# **PlasticsTechnology**

## **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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**PLASTICS TECHNOLOGY** is a business-to-business media brand that produces a monthly print magazine, digital media, research and live events for the plastics processing market. Plastics 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.

### **CHANNELS**







### **EXECUTIVE SUMMARY**

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

	Non-Paid	Paid	Average
PLASTICS TECHNOLOGY MAGAZINE (6 issues in the period)	36,898	-	36,898
PLASTICS TECHNOLOGY E-NEWSLETTERS			
a. PT Materials (6 issued in the period)	21,887	-	21,887
b. PT Insider (6 issued in the period)	25,804	-	25,804
PLASTICS TECHNOLOGY WEBSITE (Monthly Unique Browsers with			
124,449 average Page Impressions - Note 1)	52,372	-	52,372

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

#### **FIELD SERVED**

PLASTICS TECHNOLOGY serves the plastics processing and plastics product manufacturing industry, including those involved in injection molding, extrusion, blow molding, compounding, thermoforming, foam processing, reinforced composite processing, rotational molding, compression molding, structural foam, as well as others involved in mold making, mold maintenance and repair, assembly (bonding/welding), decorating and finishing, and others allied to the field.

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

Qualified recipients include company management; manufacturing production and engineering, purchasing, research and development; quality assurance and quality control; and other qualified personnel.

#### **AVERAGE NON-QUALIFIED CIRCULATION** NON-QUALIFIED Not Included Elsewhere Copies Other Paid Circulation Advertiser and Agency 1,585 Allocated for Trade Shows 258 All Other 1,035 TOTAL 2,945

	Total Q	ualified	Qualified	Qualified Non-Paid		ed Paid
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	36,898	100.0	36,898	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	36,898	100.0	36,898	100.0	-	-

2013 Issue	Number Removed	Number Added	Total Qualified
July	79	50	36,815
August	237	203	36,781
September	113	70	36,738
October	460	524	36,802
November	9,114	9,454	37,142
December	65	32	37,109
TOTAL	10,068	10,333	

