

## **BRAND REPORT**

FOR THE 6 MONTH PERIOD ENDED JUNE 2015



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.

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 **PRODUCTION MACHINING** is a business-to-business media brand that produces a monthly print magazine, digital media, industry research and live events for the high volume precision turned parts market. Production Machining'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**

#### PRODUCTION MACHINING MAGAZINE



6 Issues in the period 20,586 average circulation

# PRODUCTION MACHINING E-NEWSLETTERS



32 total issued in the period 14,216 average per occurrence 12,317 average per occurrence

#### PRODUCTION MACHINING WEBSITE



23,855 average unique browsers

### **EXECUTIVE SUMMARY**

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

	Non-Paid	Paid	Average
PRODUCTION MACHINING MAGAZINE (6 issues in the period)	20,586	-	20,586
PRODUCTION MACHINING E-NEWSLETTERS			
a. PM Inbox Insights (6 issued in the period)	14,216	-	14,216
b. PM Blog (26 issued in the period)	12,317	-	12,317
<b>PRODUCTION MACHINING WEBSITE</b> (Monthly Unique Browsers with 52,754 average Page Impressions)	23,855	-	23,855

#### **FIELD SERVED**

PRODUCTION MACHINING serves the high volume turned parts and precision machining industries, focused on production of discreet parts and components in general manufacturing industries, 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, production and manufacturing engineering, quality assurance and quality control, product design, research & development, purchasing and other qualified personnel.

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

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	8
Advertiser and Agency	1,945
Allocated for Trade Shows and Conventions	283
All Other	774
TOTAL	3,010

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

	Total Q	ualified Qualified Non-Paid Qualified Pai		Qualified Non-Paid		ed Paid
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	20,586	100.0	20,586	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	20,586	100.0	20,586	100.0	-	-

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

2015 Issu	ıe	Number Removed	Number Added	Qualified
January		57	-	20,589
February		12	13	20,590
March		33	16	20,573
April		25	13	20,561
May		31	3	20,533
June		54	189	20,668
	TOTAL	212	234	/

#### 3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2015

This issue is 0.3% or 63 copies below the average of the other 5 issues reported in Paragraph 2.

The North American Industry Classification System (NAICS) was adopted in 2003 by the Office of Management and Budget (OMB) to replace the SIC system. For additional information on NAICS including details on purchasing a copy of the NAICS manual, go to www.census.gov/epcd/www/naics.html (Classification based on 2002 NAICS manual).

