

BRAND REPORT

FOR THE 6 MONTH PERIOD ENDED JUNE 2018



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)	28,100	-	28,100
PRODUCTS FINISHING E-NEWSLETTERS			
a. PF Latest News Alert (18 issued in the period)	17,089	2	17,089
b. PF Upcoming Issue Alert (6 issued in the period)	17,204	~	17,204
PRODUCTS FINISHING WEBSITE (Monthly Users with 113,282 average Pageviews)	63,844	ā	63,844
PRODUCTS FINISHING SOCIAL MEDIA			
a. Twitter followers	*1,632	2	*1,632
b. Facebook likes	*1,036	~	*1,036
c. YouTube views	*63,781	2	*63,781

^{*}Social Media claims are a cumulative figure, not an average.

MAGAZINE CHANNEL (Including Supplementary Data)

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 Other Paid Circulation 14 Advertiser and Agency 1,554 Allocated for Trade Shows and Conventions All Other 792

2,627

TOTAL

	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid
Qualified Circulation	Copies	Percent	Copies	Percent	Copies	Percent
Individual	28,100	100.0	28,100	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	28,100	100.0	28,100	100.0	-	-

/	2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD	
	2018 Issue	Total Qualified
	January	28,023
	February	28,023
	March	27,987
	April	27,965
	May	28,293
(June	28,310
		/

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3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018 This issue is 0.8% or 231 copies above the average of the other 5 issues reported in Paragraph 2.

