

# **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.

Gardner Business Media, Inc. 6915 Valley Avenue Cincinnati, OH 45244-3029 Tel.: (513) 527-8800 Fax: (513) 527-8801 www.productionmachining.com JBall@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**



## **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)	19,259	-	19,259
(See Paragraph 3b for Format Type and Source)			
PRODUCTION MACHINING E-NEWSLETTER			
PM Now (53 issued in the period)	12,465	-	12,465
<b>PRODUCTION MACHINING WEBSITE</b> (Monthly Users with 61,657 average Pageviews)	30,775	-	30,775

### 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.

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	1,118
Allocated for Trade Shows and Conventions	-
All Other	868
TOTAL	1.986

_	Total Q	ualified	Qualified	Non-Paid	Qualifi	ed Paid
Qualified Circulation	Copies	Percent	Copies	Percent	Copies	Percent
Individual	19,259	100.0	19,259	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	19,259	100.0	19,259	100.0	-	-

2020 Issue	Print	Digital	Unique Total Qualified*
July	17,939	11,866	18,833
August	18,017	12,110	19,124
September	18,111	12,141	19,290
October	18,142	12,173	19,331
November	18,230	12,384	19,485
December	18,237	12,325	19,493

NAICS Code	Business and Industry	Total Qualified	Percent of Total	Company Management; Purchasing	Production or Manufacturing Engineering	Quality; Design; Research	Educational or Government	Sales & Marketing	Othe NE
332	FABRICATED METAL PRODUCT MANUFACTURING	<b>L</b>							
3321	Forging and Stamping	180	0.9	87	84	5		4	
3322	Cutlery and Handtool Manufacturing	127	0.7	54	62	5		5	1
3323	Architectural and Structural Metals Manufacturing	740	3.8	510	195	20	1	13	1
							1	13	-
3324	Boiler, Tank, and Shipping Container Manufacturing	21	0.1	11	7	3	-		
3325	Hardware Manufacturing	39	0.2	20	10	4	-	5	
3326	Spring and Wire Product Manufacturing	58	0.3	31	22	4	-	1	
332710	Machine Shops	8,308	42.6	6,206	1,790	167	5	125	15
332721	Precision Turned Product Manufacturig	1,286	6.6	793	427	47	1	17	
332722	Bolt, Nut, Screw, Rivet, and Washer Manufacturing	990	5.1	650	293	37		9	
3328	Coating, Engraving, Heat Treating, and Allied Activities	179	0.9	91	64	10	-	11	
3329	Other Fabricated Metal Product Manufacturing	1,130	5.8	574	468	57	2	25	
5525	Subtotal 332	13.058	67.0	9,027	3,422	359	9	215	2
222		13,058	07.0	9,027	3,422	309	9	210	21
33	MACHINERY MANUFACTURING								
3331	Agriculture, Construction, and Mining Machinery	214	1.1	82	113	17	-	2	
	Manufacturing								
3332	Industrial Machinery Manufacturing	209	1.1	84	103	10	1	11	
3333	Commercial and Service Industry Machinery Manufacturing	63	0.3	20	33	3	-	7	
2224	Ventilation, Heating, Air-Conditioning, and Commercial	25	~ ~ ~			0		4	
3334	Refrigeration Equipment Manufacturing	35	0.2	9	20	2	-	4	
3335	Metalworking Machinery Manufacturing	1,377	7.1	749	445	64	3	115	
	Engine, Turbine, and Power Transmission Equipment								
3336	Manufacturing	133	0.7	50	72	5	-	6	
3339		456	2.3	145	250	30	3	26	
5559	Other General Purpose Machinery Manufacturing					131	7		
	Subtotal 333	2,487	12.8	1,139	1,036	131	1	171	
34	COMPUTER AND ELECTRONIC PRODUCT								
	MANUFACTURING	_		_					
341	Computer and Peripheral Equipment Manufacturing	6	-	5	1	-	-	-	
3342	Communications Equipment Manufacturing	27	0.1	5	21	1	-	-	
3343	Audio and Video Equipment Manufacturing	8	0.1	1	6	1	-	-	
	Semiconductor and Other Electronic Component	450			07	4 -			
3344	Manufacturing	150	0.8	44	87	15	-	4	
	Navigational, Measuring, Electromedical, and Control								
3345	Instruments Manufacturing	188	1.0	47	120	13	-	7	
3346	Manufacturing and Reproducing Magnetic and Optical	4	-	1	1	2	-	-	
	Media	202	0.0			22		4.4	
	Subtotal 334	383	2.0	103	236	32	-	11	
335	ELECTRICAL EQUIPMENT, APPLIANCE, AND COMPONENT								
	MANUFACTURING								
3351	Electric Lighting Equipment Manufacturing	15	0.1	7	8	-	-	-	
3352	Household Appliance Manufacturing	12	0.1	4	7	1			
3353	Electrical Equipment Manufacturing	107	0.5	25	70	5		5	
3359		70	0.3	19	46	1		4	
5558	Other Electrical Equipment and Component Manufacturing						-		
	Subtotal 335	204	1.0	55	131	7	-	9	
836	TRANSPORTATION EQUIPMENT MANUFACTURING	4.5		16	10				
3361	Motor Vehicle Manufacturing	40	0.2	18	18	4	-	-	
3362	Motor Vehicle Body and Trailer Manufacturing	64	0.3	17	43	4	-	-	
3363	Motor Vehicle Parts Manufacturing	631	3.2	235	336	46	2	12	
3364	Aerospace Product and Parts Manufacturing	426	2.2	131	258	30	-	5	
3365	Railroad Rolling Stock Manufacturing	10	0.1	3	6	-	-	1	
3366	Ship and Boat Building	22	0.1	9	12	1		-	
3369	Other Transportation Equipment Manufacturing	44	0.1	20	12	4	-	1	
509		1,237	6.3	433	692	89	2	19	
227	Subtotal 336						2		
337	FURNITURE AND RELATED PRODUCT MANUFACTURING	34	0.2	11	20	3	-	-	
39	MISCELLANEOUS MANUFACTURING								
3911	Medical Equipment and Supplies Manufacturing	270	1.4	56	183	27	1	2	
3399	Other Miscellaneous Manufacturing	214	1.1	104	91	8	-	10	
	Subtotal 339	484	2.5	160	274	35	1	12	
311-331		793	4.1	302	358	56	3	65	
	Subtotal Manufacturing	18,680	95.9	11,230	6,169	712	22	502	4
2	WHOLESALE TRADE	323	1.7	150	64	5	-	102	-
+2 541	PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES	242	1.2	106	85	31	1	102	
)-+ <b>L</b>		242							
	Miscellaneous Others TOTAL OUALIFIED CIRCULATION		1.2	81	81	15	50	8	5
	IOTAL OUALIEIED CIRCULATION	19,485	100.0	11,567	6,399	763	73	631	- 5

