

# **BRAND REPORT**

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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.

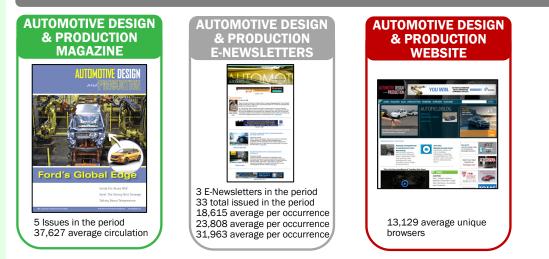
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AUTOMOTIVE DESIGN & PRODUCTION is a business-to-business media brand that produces a print magazine, digital media, research and live events for automotive industry professionals involved in the design, manufacture and management of vehicles and vehicle components. Automotive Design & Production'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
AUTOMOTIVE DESIGN & PRODUCTION MAGAZINE (5 issues in the period)	37,627	-	37,627
AUTOMOTIVE DESIGN & PRODUCTION E-NEWSLETTERS			
a. autofieldguide blog (26 issued in the period)	18,615	-	18,615
b. autofieldguide e-newsletter (6 issued in the period)	23,808	-	23,808
c. ADP Digital Solution (1 issued in the period)	31,963	-	31,963
<b>AUTOMOTIVE DESIGN &amp; PRODUCTION WEBSITE</b> (Monthly Unique Browsers with 35,422 average Page Impressions)	13,129	-	13,129

## **MAGAZINE CHANNEL**

### FIELD SERVED

AUTOMOTIVE DESIGN & PRODUCTION serves the automotive industry, which includes automotive OEM's and supplier companies. These facilities are defined as those manufacturing products and/or components that are used in automobile, light trucks, other land-based vehicles, as well as other non-manufacturing industries. Also qualified are a limited number of engineering firms and federal government industries (transportation equipment).

### DEFINITION OF RECIPIENT QUALIFICATION

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

AVERAGE NON-QUALIFIED C		1. AVERAGE QUA	LIFIED CI	RCULATIO	N BRE	акоит	FOR P		(			
NON-QUALIFIED Not Included Elsewhere	Copies		Tot Quali		Qualifi Non-Pa			lified aid	2. QUALIFIE	D CIRCULATIO	ON BY ISSUES	FOR PERIOD
	46	QUALIFIED CIRCULATION	Copies I	Percent Co	opies Pe	ercent	Copies	Percent	2015 Issue	Number Removed	Number Added	Total Qualified
Other Paid Circulation		Individual	37,627	100.0 37	7,627	100.0	-	-	February	128	34	37,434
Advertiser and Agency	2,470	Sponsored Individually Addressed	-	-	-	-	-	-	March	77	45	37,402
Allocated for Trade Shows and Conventions	410	Membership Benefit	-	-	-	-	-	-	April	76	54	37,380
and conventions	784	Multi-Copy Same Addressee	-	-	-	-	-	-	May	38	649	37,991
All Other	704	Single Copy Sales	-	-	-	-	-	-	June	108	43	37,926
TOTAL	3,710	TOTAL QUALIFIED CIRCULATION	37,627	100.0 37	7 <b>,627</b> :	100.0	-	-	TOTAL	427	825	

#### 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2015 This issue is 1.2% or 455 copies above the average of the other 4 issues reported in Paragraph 2.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Company Management & Corporate Executive (B)	R&D, Quality Testing		Sales & Marketing (X,Z)	Purchasing (L)	Other Qual, N.E.C. (A,N)
OEM: Vehicle Assembly, Powertrain/Engine, Components, Design & Engineering	16,070	42.3	3,781	7,006	4,263	316	493	211
SUPPLIER								
1. Parts, Components, Assemblies	13,328	35.1	3,980	4,960	3,484	384	393	127
2. Materials, Plant Equipment, Services/Other	6,177	16.2	2,073	2,166	1,440	272	101	125
Subtotal: Suppliers	19,505	51.3	6,053	7,126	4,924	656	494	252
Others allied to the field	2,416	6.4	1,019	631	568	73	46	79
TOTAL QUALIFIED CIRCULATION	37,991	100.0	10,853	14,763	9,755	1,045	1,033	542
PERCENT	100.0		28.6	38.8	25.7	2.8	2.7	1.4

(B) Company Management & Corp. Executive: titles include President, Chairman, Owner, CEO, CFO, Partner, Vice President, General Manager, and other related qualified titles. (V,H,I,T,J,P,Q) Design/Product Engineering; R&D, Quality Testing: titles include Director of Design Engineering, Manager of Product Engineering, Director of Research, Engineering Manager, Senior Project Engineer, Engineering Vice Pres, Engineering Director, Quality Control Director, Chief of Quality Engineering, Factory Automation Manager, Chief Factory Automation Engineer, and other related qualified titles.

(C,D,R,S,E,F,G) Process/Manufacturing Engineering, Production: titles include Director Process Engineering, Process Engineer, Foreman, Department Supervisor, Manufacturing Supervisor, Master Mechanic, Plant Supervisor, Production Supervisor, Manager of Systems Design, Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager and other related qualified titles.

(X,Z) Sales & Marketing: titles include Regional Sales Director, National Sales Director, National Accounts Manager, Marketing Director, PR Director and other related qualified titles. (L) Purchasing: titles include Buyer, Procurement Chief and Purchasing Manager and other related qualified titles.

