

# **BRAND REPORT**

## FOR THE 6 MONTH PERIOD ENDED DECEMBER 2020



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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**PRODUCTS FINISHING** is a business-to-business media brand that produces a monthly print magazine, digital media, research and live events for the field of finishing. Products Finishing'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
PRODUCTS FINISHING MAGAZINE (6 issues in the period)	25,840	-	25,840
(See Paragraph 3b for Format Type and Source)			
PRODUCTS FINISHING E-NEWSLETTERS			
a. PF Latest News Alert (20 issued in the period)	14,947	-	14,947
b. PF Upcoming Issue Alert (6 issued in the period)	15,113	-	15,113
<b>PRODUCTS FINISHING WEBSITE</b> (Monthly Users with 130,145 average Pageviews)	64,490	-	64,490
PRODUCTS FINISHING SOCIAL MEDIA			
a. Twitter followers	*2,020	-	*2,020
b. Facebook followers	*1,831	-	*1,831
c. YouTube views	*113,737	-	*113,737

## **FIELD SERVED**

PRODUCTS FINISHING serves the finishing field. Included are plants whose products fall in manufacturing industries. Also served are wholesale trade firms, and professional, scientific and technical services.

## **PURPOSE**

Included herein is a supplementary analysis of recipients who responded to the question "Which of the following markets do you manufacture for?"

## **DEFINITION OF RECIPIENT QUALIFICATION**

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

## **AVERAGE NON-QUALIFIED CIRCULATION** Non-Qualified Not Included Elsewhere Copies Other Paid Circulation Advertiser and Agency 1,049 Allocated for Trade Shows and Conventions All Other 818

1,868

**TOTAL** 

_	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid
Qualified Circulation	Copies	Percent	Copies	Percent	Copies	Percent
Individual	25,840	100.0	25,840	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	25,840	100.0	25,840	100.0	-	-

2020 Issue	Print	Digital	Unique Total Qualified*
July	24,194	14,773	25,125
August	24,281	15,038	25,441
September	24,479	15,173	25,762
October	24,512	15,243	25,832
November	25,004	15,587	26,433
December	25,015	15,536	26,449

## 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2020 This issue is 2.8% or 711 copies above the average of the other 5 issues reported in Paragraph 2.