#### 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013

					Prod/Mfg Engr	TION BY TITLE	
NAICS NO.	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Mgmt/ Purchasing (B,L)	(C,D,E,F,G, R,S,T,V)	Qual; R&D (H,I,J,P,Q)	Other NE (N,X,Z)
25	Chemical Manufacturing	•			,		
251	Basic Chemical Manufacturing	274	0.7	59	111	78	26
252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	651	1.8	209	245	125	72
253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	12 85	0.2	1	6 39	2 20	3 10
254 255	Pharmaceutical and Medicine Manufacturing Paint, Coating, and Adhesive Manufacturing	125	0.2	16 36	39 41	37	10
256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	87	0.2	28	42	16	1
259	Other Chemical Product and Preparation Manufacturing	362	1.0	125	141	59	37
200	Subtotal 325	1,596	4.2	474	625	337	160
26	Plastics and Rubber Products Manufacturing				0=		-
326111	Plastics Bag Manufacturing Plastics Packaging Film and Sheet (including Laminated) Manufacturing	135 93	0.4 0.3	83 35	37 42	8 14	7 2
26112 26113	Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing	1,036	2.8	335	565	136	
26121	Unlaminated Plastics Profile Shape Manufacturing	693	1.9	271	328	64	30
26122	Plastics Pipe and Pipe Fitting Manufacturing	366	1.0	136	194	29	7
26130	Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	291	0.8	111	126	33	21
26140	Polystyrene Foam Product Manufacturing	58	0.2	20	25	11	2
26150	Urethane and Other Foam Product (except Polystyrene) Manufacturing	92	0.1	38	42	9	3
26160	Plastics Bottle Manufacturing	519	1.4	147	290	63	19
26191	Plastics Plumbing Fixture Manufacturing	112	0.3	44	54	12	2
26199	All Other Plastics Product Manufacturing	12,811	34.5	5,943	5,859	1,009	-
26211	Tire Manufacturing (except Retreading)	71	0.2	17	41	13	-
26220	Rubber and Plastics Hoses and Belting Manufacturing	209	0.6	60	105	41	3
26299	All Other Rubber Product Manufacturing	386	1.0	126	200	51	9
	Subtotal 326	16,872	45.5	7,366	7,908	1,493	105
27	Nonmetallic Mineral Product Manufacturing	275	0.7	132	103	32	8
31	Primary Metal Manufacturing	240	0.6	95	104	28	13
32	Fabricated Metal Product Manufacturing	2,472	6.7	1,286	991	195	-
33	Machinery Manufacturing						
331	Agriculture, Construction, and Mining Machinery Manufacturing	173	0.5	54	88	27	4
332	Industrial Machinery Manufacturing	433	1.2	174	159	59	41
333	Commercial and Service Industry Machinery Manufacturing Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment	154	0.4	50	76	25	3
334	Manufacturing  Manufacturing (not incl. 222544)	96	0.3	31	48	15	2
335	Metalworking Machinery Manufacturing (not incl. 333511)	366 2,527	1.0 6.8	216	112 952	25 124	13
33511 336	Industrial Mold Manufacturing Engine, Turbine, and Power Transmission Equipment Manufacturing	2,527	0.2	1,451 23	31	26	4
339	Other General Purpose Machinery Manufacturing	508	1.4	193	238	44	33
000	Subtotal 333	4,341	11.8	2,192	1,704	345	100
34	Computer and Electronic Product Manufacturing						
341	Computer and Peripheral Equipment Manufacturing	59	0.2	15	35	6	3
342	Communications Equipment Manufacturing	118	0.3	30	67	15	6
343	Audio and Video Equipment Manufacturing	24	0.1	6	14	4	-
344	Semiconductor and Other Electronic Component Manufacturing	314	0.8	77	168	60	9
345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	693	1.9	310 3	274	94 1	15 1
346	Manufacturing and Reproducing Magnetic and Optical Media  Subtotal 334	15 1,223	3.3	441	10 568	180	34
35	Electrical Equipment, Appliance, and Component Manufacturing	1,220	0.0	772	500	100	J-1
351	Electric Lighting Equipment Manufacturing	76	0.2	26	38	11	1
352	Household Appliance Manufacturing	114	0.3	28	68	16	2
353	Electrical Equipment Manufacturing	194	0.5	49	116	18	11
359	Other Electrical Equipment and Component Manufacturing	289	0.8	78	144	57	10
	Subtotal 335	673	1.8	181	366	102	24
36	Transportation Equipment Manufacturing	000			400		
361	Motor Vehicle Manufacturing	208	0.6	67	109	28	4
362	Motor Vehicle Body and Trailer Manufacturing	273	0.7	92	143	34	4
363 364	Motor Vehicle Parts Manufacturing	2,288 1,169	6.2 3.1	863	1,167	215 193	43 29
364 365	Aerospace Product and Parts Manufacturing Railroad Rolling Stock Manufacturing	1,169	3.1	227 4	720 12	193	29
366	Ship and Boat Building	111	0.3	60	30	16	- 5
369	Other Transportation Equipment Manufacturing	80	0.3	30	40	8	2
	Subtotal 336	4,147	11.1	1,343	2,221	496	87
37	Furniture and Related Product Manufacturing	223	0.6	96	100	25	2
39	Miscellaneous Manufacturing						
3911	Medical Equipment and Supplies Manufacturing	2,163	5.8	810	1,111	211	31
399	Other Miscellaneous Manufacturing	861	2.3	386	333	113	29
	Subtotal 339	3,024	8.1	1,196	1,444	324	60
11-324	Miscellaneous Manufacturing Other	778	2.1	298	291	147	42
	Merchant Wholesalers	552	1.5	392	73	27	60
2 41	Professional Services	726	2.0	444	145	77	60

TOTAL QUALIFIED CIRCULATION 37,142 100.0 15,936 16,643 3,808 75

(B) CORPORATE EXECUTIVE titles include Chairman, General Manager, Owner, Partner, President and Vice President.

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

(D) MANUFACTURING PRODUCTION DEPARTMENT titles include Plastics Group Leader, Injection Molding Foreman, Department Supervisor, Mfg Supervisor, Production Supervisor and other qual titles.

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

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

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

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

(H) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT ENGINEERS titles include Director of Design Engineering, Chief Draftsman, Manager of Product Engineering and Other titles.

(J) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT ENGINEERS titles include Designer, Pevelopment Engineer and Research & Design Engineer and other titles.

(R) PRODUCT DESIGN, RESEARCH AND DEVELOPMENT ENGINEERS titles include Designer, Pevelopment Engineer and Research & Design Engineer and other titles.