	Classification by Title Engineering									
		Total	Percent	Company Manage-Ment Purchasing	Manufac- turing Production	Manu- Facturing Engineering	Quality, Product Design &	Educational or Government	Sales &	Other NEC
NAICS	Business and Industry	Qualified	of Total		(C, D, G, R, S)		(P, Q, H, I, J)		(X,Z)	(A, U)
325	Chemical Manufacturing	1,066	3.8	523	96	97	142	2	196	10
326 327	Plastics and Rubber Products Manufacturing Nonmetallic Mineral Product Manufacturing	558 121	2.0 0.4	274 53	119 28	99 18	46 13	-	16 8	4 1
331	Primary Metal Manufacturing	479	1.7	238	104	72	42	-	21	2
332	Fabricated Metal Product Manufacturing	000	0.0	1.10	50	50	40			
3321 3322	Forging and Stamping Cutlery and Handtool Manufacturing	268 145	0.9 0.5	140 73	59 36	52 22	12 12	-	4 2	1
3323	Architectural and Structural Metals	1,387	4.9	965	235	111	47	_	28	1
3324	Manufacturing	1,501	4.5	905	233	111	41		20	
3324	Boiler, Tank, and Shipping Container Manufacturing	74	0.3	45	12	11	4	-	2	-
3325	Hardware Manufacturing	113	0.4	41	26	30	12	-	3	1
3326 3327	Spring and Wire Product Manufacturing Machine Shops; Turned Product; and Screw, Nut,	135	0.5	71	31	20	8	1	3	1
3321	and Bolt Manufacturing	2,793	9.9	1,676	609	320	152	1	28	7
332811	Metal Heat Treating	341	1.2	207	64	34	26	-	7	3
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	2,046	7.2	1,424	323	123	93	-	61	22
332813	Electroplating, Plating, Polishing, Anodizing, and	4.470	15.0	2.445	F.7.0	004	242	4	175	24
	Coloring	4,472	15.8	3,145	573	231	313	4	175	31
3329	Other Fabricated Metal Product Manufacturing Sub-Total 332	1,274 13,048	4.5 46.1	724 8,511	243 2,211	182 1,136	71 750	2 8	46 359	6 73
333	Machinery Manufacturing	15,046	40.1	0,511	∠,∠⊥⊥	1,130	130	0	339	13
3331	Agriculture, Construction, and Mining Machinery	401	1.4	164	92	97	38	1	7	2
3332	Manufacturing Industrial Machinery Manufacturing	539	1.9	337	69	72	32	1	26	2
3333	Commercial and Service Industry Machinery									
	Manufacturing	288	1.0	180	35	40	18	-	15	-
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment	261	1.0	152	42	37	13		16	1
	Manufacturing	201	1.0	132	42	31	13	-	10	1
3335	Metalworking Machinery Manufacturing	876	3.1	452	214	145	40	1	23	1
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	174	0.6	88	28	29	26	-	3	-
3339	Other General Purpose Machinery Manufacturing	536	1.9	214	96	130	46	-	45	5
004	Sub-Total 333	3,075	10.9	1,587	576	550	213	3	135	11
334	Computer and Electronic Product Manufacturing									
3341	Computer and Peripheral Equipment	18		6	1	4	5	1	1	
2240	Manufacturing		-					1		-
3342 3343	Communications Equipment Manufacturing Audio and Video Equipment Manufacturing	76 17	0.3	20 5	12 3	32 5	11 4	-	1	-
3344	Semiconductor and Other Electronic Component	213	0.8	66	44	78	23	_	2	
00.45	Manufacturing	213	0.8	00	44	10	23	-	2	-
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	304	1.1	74	45	114	59	-	11	1
3346	Manufacturing and Reproducing Magnetic and	3		1		1	1			
	Optical Media		-		105			-	45	1
335	Sub-Total 334 Electrical Equipment, Appliance, and	631	2.2	172	105	234	103	1	15	1
	Component Manufacturing									
3351	Electric Lighting Equipment Manufacturing	66	0.2	30	17	15	2	-	2	-
3352 3353	Household Appliance Manufacturing Electrical Equipment Manufacturing	33 137	0.1 0.5	8 35	8 32	14 52	3 12	1	4	1
3359	Other Electrical Equipment and Component	130	0.5	51	18	42	12		7	
	Manufacturing Sub Tabal 225							-		1
336	Sub-Total 335 Transportation Equipment Manufacturing	366	1.3	124	75	123	29	1	13	1
3361	Motor Vehicle Manufacturing	392	1.4	163	83	112	31	-	1	2
3362	Motor Vehicle Body and Trailer Manufacturing	664	2.3	324	143	132	56	-	6	3
3363 3364	Motor Vehicle Parts Manufacturing Aerospace Product and Parts Manufacturing	2,637 1,984	9.3 7.0	1,040 649	496 440	793 660	282 209	2 4	15 10	9 12
3365	Railroad Rolling Stock Manufacturing	51	0.2	18	12	12	9	-	-	-
3366	Ship and Boat Building	152	0.5	85	30	25	12	=	-	-
3369	Other Transportation Equipment Manufacturing Sub-Total 336	274 6,154	1.0 21.7	182 2,461	39 1,243	33 1,767	18 617	6	2 34	26
337	Furniture and Related Product Manufacturing	238	0.8	109	60	41	23	-	4	1
339	Miscellaneous Manufacturing									
33911 3399	Medical Equipment and Supplies Manufacturing Other Miscellaneous Manufacturing	749 388	2.6 1.4	405 203	117 90	136 63	85 17	-	4 13	2 2
	Sub-Total 339	1,137	4.0	608	207	199	102	-	17	4
311-324	Miscellaneous Manufacturing	184	0.7	101	44	10	18	-	10	1
42 541	Wholesale Trade Professional, Scientific and Technical Svcs	511 300	1.8 1.1	320 142	38 21	34 81	18 38	3	94 12	7 3
J-7_	Miscellaneous Others	425	1.5	257	52	62	19	15	17	3
	TOTAL QUALIFIED CIRCULATION	28,293	100.0		4,979	4,523	2,173	39	951	148

Classification by Title

(A, U) OTHER QUALIFIED TITLES, N.E.C.

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

⁽C.D.G.R.S.) 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.

(E.V.F.T.) 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.

(P.Q.H.I.J.) QUALITY, PRODUCT DESIGN, & R&D titles include Vice President of Product Design & Development Engineering, Detailer, Development Engineer, Development & Project Engineer, Draftsman, Product Design Engineer, Product Design & Development Engineer, Product Designer, Product Planning Engineer, and other Product Design and Development

Engineering titles.
(N) EDUCATIONAL or GOVERNMENT titles include Professor, Instructor and other Educational titles.

⁽X, Z) SALES & MARKETING titles include Regional Sales Director, National Sales Director, National Accounts Manager, Marketing Director, PR Director and other sales/marketing

SUPPLEMENTARY DATA FOR ISSUE OF MAY 2018

This is an analysis of 25,207 or 89.1% recipients who manufacture for the following industries. 17,061 are classified based on their response to the question 'Which of the following markets do you manufacture for?' and 8,146 are classified based on NAICS for their company indicating they are an OEM for the given market.