_			<u> </u>	Classification by Title Engineering						
							ering Quality,	_		
			_	Company	Manufac-	Manufac-	Product	Educational		
NAICS	Business and Industry	Total Qualified	Percent of Total	Management Purchasing	turing Production	turing Engineering	Design & R&D	or Government	Sales & Marketing	Other NEC
325	Chemical Manufacturing	1,216	4.6	550	113	135	159	1	242	16
326	Plastics and Rubber Products Manufacturing	842	3.2	377	183	169	70	2	34	7
327	Nonmetallic Mineral Product Manufacturing	169	0.6	77	30	31	13	-	18	-
331 332	Primary Metal Manufacturing Fabricated Metal Product Manufacturing	469	1.8	187	112	96	47	3	24	-
3321	Forging and Stamping	289	1.1	132	72	62	18	-	4	1
3322	Cutlery and Handtool Manufacturing	162	0.6	65	41	39	14	-	2	1
3323	Architectural and Structural Metals  Manufacturing	1,188	4.5	752	225	124	55	-	29	3
3324	Boiler, Tank, and Shipping Container	F0	0.0	0.4	_	0	7		-	
	Manufacturing	50	0.2	24	5	9	7	-	5	-
3325 3326	Hardware Manufacturing	60 114	0.2	23 57	16 23	10	9	-	2 6	-
3326 3327	Spring and Wire Product Manufacturing Machine Shops; Turned Product; and Screw, Nut,		0.4			17	11	-		
	and Bolt Manufacturing	3,269	12.4	1,825	715	415	213	4	89	8
332811	Metal Heat Treating	432	1.6	245	94	44	27	-	22	-
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	1,074	4.1	714	173	77	52	-	52	6
332813	Electroplating, Plating, Polishing, Anodizing, and	2.704	112	0.205	CEE	050	270	2	170	20
	Coloring	3,791	14.3	2,305	655	252	378	3	178	20
3329	Other Fabricated Metal Product Manufacturing Sub-Total 332	2,269 12,698	8.6 48.0	1,265 7,407	455 2,474	299 1,348	141 925	2 9	94 483	13 52
333	Machinery Manufacturing	12,090	40.0	1,401	2,414	1,340	920	9	403	52
3331	Agriculture, Construction, and Mining Machinery	355	1.3	129	79	101	43		3	
2220	Manufacturing							-		
3332 3333	Industrial Machinery Manufacturing Commercial and Service Industry Machinery	471	1.8	235	71	101	28	-	36	-
	Manufacturing	231	0.9	138	25	32	17	-	16	3
3334	Ventilation, Heating, Air-Conditioning, and									
	Commercial Refrigeration Equipment Manufacturing	195	0.7	99	38	34	10	-	14	-
3335	Metalworking Machinery Manufacturing	923	3.5	419	216	171	53	1	59	4
3336	Engine, Turbine, and Power Transmission	201	0.8	61	31	76	26	_	5	2
3339	Equipment Manufacturing Other General Purpose Machinery Manufacturing	701	2.7	232	142	196	59		69	3
3339	Sub-Total 333	3,077	11.7	1,313	602	711	236	1	202	12
334	Computer and Electronic Product	2,211		_,				_		
3341	Manufacturing									
3341	Computer and Peripheral Equipment Manufacturing	10	-	2	2	5	1	-	-	-
3342	Communications Equipment Manufacturing	96	0.4	31	21	39	5	-	-	-
3343	Audio and Video Equipment Manufacturing	21	0.1	7	1	11	2	-	-	-
3344	Semiconductor and Other Electronic Component Manufacturing	272	1.0	78	51	92	47	-	4	-
3345	Navigational, Measuring, Electromedical, and	419	1.0	00	7.0	100	F2	1	00	4
	Control Instruments Manufacturing	419	1.6	96	76	166	53	1	26	1
3346	Manufacturing and Reproducing Magnetic and Optical Media	4	-	3	-	1	-	-	-	-
	Sub-Total 334	822	3.1	217	151	314	108	1	30	1
335	Electrical Equipment, Appliance, and									_
2251	Component Manufacturing Electric Lighting Equipment Manufacturing	70	0.3	21	20	11	5		3	
3351 3352	Household Appliance Manufacturing	79 61	0.3 0.2	31 17	29 11	11 21	9	-	3 2	1
3353	Electrical Equipment Manufacturing	182	0.7	47	36	74	21	-	3	1
3359	Other Electrical Equipment and Component	198	0.8	55	43	61	19	-	20	-
	Manufacturing Sub-Total 335	520	2.0	150	119	167	54	_	28	2
336	Transportation Equipment Manufacturing									
3361	Motor Vehicle Manufacturing	249	1.0	96	49	71	29	-	2	2
3362 3363	Motor Vehicle Body and Trailer Manufacturing Motor Vehicle Parts Manufacturing	373 1,541	1.4 5.8	172 585	77 292	87 464	28 172	1	8 21	7
3364	Aerospace Product and Parts Manufacturing	1,200	4.6	322	292 251	471	136	2	15	3
3365	Railroad Rolling Stock Manufacturing	34	0.1	10	11	11	1	-	1	-
3366	Ship and Boat Building	135	0.5	73	31	22	8	-	1	-
3369	Other Transportation Equipment Manufacturing Sub-Total 336	186 3,718	0.7 14.1	109 1,367	26 737	33 1,159	16 390	3	2 50	12
337	Furniture and Related Product Manufacturing	197	0.7	80	59	39	17	-	2	-
339	Miscellaneous Manufacturing									
33911	Medical Equipment and Supplies Manufacturing Other Miscellaneous Manufacturing Sub-Total 339	662	2.5	305	110	163	76	-	5	3
3399	Sub-Total 339	503 1,165	1.9 4.4	255 560	97 207	94 257	41 117	1	7 12	8 11
311-324	Miscellaneous Manutacturing	233	0.9	120	45	26	20	2	18	2
42	Wholesale Trade	429	1.6	264	37	34	14	-	78	2
541	Professional, Scientific and Technical Svcs	364	1.4	165	17	99	49 26	9 38	22	3 7
341	Miscellaneous Others	514	1.9	321	55	58			9	