2002 NAIC	CS manual).				Draduation of		
NAICS Code	BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management; Purchasing (B,L)	Production or Manufacturing Engineering (C,D,E,V,F, T,G,R,S)	Quality; Design; Research (H,I,J,P,Q)	Other Qualified Titles N.E.C. (A,N,X,Z)
332	FABRICATED METAL PRODUCT MANUFACTURING						
3321	Forging and Stamping	194	0.9	95	83	6	10
3322	Cutlery and Handtool Manufacturing	64	0.3	32	29	1	2
3323	Architectural and Structural Metals Manufacturing	867	4.2	602	228	14	23
3324	Boiler, Tank, and Shipping Container Manufacturing	13	0.1	5	6	2	25
3325	Hardware Manufacturing	40	0.2	15	23	1	1
3325 3326		49	0.2	19	23	5	4
	Spring and Wire Product Manufacturing						
332710	Machine Shops	8,491	41.4	6,581	1,642	155	113
332721	Precision Turned Product Manufacturig	1,334	6.5	681	548	75	30
332722	Bolt, Nut, Screw, Rivet, and Washer Manufacturing	653	3.2	272	307	54	20
3328	Coating, Engraving, Heat Treating, and Allied Activities	119	0.6	61	41	7	10
3329	Other Fabricated Metal Product Manufacturing	740	3.6	351	324	37	28
	Subtotal 332	12,564	61.2	8,714	3,252	357	241
333	MACHINERY MANUFACTURING	,	~	-,	-,		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	378	1.8	165	166	32	15
3332	Industrial Machinery Manufacturing	194	0.9	86	90	8	10
3333		83	0.9	31	42	4	6
	Commercial and Service Industry Machinery Manufacturing	03	0.4	31	42	4	0
3334	Ventilation, Heating, Air-Conditioning, and Commercial	-4	0.4	0.4		•	_
	Refrigeration Equipment Manufacturing	71	0.4	24	39	3	5
3335	Metalworking Machinery Manufacturing	2,019	9.8	1,272	497	99	151
3336	Engine, Turbine, and Power Transmission Equipment						
	Manufacturing	169	0.8	51	101	13	4
3339	Other General Purpose Machinery Manufacturing	547	2.7	203	278	34	32
	Subtotal 333	3,461	16.8	1,832	1,213	193	223
334	COMPUTER AND ELECTRONIC PRODUCT MANUFACTURING	0, .02	20.0	2,002	_,0	200	
3341	Computer and Peripheral Equipment Manufacturing	14	0.1	5	7	1	1
3342	Communications Equipment Manufacturing	35	0.2	9	23	3	
			0.2				-
3343	Audio and Video Equipment Manufacturing	6	-	-	6		-
3344	Semiconductor and Other Electronic Component Manufacturing	126	0.6	28	85	11	2
3345	Navigational, Measuring, Electromedical, and Control Instruments						
	Manufacturing	180	0.9	33	128	12	7
3346	Manufacturing and Reproducing Magnetic and Optical Media	1	-	-	-	-	1
	Subtotal 334	362	1.8	75	249	27	11
335	ELECTRICAL EQUIPMENT APPLIANCE AND COMPONENT MANUFACTURING						
3351	Electric Lighting Equipment Manufacturing	14	0.1	6	7	1	_
3352	Household Appliance Manufacturing	8	0.1	2	5	ī	
		117	0.6			8	2
3353	Electrical Equipment Manufacturing			29	78		2
3359	Other Electrical Equipment and Component Manufacturing	96	0.5	24	58	9	5
	Subtotal 335	235	1.2	61	148	19	7
336	TRANSPORTATION EQUIPMENT MANUFACTURING						
3361	Motor Vehicle Manufacturing	53	0.3	24	22	7	-
3362	Motor Vehicle Body and Trailer Manufacturing	37	0.2	18	12	4	3
3363	Motor Vehicle Parts Manufacturing	893	4.3	436	370	43	44
3364	Aerospace Product and Parts Manufacturing	631	3.1	279	303	36	13
3365	Railroad Rolling Stock Manufacturing	7	-	1	4	2	-
3366	Ship and Boat Building	19	0.1	9	8	1	1
3369	Other Transportation Equipment Manufacturing	31	0.2	16	13	2	1
5509	Subtotal 336	1.671	8.2	783	732	95	61
337	FURNITURE AND RELATED PRODUCT MANUFACTURING	46	0.2	24	19	1	2
339	MISCELLANEOUS MANUFACTURING						
33911	Medical Equipment and Supplies Manufacturing	358	1.7	124	216	11	7
3399	Other Miscellaneous Manufacturing	234	1.1	133	84	3	14
	Subtotal 339	592	2.8	257	300	14	21
311-331	MISCELLANEOUS MANUFACTURING OTHER	645	3.1	290	290	18	47
00_	Subtotal Manufacturing	19.576	95.3	12.036	6,203	724	613
42	WHOLESALE TRADE	362	1.8	147	71	10	134
541	PROFESSIONAL SERVICES	206	1.0	76	84	10	36
34T							
	Miscellaneous Others	389	1.9	276	65	10	38
	TOTAL QUALIFIED CIRCULATION	20,533	100.0	<b>12</b> ,535	6,423	754	821

<sup>(</sup>B,L) Company Management; Purchasing: titles include Chairman, General MGR, Owner, Partner, President, Purchasing MGR. Buyer and other related titles. (C,D,R,S,E,V,F,T,G) Production or Manufacturing Engineering: titles include Director or Mfg. Engr, Plant Manager, Factory Manager, Foreman, Plant Supervisor and other

<sup>(</sup>H,I,J,P,Q) Quality; Design; Research: titles include Q/A MGR. Quality Supervisor, Dir. of Design Engr, Q/C Director and other related titles. (A,N,X,Z) Other Qualified Titles, N.E.C.: titles include Consultant, Services Mgr. Training Mgr. and other related titles.

#### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2015

		Qualified Within			
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Total Qualified	Percent
I. Direct Request:	16,842	3,319	-	20,161	98.2
II. Request from recipient's company:	308	-	-	308	1.5
III. Membership Benefit:	•	•	-	•	-
IV. Communication from recipient or recipient's company (other than request):	62	-	-	62	0.3
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	2	-	-	2	-
Association rosters and directories	-	-	-	-	-
*Business directories	1	-	-	1	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	1	-	-	1	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	17,214	3,319	-	20,533	100.0
PERCENT	83.8	16.2	-	100.0	
*See Additional Data					

#### 3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2015

MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function	20,443	99.6
Individuals by name only	90	0.4
Titles or functions only	-	-
Company names only	-	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	20,533	100.0

