	(C,R)	(D,S)	(E,V)	(F,G,T)	(P,Q)	(H,I,J)	(N,X,2
33514	Special Die and Tool, Die Set, Jig, and Fixture Manufacturing	4,818	5.0 1.8	2,596 892	433 154	541 133	252 131	640 255	60 28	170 74	126 56
33515	Cutting Tool and Machine Tool Accessory Manufacturing	1,707	1.8	721	177	124	83	235	31	94	196
33517 33519	Machine Tool Manufacturing Rolling Mill and Other Metalworking Machinery	2,182	2.3	817	201	180	156	432	24	115	25
33611	Manufacturing	183	0.2	73	26	19	18	25	4	10	ł
33612	Turbine and Turbine Generator Set Unit Manufacturing Speed Changer, Industrial High-Speed Drive, and Gear	271	0.3	51	14	41	33	102	3	19	1
33613	Manufacturing Mechanical Power Transmission Equipment Manufacturing	409 347	0.4 0.4	100 84	42 43	54 45	35 30	124 99	22 14	18 23	1
33618	Other Engine Equipment Manufacturing (pt)	396	0.4	120	43	43 21	38	126	14	23	1
33911	Pump and Pumping Equipment Manufacturing (pt)	446	0.5	94	74	73	38	130	9	19	-
33912	Air and Gas Compressor Manufacturing	241	0.3	42	26	40	24	70	10	18	1
33913	Measuring and Dispensing Pump Manufacturing	25	-	2	5	8	-	6	-	4	
33921	Elevator and Moving Stairway Manufacturing	33	-	12	2	2	4	6	2	5	
33922 33923	Conveyor and Conveying Equipment Manufacturing (pt) Overhead Traveling Crane, Hoist, and Monorail System	309	0.3	83	58	29	33	67	2	22	1
	Manufacturing (pt)	105	0.1	33	11	11	14	23	1	8	
33924	Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing	148	0.2	47	24	11	7	50	-	6	
33991	Power-Driven Handtool Manufacturing	195	0.2	58	22	15	22	40	8	16	1
33992	Welding and Soldering Equipment Manufacturing	99	0.1	25	10	17	9	23	3	7	
33993	Packaging Machinery Manufacturing	223	0.2	42	39	42	19	59	2	15	
33994	Industrial Process Furnace and Oven Manufacturing	123	0.1	27	8	14	11	36	1	22	
33995 33996	Fluid Power Cylinder and Actuator Manufacturing	399	0.4	83	57	56	41	120	11	18	1
33990	Fluid Power Pump and Motor Manufacturing Scale and Balance (except Laboratory) Manufacturing	146 30	0.2	30 6	13 3	28 5	17 2	46 11	6	4	
33999	All Other Miscellaneous General Purpose Machinery	30	-	0	3	5	2	11	-	3	
	Manufacturing (pt)	935	1.0	409	79	86	53	189	15	61	4
34	Sub-Total NAICS 333 COMPUTER AND ELECTRONIC PRODUCT	21,081	21.9	8,268	2,212	2,181	1,567	4,274	367	1,224	98
•••	MANUFACTURING										
341	Computer and Peripheral Equipment Manufacturing	209	0.2	63	17	10	28	46	4	37	
342	Communications Equipment Manufacturing	512	0.5	106	39	40	80	166	13	55	1
343 344	Audio and Video Equipment Manufacturing Semiconductor and Other Electronic Component	76	0.1	14	11	5	12	20	3	11	
345	Manufacturing Navigational, Measuring, Electromedical, and Control	1,390	1.5	279	112	161	170	397	57	169	4
346	Instruments Manufacturing Manufacturing and Reproducing Magnetic and Optical	1,943	2.0	415	159	207	233	616	65	196	5
	Media Sub-Total NAICS 334	23 4,153	- 4.3	2 879	1 339	1 424	6 529	4 1,249	- 142	6 474	11
35	ELECTRICAL EQUIPMENT, APPLIANCE, AND COMPONENT MANUFACTURING	.,						_,			
3511	Electric Lamp Bulb and Part Manufacturing	17		2	1	2	1	F		4	
3512	Lighting Fixture Manufacturing	17 183	- 0.2	2 48	1 19	3 16	1 28	5 48	- 3	4 19	
3521	Small Electrical Appliance Manufacturing	59	0.2	48	19	5	6	48 15	5	7	
3522	Major Appliance Manufacturing	53	0.1	10	5	1	4	25	-	8	
3531	Electrical Equipment Manufacturing	1,122	1.2	239	113	111	163	337	24	96	3
3591	Battery Manufacturing	56	0.1	6	3	3	5	26	2	8	
3592	Communication and Energy Wire and Cable Manufacturing	43	-	9	6	-	5	15	-	7	
3593	Wiring Device Manufacturing	257	0.3	39	33	49	31	72	5	23	
3599	All Other Electrical Equipment and Component Manufacturing	281	0.3	67	24	17	46	83	3	28	1
	Sub-Total NAICS 335	2,071	2.3	432	213	205	289	626	42	200	6
36	TRANSPORTATION EQUIPMENT MANUFACTURING										
36111	Automobile Manufacturing	1,145	1.2	292	77	72	176	323	51	142	1
36112	Light Truck and Utility Vehicle Manufacturing	55	0.1	15	5	2	10	13	2	8	
36120 36211	Heavy Duty Truck Manufacturing Motor Vehicle Body Manufacturing (pt)	114	0.1	28	16	9	18	23	7	159	2
36211	Truck Trailer Manufacturing	1,128 481	1.2 0.5	315 223	104 70	61 16	151 54	275 71	40 6	158 31	2 1
36212	Motor Home Manufacturing	481 101	0.5	43	9	6	54 8	21	1	13	1
36214	Travel Trailer and Camper Manufacturing (pt)	101	0.1	43 71	9 15	4	8 7	12	2	13	
36310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing										
	Motor Vehicle Electrical and Electronic Equipment	586	0.6	210	42	34	67	168	16	40	
36320	Manufacturing	568	0.6	149	57	46	85	146	27	49	
	Motor Vehicle Steering and Suspension Components										
36330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	74	0.1	21	9	1	15	17	3	7	
36320 36330 36340 36350	Motor Vehicle Steering and Suspension Components	74 58	0.1 0.1	21 20	9 3	1 3	15 8	17 13	3 1	7 8	