Classification by Title

COMPANY MANAGEMENT; PURCHASING: titles include Chairman, Director, General Manager, Managing Director, Owner, President, Vice President, Purchasing Mgr, Buyer and other

related titles.

MANUFACTURING PRODUCTION titles include: Vice President of Manufacturing (or Production), CNC Programmer, District Production Manager, Inspector, Foreman, Leadman, Machinist, Manager of Manufacturing, Millwright, Automation Engineer, and other Manufacturing/Production titles.

MANUFACTURING ENGINEERING titles include Vice President of Manufacturing (or Production) Engineering, Abrasive Engineer, Administrative Value Engineer, Control Engineer, Design & Tool Engineer, Environmental Engineer, Estimate Engineer, Finishing Engineer, Plant Services Engineer, and other Manufacturing/ Engineering titles.

QUALITY, PRODUCT DESIGN, & R&D titles include Vice President of Product Design & Development Engineering, Detailer, Development Engineer, Development Engineer, Product Design Engineer, Product Design Engineer, Product Design and Development Engineering titles

Engineer, Product Design Engineer, Product Design & Development Engineer, Product Designer, Product Designer, Product Design and Development Engineer titles.

EDUCATIONAL or GOVERNMENT titles include Professor, Instructor and other Educational titles.

SALES & MARKETING titles include Regional Sales Director, National Sales Director, National Accounts Manager, Marketing Director, PR Director and other sales/marketing titles.

OTHER N.E.C.

## **SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 2020**

This is an analysis of 21,302 or 81.5% recipients who manufacture for the following industries. 17,357 are classified based on their response to the question 'Which of the following markets do you manufacture for?' and 3,945 are classified based on NAICS for their company indicating they are an OEM for the given market.

Business and Industry	Totals	Company Management Purchasing	Manufacturing Production	Manufacturing Engineering	Quality, Product Design & R&D	Educational or Government	Sales & Marketing	Other NEC
Aerospace/Aviation								
OEMs, Components & Parts	10,810	5,452	2,065	1,514	966	11	753	49
Captive Shops, Contract Shops & Job Shops	1,293	333	263	519	153	2	20	3
Other Qualified: R&D, Consultants, Testing & Design, Q/A	571	307	47	90	39	16	67	5
Totals	12,674	6,092	2,375	2,123	1,158	29	840	57
Automotive/Transportation								
OEMs, Components & Parts	12,017	6,257	2,246	1,609	1,028	16	806	55
Captive Shops, Contract Shops & Job Shops	2,163	853	418	622	229	1	31	9
Other Qualified: R&D, Consultants, Testing & Design, Q/A	707	442	48	93	42	11	67	4
Totals	14,887	7,552	2,712	2,324	1,299	28	904	68
Medical/Dental								
OEMs, Components & Parts	8,229	4,110	1,595	1,127	719	10	619	49
Captive Shops, Contract Shops & Job Shops	683	314	112	170	79	-	5	3
Other Qualified: R&D, Consultants, Testing & Design, Q/A	341	199	19	42	24	5	50	2
Totals	9,253	4,623	1,726	1,339	822	15	674	54
Military/Defense								
OEMs, Components & Parts	10,896	5,192	2,134	1,724	1,059	14	721	52
Captive Shops, Contract Shops & Job Shops	191	60	39	65	25	-	1	1
Other Qualified: R&D, Consultants, Testing & Design, Q/A	423	227	28	71	30	11	55	1
Totals	11,510	5,479	2,201	1,860	1,114	25	777	54
Offroad/Construction/Agriculture								
OEMs, Components & Parts	11,721	6,118	2,258	1,618	945	10	728	44
Captive Shops, Contract Shops & Job Shops	308	111	66	94	36	-	1	-
Other Qualified: R&D, Consultants, Testing & Design, Q/A	499	320	45	52	16	5	56	5
Totals	12,528	6,549	2,369	1,764	997	15	785	49