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

### 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:	23,896	9,155	-	33,051	87.0
II. Request from recipient's company:	608	-	-	608	1.6
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	1,824	-	-	1,824	4.8
V. TOTAL – Sources other than above (listed alphabetically):	2,508	-	-	2,508	6.6
Association rosters and directories	-	-	-	-	-
*Business directories	2,507	-	-	2,507	6.6
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	1	-	-	1	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	28,836	9,155	-	37,991	100.0
PERCENT	75.9	24.1	-	100.0	
See Additional Data					

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2

MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function	37,877	99.7
Individuals by name only	114	0.3
Titles or functions only	-	-
Company names only	-	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	37,991	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:	37,949	36,731	37,640	37,532	37,805	37,627
Qualified Non-Paid:	37,949	36,731	37,640	37,532	37,805	37,627
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
NOTE: January – June 2015 data	is unaudited. With each	successive period ne	w data will be added u	ntil six 6-month period	ls are displayed	

\*NOTE: January – June 2015 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed. \*\*NC = None Claimed.

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

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	107		Kentucky	603	
New Hampshire	166		Tennessee	880	
Vermont	62		Alabama	442	
Massachusetts	603		Mississippi	147	
Rhode Island	103		EAST SO. CENTRAL	2,072	5.4
Connecticut	510		Arkansas	234	
NEW ENGLAND	1,551	4.1	Louisiana	138	
New York	1,213		Oklahoma	246	
New Jersey	1,076		Texas	1,274	
Pennsylvania	1,478		WEST SO. CENTRAL	1,892	5.0
MIDDLE ATLANTIC	3,767	9.9	Montana	54	
Ohio	3,433		Idaho	78	
Indiana	2,050		Wyoming	20	
Illinois	2,596		Colorado	249	
Michigan	5,998		New Mexico	66	
Wisconsin	1,734		Arizona	334	
EAST NO. CENTRAL	15,811	41.6	Utah	213	
Minnesota	933		Nevada	84	
lowa	591		MOUNTAIN	1,098	2.9
Missouri	938		Alaska	16	
North Dakota	86		Washington	487	
South Dakota	120		Oregon	327	
Nebraska	243		California	2,630	
Kansas	396		Hawaii	17	
WEST NO. CENTRAL	3,307	8.7	PACIFIC	3,477	9.2
Delaware	37		UNITED STATES	36,765	96.8
Maryland	234		U.S. Territories	20	
Washington, DC	10		Canada	1,113	
Virginia	476		Mexico	93	
West Virginia	81		Other International	-	
North Carolina	986		APO/FPO	-	
South Carolina	559				
Georgia	567			27.004	100.0
Florida	840		TOTAL QUALIFIED CIRCULATION	37,991	100.0
SOUTH ATLANTIC	3,790	10.0			

# E-NEWSLETTER CHANNEL

2015	autofieldguide blog	autofieldguide e-newsletter	ADP Digital Solution
January 2	19,153		-
January 6	15,155	-	31,963
January 9	19,127	-	-
January 16	19,088		-
January 20	40.075	23.907	-
January 23 January 30	19,075 19,057	-	-
EBRUARY	19,007	· · · · ·	-
February 6	18,978		-
February 13	18,944	-	-
February 19	10.010	23.749	-
February 20 February 27	18,940 18,752	-	-
MARCH	10,752	•	-
March 6	18.607		-
March 13	18,728	-	-
March 17	10.050	23.383	-
March 20 March 27	18,658 18,584	-	-
	10,304	-	-
April 3	18,551		-
April 10	18.491	-	-
April 17	18.478	<u>-</u>	-
April 21 April 24	18.443	24,161	-
1AY	10,445	-	-
May 1	18,375		-
May 8	18.402	-	-
May 15	18,316		-
May 19 May 22	18,226	23,929	-
May 22 May 29	18,220		
UNE			
June 5	18,247	-	-
June 12	18.200	-	-
June 19	18,145		-
June 23 June 26	18.171	23,718	-
AVERAGE:	18,615	23,808	31,963

autofieldguide e-newsletter (6 issued in the period)

ADP Digital Soliciation (1 issued in the period)

# WEBSITE CHANNEL

### WWW AUTOFIELDCUIDE COM

WWW.AUTOFIELDGU	IDE.COM					
2015	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
January	36,962	22,448	13,459	1.67	02:30	01:37
February	32,717	20,147	12,337	1.63	02:44	01:42
March	39,801	23,775	14,890	1.60	02:40	01:48
April	37,321	23,159	13,436	1.72	02:33	01:34
May	33,820	21,370	12,616	1.69	02:51	01:40
June	31,914	20,079	12,038	1.67	02:50	01:40
AVERAGE:	35,422	21,829	13,129	1.66	02:41	01:40

January - June 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

#### PARAGRAPH 3b:

Business directories include 3 sources of circulation for quantities of 492 copies or 1.3% to 1,248 copies or 3.3%. Other sources include 1 source of circulation for a quantity of 1 copy or -%.

### **GEOGRAPHIC DISTRIBUTION:**

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

PUBLISHER S AFFIDAVII		
We hereby make oath and say that all data set forth in this statement are true.	Date signed	July 29, 2015
Michael Vohland, Publisher	State	Ohio
P. Ross Jacobs, Circulation Director	County	Hamilton
(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)	Received by BPA Worldwide	July 29, 2015
IMPORTANT NOTE:	Туре	BD
This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.	ID Number	A246B0J5

### bout BPA Worldwide:

About BrA workwide. 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.

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