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(R) PRODUCT DESIGN, RESEARCH

#### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013

		Qualified Within			
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Total Qualified	Percent
I. Direct Request:	24,533	7,313	-	31,846	85.7
II. Request from recipient's company:	465	-		465	1.3
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically):	4,831	-	-	4,831	13.0
Association rosters and directories	-	-	-	-	-
*Business directories	2,751	·	-	2,751	7.4
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	2,080	-	-	2,080	5.6
VI. Single Copy Sales:	-	-	-		-
TOTAL QUALIFIED CIRCULATION	29,829	7,313	-	37,142	100.0
PERCENT	80.3	19.7	-	100.0	
iee Additional Data					

#### 3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013

TOTAL QUALITIES OFFICERATION	,	2000
TOTAL QUALIFIED CIRCULATION	37,142	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	37,142	100.0
MAILING ADDRESS	Total Qualified	Percent

#### 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 2011	July - December 2011	January - June 2012	July - December 2012	January - June 2013*	July - December 2013*
Total Audit Average Qualified:	36,882	36,958	36,918	37,891	36,844	36,898
Qualified Non-Paid:	36,882	36,958	36,918	37,891	36,844	36,898
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>NOTE: January - December 2013 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

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

#### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013\*

S	itate	Total Qualified	Percent	State		Total Qualified	Percent
Maine		59		Kentucky		439	
New Hampshire		250		Tennessee		610	
Vermont		87		Alabama		281	
Massachusetts		927		Mississippi		134	
Rhode Island		200		E	EAST SO. CENTRAL	1,464	3.9
Connecticut		569		Arkansas		222	
	NEW ENGLAND	2,092	5.6	Louisiana		151	
New York		1,134		Oklahoma		177	
New Jersey		806		Texas		1,490	
Pennsylvania		1,580		V	VEST SO. CENTRAL	2,040	5.5
	MIDDLE ATLANTIC	3,520	9.5	Montana		36	
Ohio		2,724		Idaho		61	
Indiana		1,439		Wyoming		16	
Illinois		2,384		Colorado		284	
Michigan		2,402		New Mexico		25	
Wisconsin		1,886		Arizona		261	
	EAST NO. CENTRAL	10,835	29.2	Utah		217	
Minnesota		1,052		Nevada		83	
lowa		416			MOUNTAIN	983	2.7
Missouri		698		Alaska		8	
North Dakota		50		Washington		416	
South Dakota		85		Oregon		260	
Nebraska		244		California		2,247	
Kansas		331		Hawaii		9	
	WEST NO. CENTRAL	2,876	7.7		PACIFIC	2,940	7.9
Delaware		85			UNITED STATES	31,141	83.8
Maryland		197		U.S. Territories		61	
Washington, DC		7		Canada		3,092	
Virginia		357		Mexico		2,848	
West Virginia		80		Other International		-	
North Carolina		1,015		APO/FPO		-	
South Carolina		444		-			
Georgia		808		TOTAL CULL	IED OIDOUI ATICS:	07.440	400.0
Florida		1,398		TOTAL QUALIF	IED CIRCULATION	37,142	100.0
	SOUTH ATLANTIC	4,391	11.8				

## E-NEWSLETTER CHANNEL

2013		PT Materials E-Newsletter	PT Insider E-Newsletter
JULY			
July 2		-	26,132
July 11		22,263	-
AUGUST			
August 6		-	26,102
August 8		22,081	-
SEPTEMBER			
September 3		-	25,873
September 12		21,989	-
OCTOBER			
October 1		-	25,716
October 10		21,828	-
NOVEMBER			
November 5		-	25,519
November 14		21,571	-
DECEMBER			
December 3		-	25,482
December 12		21,588	
	AVERAGE:	21,887	25,804

PT Materials E-Newsletter (6 issued in the period) PT Insider E-Newsletter (6 issued in the period)

www.bpaww.com

PLASTICS TECHNOLOGY / December 2013

#### **WEBSITE CHANNEL\***

2013	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
July	118,289	60,090	46,371	1.30	01:55	01:52
August	114,794	59,819	46,373	1.29	01:49	01:41
September	121,418	65,099	52,200	1.25	01:59	01:43
October	134,375	73,014	59,687	1.22	02:00	01:42
November	135,152	70,418	57,508	1.22	01:55	01:46
December	122,663	63,982	52,095	1.23	02:02	01:53
AVERAGE:	124,449	65,404	52,372	1.25	01:57	01:46

<sup>\*</sup>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.

### **ADDITIONAL DATA**

### MAGAZINE: PARAGRAPH 3b:

Business directories include 2 sources of circulation for quantities of 748 copies or 2.0% and 2,003 copies or 5.4% Other sources include 5 sources of circulation for quantities of 147 copies or 0.4% to 658 copies or 1.8%

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

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

#### **PUBLISHER'S AFFIDAVIT**

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

Richard G. Kline, Jr., 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.

Date signed State County

February 7, 2014 New York New York February 7, 2014

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ID Number

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.