**OEMs, Components & Parts**: Corresponding Industry NAICS

Captive Shops, Contract Shops & Job Shops: Respondents in Mfg NAICS (311-339) not Industry-Specific Other Qualified: R&D, Consultants, Testing & Design, Q/A: Respondents in non-Mfg NAICS SUPPLEMENTARY

SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 2020
This is an analysis of 5,297 recipients in the indicated NAICS classifications, of whom 4,831 manufacture for the following industries based on their response to the question "Which of the following markets do you manufacture for?"

Contract Shops & Job Shops (NAICS 33281)	Totals	Company Management Purchasing	Manufacturing Production	Manufacturing Engineering	Quality, Product Design & R&D	Educational or Government	Sales & Marketing	Other NEC
Aerospace/Aviation	3,591	2,058	641	286	383	1	202	20
Automotive/Transportation	4,099	2,419	760	304	388	3	204	21
Medical/Dental	3,000	1,700	561	236	306	1	177	19
Military/Defense	3,446	1,955	641	275	366	1	188	20
Offroad/Construction/Agriculture	3,458	2,052	639	244	318	1	193	11

## 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2020

Qualification Source	Print	Digital	Unique Total Qualified*	Percent
I. Direct Request:	21,532	15,587	22,961	86.9
II. Request from recipient's company:	-	-	-	-
III. Membership Benefit:	-	-	-	-
IV. **Communication (other than request):	2,730	-	2,730	10.3
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	742	-	742	2.8
Association rosters and directories	-	-	-	-
**Business directories	742	-	742	2.8
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-
Other sources	-	-	-	-
VI. Single Copy Sales:	-	-	-	-
UNIQUE TOTAL QUALIFIED CIRCULATION*	25,004	15,587	26,433	100.0
PERCENT	94.6	59.0	100.0	

<sup>\*</sup>Unique Total Qualified represents unique recipients, not the sum of Print and Digital. \*\*See Additional Data

Note: Although age is not reported, all qualified circulation must be sourced within 36 months of the analyzed issue.

## GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2020\*

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	83		Kentucky	262	
New Hampshire	147		Tennessee	458	
Vermont	66		Alabama	269	
Massachusetts	594		Mississippi	107	
Rhode Island	134		EAST SO. CENTRAL	1,096	4.1
Connecticut	570		Arkansas	168	
NEW ENGLAND	1,594	6.0	Louisiana	140	
New York	1,084		Oklahoma	264	
New Jersey	501		Texas	1,226	
Pennsylvania	1,395		WEST SO. CENTRAL	1,798	6.8
MIDDLE ATLANTIC	2,980	11.3	Montana	47	
Ohio	2,592		Idaho	101	
Indiana	1,044		Wyoming	23	
Illinois	1,644		Colorado	231	
Michigan	1,859		New Mexico	73	
Wisconsin	1,205		Arizona	309	
EAST NO. CENTRAL	8,344	31.6	Utah	225	
Minnesota	774		Nevada	92	
Iowa	350		MOUNTAIN	1,101	4.2
Missouri	550		Alaska	17	
North Dakota	60		Washington	430	
South Dakota	106		Oregon	285	
Nebraska	203		California	2,087	
Kansas	322		Hawaii	11	
WEST NO. CENTRAL	2,365	9.0	PACIFIC	2,830	10.7
Delaware	53		UNITED STATES	25,023	94.7
Maryland	212		U.S. Territories	19	
Washington, DC	2		Canada	937	
Virginia	308		Mexico	175	
West Virginia	66		Other International	279	
North Carolina	614		APO/FPO	-	
South Carolina	369				
Georgia	471		TOTAL CHALIFIED CIDOLII ATION	00.400	400.0
Florida	820		TOTAL QUALIFIED CIRCULATION	26,433	100.0
SOUTH ATLANTIC	2,915	11.0			