Business and Industry	Totals	Company Management Purchasing (B,L)	Manufacturing Production (C, D, G, R, S)	Manufacturing Engineering (E, F, T, V)	Quality, Product Design & R&D (P, Q, H, I, J)	Educational or Government (N)	Sales & Marketing (X,Z)	Other NEC (A,U)
Aerospace/Aviation								
OEMs, Components & Parts	2,061	657	447	702	227	4	12	12
Captive Shops, Contract Shops & Job Shops	11,407	6,199	1,980	1,586	951	9	610	72
Other Qualified: R&D, Consultants, Testing & Design, Q/A	665	365	47	95	44	9	97	8
Totals	14,133	7,221	2,474	2,383	1,222	22	719	92
Automotive/Transportation								
OEMs, Components & Parts	3,693	1,527	722	1,037	369	2	22	14
Captive Shops, Contract Shops & Job Shops	12,932	7,297	2,291	1,590	999	8	663	84
Other Qualified: R&D, Consultants, Testing & Design, Q/A	836	504	68	97	45	10	104	8
Totals	17,461	9,328	3,081	2,724	1,413	20	789	106
Medical/Dental								
OEMs, Components & Parts	771	410	119	144	92	-	4	2
Captive Shops, Contract Shops & Job Shops	8,199	4,381	1,482	1,058	702	8	510	58
Other Qualified: R&D, Consultants, Testing & Design, Q/A	391	214	31	50	26	4	60	6
Totals	9,361	5,005	1,632	1,252	820	12	574	66
Military/Defense								
OEMs, Components & Parts	223	77	37	80	27	1	1	-
Captive Shops, Contract Shops & Job Shops	11,615	5,786	2,192	1,900	1,056	12	593	76
Other Qualified: R&D, Consultants, Testing & Design, Q/A	554	287	47	87	40	10	75	8
Totals	12,392	6,150	2,276	2,067	1,123	23	669	84
Offroad/Construction/Agriculture								
OEMs, Components & Parts	371	151	87	90	34	1	6	2
Captive Shops, Contract Shops & Job Shops	13,266	7,083	2,452	1,968	1,057	10	615	81
Other Qualified: R&D, Consultants, Testing & Design, Q/A	657	415	59	72	26	9	71	5
Totals	14,294	7,649	2,598	2,130	1,117	20	692	88

OEMs, Components & Parts: Corresponding Industry NAICS

 $\textbf{Captive Shops, Contract Shops \& Job Shops:} \ \ \text{Respondents in Mfg NAICS (311-339) not Industry-Specific}$

Other Qualified: R&D, Consultants, Testing & Design, Q/A: Respondents in non-Mfg NAICS

SUPPLEMENTARY DATA FOR ISSUE OF MAY 2018

This is an analysis of 6,859 recipients in the indicated NAICS classifications, of whom 5,717 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 (B,L)	Manufacturing Production (C, D, G, R, S)	Manufacturing Engineering (E, F, T, V)	Quality , Product Design & R&D (P, Q, H, I, J)	Educational or Government (N)	Sales & Marketing (X,Z)	Other NEC (A,U)
Aerospace/Aviation	4,045	2,526	651	283	353	4	189	39
Automotive/Transportation	4,809	3,139	753	311	353	3	205	45
Medical/Dental	3,350	2,088	543	236	274	4	171	34
Military/Defense	4,005	2,500	654	272	345	4	189	41
Offroad/Construction/Agriculture	4,055	2,586	674	249	318	2	187	39

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3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018

	Qualified Within				
Qualification Source	1 Year	2 Years	3 Years	Total Qualified	Percent
I. Direct Request:	17,483	6,554	•	24,037	85.0
II. Request from recipient's company:	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	2,404	-	-	2,404	8.5
V. TOTAL – Sources other than above (listed alphabetically):	1,852	-	-	1,852	6.5
Association rosters and directories	-	-	-	-	-
*Business directories	1,844	-	-	1,844	6.5
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	8	-	-	8	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	21,739	6,554	-	28,293	100.0
PERCENT	76.8	23.2	-	100.0	
See Additional Data					

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 2015	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018*
Total Audit Average Qualified:	28,268	28,346	28,443	28,293	28,408	28,100
Qualified Non-Paid:	28,268	28,346	28,443	28,293	28,408	28,100
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 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018*