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

	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
6-Month Period Ended:	July - December 2012	January – June 2013	July – December 2013	January – June 2014	July – December 2014	January – June 2015*
Total Audit Average Qualified:	21,110	20,044	20,605	20,541	20,604	20,586
Qualified Non-Paid:	21,110	20,044	20,605	20,541	20,604	20,586
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 – June 2015 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

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

#### 4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2015\*

State	Tatal Ovalifical	Percent
	Total Qualified 92	Percent
Maine		
New Hampshire	174 42	
Vermont		
Massachusetts	509	
Rhode Island	82	
Connecticut	409	0.4
NEW ENGLAND	1,308	6.4
New York	925	
New Jersey	362	
Pennsylvania	1,150	11.0
MIDDLE ATLANTIC	2,437	11.9
Ohio	1,773	
Indiana	791	
Illinois	1,548	
Michigan	1,567	
Wisconsin	981	
EAST NO. CENTRAL	6,660	32.4
Minnesota	776	
lowa	332	
Missouri	408	
North Dakota	39	
South Dakota	82	
Nebraska	134	
Kansas	237	
WEST NO. CENTRAL	2,008	9.8
Delaware	24	
Maryland	130	
Washington, DC	1	
Virginia	247	
West Virginia	71	
North Carolina	418	
South Carolina	252	
Georgia	339	
Florida	498	
SOUTH ATLANTIC	1.980	9.6

State	Total Qualified	Percent
Kentucky	210	
Tennessee	362	
Alabama	231	
Mississippi	85	
EAST SO. CENTRAL	888	4.3
Arkansas	108	
Louisiana	181	
Oklahoma	196	
Texas	1,012	
WEST SO. CENTRAL	1,497	7.3
Montana	38	
Idaho	88	
Wyoming	25	
Colorado	205	
New Mexico	51	
Arizona	233	
Utah	134	
Nevada	63	
MOUNTAIN	837	4.1
Alaska	6	
Washington	289	
Oregon	175	
California	1,515	
Hawaii	-	
PACIFIC	1,985	9.7
UNITED STATES	19,600	95.5
U.S. Territories	10	
Canada	901	
Mexico	22	
Other International	-	
APO/FPO	-	
TOTAL QUALIFIED CIRCULATION	20,533	100.0

## E-NEWSLETTER CHANNEL

2015	PM Inbox Insights	PM Blog
JANUARY		
January 2	-	12,619
January 9	-	12,598
January 16	-	12,615
January 23	-	12,595
January 27	13,847	•
January 30	•	12,590
FEBRUARY		
February 6	-	12,559
February 13	-	12,505
February 20	-	12,502
February 24	13,694	-
February 27	-	12,196
MARCH		
March 6	-	12,140
March 13	-	12,400
March 20	-	12,363
March 27	-	12,346
March 31	13,475	-
APRIL		
April 3	-	12,293
April 10	-	12,288
April 17	-	12,283
April 24	-	12,239
April 28	14,793	-
MAY		
May 1	-	12,217
May 8	-	12,214
May 15	-	12,150
May 22	-	12,136
May 26	14,651	-
May 29	-	12,130
JUNE		
June 5	-	12,101
June 12	-	12,076
June 19	-	12,042
June 26	-	12,054
June 30	14,836	<u>-</u>
AVERAGE:	14,216	12,317

PM Inbox Insights E-Newsletter (6 issued in the period) PM Blog E-Newsletter (26 issued in the period)

<sup>\*</sup>See Additional Data

#### **WEBSITE CHANNEL**

#### WWW.PRODUCTIONMACHINING.COM

2015	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
January	53,326	32,238	23,532	1.37	02:44	01:49
February	53,934	32,338	23,955	1.35	02:36	01:47
March	58,249	35,784	26,529	1.35	02:44	01:45
April	54,276	33,311	24,773	1.34	02:40	01:42
May	49,746	30,770	22,522	1.37	02:49	01:45
June	46,990	29,827	21,819	1.37	02:43	01:35
AVERAGE:	52,754	32,378	23,855	1.36	02:43	01:44

January - June 2015 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

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**

#### **PARAGRAPH 3b:**

Business directories include 1 source of circulation for quantities of 1 copy or -%. Other sources include 1 source of circulation for quantities of 1 copy or -%.

#### **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.

Joseph A. Campise, Publisher

P. Ross Jacobs, 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

July 29, 2015 Ohio Hamilton July 29, 2015

Received by BPA Worldwide Type

P428B0J5

BD

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.