						MANUFA	CTURING				
					Prod	uction		neering			
NAICS	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management Corporate Executives and Purchasing (B,L)		: Department (D,S)	Managemen (E,V)	t Department (F,G,T)	Quality Assurance Control (P,Q)	Product Design Research and Development (H,I,J)	Other Qualified Personnel (N,X,Z)
336360	Motor Vehicle Seating and Interior Trim Manufacturing	74	0.1	18	5	(0,3)	12	8	3	22	(11,7,2)
336370	Motor Vehicle Metal Stamping	317	0.1	107	40	16	36	72	16	22	8
336390	Other Motor Vehicle Parts Manufacturing	7.001	7.3	1.968	670	433	1.115	1.749	337	624	105
336411	Aircraft Manufacturing	2,134	2.2	380	218	270	227	733	49	207	50
336412	Aircraft Engine and Engine Parts Manufacturing (pt)	1,151	1.2	263	110	79	168	366	72	76	17
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	4,874	5.1	1,465	581	403	568	1,157	330	258	112
336414	Guided Missile and Space Vehicle Manufacturing	245	0.3	50	14	13	32	94	9	230	112
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	122	0.1	23	14	10	22	43	7	6	1
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	218	0.2	43	18	14	40	64	5	25	9
3365	Railroad Rolling Stock Manufacturing	154	0.2	30	21	15	18	40	4	22	4
3366	Ship and Boat Building	262	0.3	71	39	25	27	59	8	23	10
3369	Other Transportation Equipment Manufacturing	430	0.4	175	39	33	33	104	6	32	8
	Sub-Total NAICS 336	21,633	22.6	6,039	2,193	1,584	2,921	5,637	1,008	1,839	412
337	FURNITURE AND RELATED PRODUCT MANUFACTURING										
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	176	0.2	59	17	19	21	37	1	20	2
3372	Office Furniture (including Fixtures) Manufacturing	70	0.1	17	9	10	8	14	1	9	2
3379	Other Furniture Related Product Manufacturing	9	-	4	1	1	-	1	-	1	1
	Sub-Total NAICS 337	255	0.3	80	27	30	29	52	2	30	5
339	MISCELLANEOUS MANUFACTURING										
339112	Surgical and Medical Instrument Manufacturing	3,510	3.7	1,145	354	194	345	709	118	363	282
339113	Surgical Appliance and Supplies Manufacturing	1,792	1.9	684	189	128	153	418	61	134	25
339114	Dental Equipment and Supplies Manufacturing	287	0.3	90	33	31	29	63	5	31	5
339115	Ophthalmic Goods Manufacturing	173	0.2	47	18	12	26	46	2	19	3
339116	Dental Laboratories	3	-	3	-	-	-	-	-	-	-
33991	Jewelry and Silverware Manufacturing	89	0.1	33	10	10	10	20	-	3	3
33992	Sporting and Athletic Goods Manufacturing	197	0.2	72	25	15	12	50	3	19	1
33993	Doll, Toy, and Game Manufacturing	46	-	30	4	1	1	4	-	4	2
33994	Office Supplies (except Paper) Manufacturing	66	0.1	31	9	5	2	6	1	8	4
33995	Sign Manufacturing	53	0.1	15	10	2	5	11	-	5	5
33999	All Other Miscellaneous Manufacturing	820	0.8	323	78	73	59	180	19	54	34
	Sub-Total NAICS 339	7,036	7.4	2,473	730	471	642	1,507	209	640	364
311-324	OTHER MISCELLANEOUS MANUFACTURING	346	0.4	123	40	28	31	70	4	24	26
	Total Manufacturing	90,663	94.9	35,729	9,305	8,101	7,925	18,820	2,568	5,414	2,801
42	WHOLESALE TRADE	1,745	1.8	1,018	91	47	59	151	6	41	332
541	PROFESSIONAL SERVICES	2,408	2.5	1,154	88	86	275	410	18	261	116
	OTHER QUALIFIED NAICS, N.E.C.	722	0.8	120	-	-	-	483	25	94	-
	Total Non-Manufacturing	4,875	5.1	2,292	179	133	334	1,044	49	396	448
	TOTAL QUALIFIED CIRCULATION	95,538	100.0	38,021	9,484	8,234	8,259	19,864	2,617	5,810	3,249