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	94		Kentucky	299	
New Hampshire	139		Tennessee	534	
Vermont	57		Alabama	318	
Massachusetts	582		Mississippi	132	
Rhode Island	148		EAST SO. CENTRAL	1,283	4.5
Connecticut	605		Arkansas	179	
NEW ENGLAND	1,625	5.7	Louisiana	154	
New York	1,131		Oklahoma	293	
New Jersey	506		Texas	1,331	
Pennsylvania	1,398		WEST SO. CENTRAL	1,957	6.9
MIDDLE ATLANTIC	3,035	10.7	Montana	53	
Ohio	2,470		Idaho	94	
Indiana	1,173		Wyoming	24	
Illinois	1,723		Colorado	227	
Michigan	2,134		New Mexico	90	
Wisconsin	1,236		Arizona	360	
EAST NO. CENTRAL	8,736	30.9	Utah	220	
Minnesota	762		Nevada	98	
Iowa	420		MOUNTAIN	1,166	4.1
Missouri	634		Alaska	22	
North Dakota	54		Washington	521	
South Dakota	109		Oregon	319	
Nebraska	232		California	2,479	
Kansas	379		Hawaii	13	
WEST NO. CENTRAL	2,590	9.2	PACIFIC	3,354	11.9
Delaware	59		UNITED STATES	26,888	95.0
Maryland	227		U.S. Territories	22	
Washington, DC	3		Canada	1,218	
Virginia	343		Mexico	165	
West Virginia	85		Other International	-	
North Carolina	653		APO/FPO	-	
South Carolina	393				
Georgia	502				400 5
Florida	877		TOTAL QUALIFIED CIRCULATION	28,293	100.0
SOUTH ATLANTIC	3,142	11.1			

^{**}NC = None Claimed.

E-NEWSLETTER CHANNEL

2018	PF Latest News Alert	PF Upcoming Issue Alert
JANUARY		
January 3	-	15,471
January 10	15,431	-
January 17	15,130	-
January 24	15,368	-
FEBRUARY		
February 7	-	17,885
February 14	17,753	-
February 21	17,687	-
February 28	17,573	-
MARCH		
March 7	-	17,531
March 14	17,461	-
March 21	17,428	-
March 28	17,449	-
APRIL		
April 4	-	17,483
April 11	17,505	-
April 18	17,393	-
April 25	17,595	-
MAY		
May 2	-	17,533
May 9	17,356	-
May 16	17,476	-
May 23	17,409	-
JUNE		
June 6	-	17,323
June 13	17,231	-
June 20	17,192	-
June 27	17,169	<u> </u>
AVERAGE:	17,089	17,204

PF Latest News Alert (18 issued in the period) PF Upcoming Issue Alert (6 issued in the period)

WEBSITE CHANNEL

WWW.PFONLINE.COM

2018	Pageviews	Sessions	Users	Average Session Duration
anuary	102,349	70,016	55,089	1:19
ebruary	106,475	71,827	56,572	1:23
March	115,414	82,487	65,468	1:11
pril	118,308	84,159	65,752	1:09
1ay	122,738	90,106	73,198	1:08
une	114,412	83,152	66,988	1:14
AVERAGE:	113 282	80 291	63 844	1.14

January – June 2018 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.

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SOCIAL MEDIA CHANNEL

		Products Finishing Social Media	
	Twitter followers	Facebook likes	You Tube YouTube views
2018	http://twitter.com/ProductsFinMag	http://facebook.com/ProductsFinishing	http://youtube.com/ProductsFinishing
Beginning Bala	ance -	-	-
January	1,533	982	57,474
February	1,557	990	58,560
March	1,571	994	59,773
April	1,596	1,005	61,014
May	1,622	1,016	62,436
June	1,632	1,036	63,781

ADDITIONAL DATA

MAGAZINE:

PARAGRAPH 3b:

Communication from recipient or recipient's company (other than request) includes 1 source of circulation for a quantity of 2,404 copies or 8.5%. Business directories include 2 sources of circulation for quantities of 755 copies or 2.7% and 1,089 copies or 3.8% Other sources include 1 source of circulation for a quantity of 8 copies or -%.

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 State County

Received by BPA Worldwide

Ohio Hamilton July 18, 2018

July 18, 2018

Type BSD ID Number P141B0J8

About BPA Worldwide:

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.