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

# E-NEWSLETTER CHANNEL

2020	PF Latest News Alert	PF Upcoming Issue Alert
IULY		
July 1	-	14,464
July 8	14,244	-
July 15	14,313	-
July 22	14,408	-
AUGUST		
August 5	-	14,823
August 12	14,583	-
August 19	14,626	-
August 26	14,681	-
SEPTEMBER		
September 2	-	15,050
September 9	14,767	-
September 16	14,805	-
September 23	14,821	-
September 30	14,921	-
OCTOBER		
October 7	-	15,302
October 14	15,020	-
October 21	15,082	-
October 28	15,101	-
NOVEMBER		
November 4	-	15,475
November 11	15,140	-
November 18	15,163	-
November 25	15,187	-
DECEMBER		
December 2	-	15,563
December 9	15,225	-
December 16	15,242	-
December 23	15,803	-
December 30	15,814	-
AVERAGE:	14,947	15,113

PF Latest News Alert (20 issued in the period) PF Upcoming Issue Alert (6 issued in the period)

# **WEBSITE CHANNEL**

## WWW.PFONLINE.COM

2020	<b>P</b> ageviews	Sessions	Users	<b>Average Session Duration</b>
July	136,732	87,579	67,245	1:37
August	127,098	81,745	63,309	1:45
September	131,086	83,290	65,534	1:35
October	136,375	85,311	67,737	1:36
November	126,392	77,442	60,915	1:39
December	123,188	78,334	62,204	1:38
AVERAGE:	130,145	82,283	64,490	1:38

July - December 2020 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

## **WEBSITE GLOSSARY**

Pageviews: A Pageview 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.

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.

Users: An identified and unduplicated Cookied Browser that accesses Internet content or advertising during a measurement period.

Average Session Duration: The time visitors remain on a site per session.

## **SOCIAL MEDIA CHANNEL**

	_		Products Finishing Social Media	
	2020	Twitter followers  http://twitter.com/ProductsFinMag	Facebook followers  http://facebook.com/ProductsFinishing	You Tube YouTube views  http://youtube.com/ProductsFinishing
	Beginning Balance	1,935	1,698	103,485
July		1,952	1,713	105,186
August		1,959	1,734	106,841
September		1,980	1,746	108,302
October		2,002	1,759	110,066
November		2,011	1,783	116,400
December		2,020	1,831	113,737

# **ADDITIONAL DATA**

# MAGAZINE: METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available.

## STATEMENT OF CONTENT PLATFORM:

Editorial Replica - If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

Communication (other than request) includes 7 sources of circulation for quantities of 175 copies or 0.7% to 1,019 copies or 3.9%. Business directories include 1 source of circulation for a quantity of 742 copies or 2.8%, including D&B Hoovers.

## **GEOGRAPHIC DISTRIBUTION:**

Geographic data for E-Newsletters, Website and Social Media 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.

Todd Luciano, Publisher

Julie Ball, Audience Development Manager

(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 January 21, 2021 State Ohio

County Hamilton Received by BPA Worldwide January 21, 2021

Type **BSD** P141B0D0 ID Number

About BPA Worldwide
A not-for-profit organization since 1931 and headquartered in Shelton, Connecticut, USA, BPA has a global membership, spanning more than 20 countries. The organization conducts 2,500+ audits for media brands in print, online/digital and live events. In addition, the BPA-iCompli division verifies compliance to defined industry standards, provides technology assurance, and certifies organization's sustainability practices and reporting. BPA is supported by 4,000+ advertiser and agency members. The latest innovation to move the industry forward is the BPA Media Exchange, a brand-safe and audited cooperative marketplace which offers automated solutions for the buying and selling of digital advertising.