TOTAL QUALIFIED CIRCULATION95,538100.038,0219,4848,2348,25919,8642,6175,8103,249(B) CORPORATE EXECUTIVE titles include Chairman, General Manager, Owner, Partner, President and Vice President.(C)(C) MANUFACTURING PRODUCTION MANAGEMENT titles include Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager, Plant Manager, Production Manager, Production Manager, Production Manager, Plant Manager, Production Manager, Shop Manager, Omore Manager and Works Manager.(D) MANUFACTURING PRODUCTION DEPARTMENT titles include Foreman, Department Supervisor, Manufacturing Supervisor, Master Mechanic, Plant Supervisor and Production Supervisor.(E) VI MANUFACTURING ROIG ENGINEERING (ENGINEERING MANAGEMENT titles include Dengineering, Chief of Manufacturing Development, Director of Manufacturing Engineering, Chief Methods Engineer, Manager of Process Engineering, Director of Production Engineer, Manager of Tool Design and Head of Tool Engineer, Chief Manufacturing Engineering.(F) MANUFACTURING CONTROL MANAGEMENT titles include Diemaker, Expediter, Leadman, Chief Machinist and Chief Toolmaker.(P) QUALITY ASSURANCE/CONTROL MANAGEMENT titles include Diemaker, Expediter, Leadman, Chief Machinist and Chief Toolmaker.(P) QUALITY ASSURANCE/CONTROL HONG LINGINEERING (DIFLER MANUFACTURING VIRG PROPONTEL) titles include Diemaker, Expediter, Leadman, Chief Doalman, Manager of Product Engineering and Director of Research.(P) QUALITY ASSURANCE/CONTROL HONG DEVELOPMENT THEN DESIGN PRESONNEL) titles include Director of Design Engineering, Chief Draftsman, Manager of Product Engineering and Director of Research.(I) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT THEN DESIGN PRESONNEL) titles include Design Project Engineer, Development Engine

		Qualified Within		_	
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Total Qualified	Percent
. Direct Request:	66,957	15,144	-	82,101	85.9
I. Request from recipient's company:	913	-	-	913	1.0
II. Membership Benefit:	-	-	-	-	-
<li>Communication from recipient or recipient's company (other than equest):</li>	-	-	-	-	-
/. TOTAL – Sources other than above (listed alphabetically):	12,524	-	-	12,524	13.1
Association rosters and directories	-	-	-		-
*Business directories	2,520	-	-	2,520	2.6
Manufacturer's, distributor's, and wholesaler's lists	-	-	-		
*Other sources	10,004	-	-	10,004	10.5
/I. Single Copy Sales:	-	-	-		
TOTAL QUALIFIED CIRCULATION	80,394	15,144	-	95,538	100.0
PERCENT	84.1	15.9	-	100.0	

MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function	95,538	100.0
Individuals by name only	-	-
Titles or functions only	-	-
Company names only	-	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	95,538	100.0

	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
6-Month Period Ended:	January – June 2011	July - December 2011	January – June 2012	July – December 2012	January - June 2013*	July – December 2013*
Total Audit Average Qualified:	96,597	95,392	95,247	96,302	94,101	96,261
Qualified Non-Paid:	96,597	95,392	95,247	96,302	94,101	96,261
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

Sf	tate	Total Qualified	Percent	State	Total Qualified	Percent
Maine		361		Kentucky	1,090	
New Hampshire		775		Tennessee	1,589	
Vermont		249		Alabama	1,001	
Massachusetts		2,420		Mississippi	386	
Rhode Island		339		EAST SO. CENTRAL	4,066	4.3
Connecticut		2,120		Arkansas	533	
	NEW ENGLAND	6,264	6.5	Louisiana	646	
New York		3,576		Oklahoma	1,010	
New Jersey		1,615		Texas	5,010	
Pennsylvania		4,477		WEST SO. CENTRAL	7,199	7.5
·	MIDDLE ATLANTIC	9,668	10.1	Montana	170	
Ohio		7,217		Idaho	311	
Indiana		4,105		Wyoming	105	
Illinois		6,927		Colorado	942	
Michigan		7,382		New Mexico	237	
Wisconsin		4,052		Arizona	1,145	
	EAST NO. CENTRAL	29,683	31.1	Utah	765	
Minnesota		2,819		Nevada	238	
lowa		1,526		MOUNTAIN	3,913	4.1
Missouri		1,911		Alaska	47	
North Dakota		189		Washington	1,868	
South Dakota		317		Oregon	995	
Nebraska		630		California	9,664	
Kansas		1,272		Hawaii	42	
	WEST NO. CENTRAL	8,664	9.1	PACIFIC	12,616	13.2
Delaware		139		UNITED STATES	91,657	95.9
Maryland		833		U.S. Territories	80	
Washington, DC		17		Canada	3,662	
Virginia		1,220		Mexico	139	
West Virginia		296		Other International	-	
North Carolina		2,115		APO/FPO	-	
South Carolina		1,179				
Georgia		1,471				
Florida		2,314		TOTAL QUALIFIED CIRCULATION	95,538	100.0
	SOUTH ATLANTIC	9,584	10.0			

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION** New England 6,264 Middle Atlantic 9,668 East No. Central 29,683 West No. Central 8,664 9,584 South Atlantic East So. Central 4,066 West So. Central 7,199 Mountain 3,913 Pacific 12,616 US Territories 80 Canada 3,662 139 M exico 25,000 30,000 5,000 10,000 15,000 20,000 35,000 0

Duplication is identified or has been eliminated within each channel; no attempt has been made to identify or eliminate duplication that may exist across media channels.

## E-NEWSLETTER CHANNEL

2013	MMS Extra	The Shop - Blog
ILY	-	-
July 3	65,272	-
July 4	-	24,577
July 12	-	24,622
July 17	65,027	-
July 19		24,558
July 26		24,500
JGUST		-
August 2	-	24,372
August 7	64,837	· .
August 9	· _	24,355
August 16		24,396
August 21	64,257	-
August 23	,	24,380
August 30		24,299
EPTEMBER	-	-
September 4	64,460	-
September 6		24,229
September 13	_	24,225
September 18	64,332	-
September 20	04,332	24,123
September 27		24,123
CTOBER	· ·	24,175
October 2	63,755	•
October 4	03,100	24,075
October 11	-	24,073
October 16	63,371	24,000
October 18	03,371	24,072
October 25	-	24,072 24,008
OVEMBER	•	24,008
		-
November 1	-	23,992
November 6	63,604	-
November 8	-	23,915
November 15		23,841
November 20	63,318	-
November 22		23,787
November 27		23,786
ECEMBER		
December 4	60,905	
December 6		23,729
December 13	-	23,788
December 18	62,725	-
December 20		23,675
December 27		23,536

The Shop - Blog E-Newsletter (26 issued in the period)

## **WEBSITE CHANNEL\***

	PAGE	USER	UNIQUE	UNIQUE BROWSER	PAGE	USER SESSION
2013	IMPRESSIONS	SESSIONS	BROWSERS	FREQUENCY	DURATION	DURATION
July	172,905	99,502	78,558	1.27	01:53	01:40
August	180,910	102,487	79,773	1.28	01:59	01:51
September	185,524	106,899	85,981	1.24	01:56	01:41
October	207,959	120,795	99,395	1.22	01:56	01:43
November	245,757	131,546	108,092	1.22	01:43	01:42
December	203,244	116,677	95,971	1.22	01:48	01:45
AVERAGE:	199,383	112,984	91,295	1.24	01:52	01:44

\*See Additional Data

### 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.

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.

MAGAZINE: PARAGRAPH 3b: Business directories include 2 sources of circulation for quantities of 789 copies or 0.8% and 1,731 copies or 1.8% Other sources include 5 sources of circulation for quantities of 427 copies or 0.4% to 3,289 copies or 3.4%

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

WEBSITE ACTIVITY: July - December 2013 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

PUBLISHER'S AFFI	DAVIT			
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.) <b>IMPORTANT NOTE:</b> This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.			Date signed State County Received by BPA Worldwide Type ID Number	February 7, 2014 Ohio Hamilton February 7, 2014 BD M102B0D3
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