COMPANY MANAGEMENT; PURCHASING: titles include Chairman, General MGR, Owner, Partner, President, Purchasing MGR. Buyer and other related titles. PRODUCTION OR MANUFACTURING ENGINEERING: titles include Director or Mfg. Engr, Plant Manager, Factory Manager, CNC Programmer, Foreman, Plant Supervisor and other related titles. QUALITY; DESIGN; RESEARCH: titles include Q/A MGR. Quality Supervisor, Dir. of Design Engr, Q/C Director and other related 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 related titles.

sales/marketing titles. OTHER NEC titles include other qualified titles.

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2020

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

Qualification Source	Print	Digital	Unique Total Qualified*	Percent
Direct Request:	17,081	12,384	18,336	94.1
. Request from recipient's company:	-	-	-	-
I. Membership Benefit:	-	-	-	-
V. Communication (other than request):	-	-	-	-
/. TOTAL – Sources other than above (listed alphabetically):	1,149	-	1,149	5.9
Association rosters and directories	-	-	-	-
**Business directories	1,149	-	1,149	5.9
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-
Other sources	-	-	-	-
/I. Single Copy Sales:	-	-	-	-
UNIQUE TOTAL QUALIFIED CIRCULATION*	18,230	12,384	19,485	100.0
PERCENT	93.5	63.5	100.0	

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 NOVEMBER 2020\***

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	79		Kentucky	203	
New Hampshire	159		Tennessee	302	
Vermont	47		Alabama	165	
Massachusetts	441		Mississippi	80	
Rhode Island	72		EAST SO. CENTRAL	750	3.9
Connecticut	406		Arkansas	100	
NEW ENGLAND	1,204	6.2	Louisiana	140	
New York	793		Oklahoma	184	
New Jersey	370		Texas	907	
Pennsylvania	1,105		WEST SO. CENTRAL	1,331	6.8
MIDDLE ATLANTIC	2,268	11.6	Montana	51	
Ohio	2,366		Idaho	93	
Indiana	646		Wyoming	30	
Illinois	1,270		Colorado	207	
Michigan	1,361		New Mexico	56	
Wisconsin	749		Arizona	258	
EAST NO. CENTRAL	6.392	32.8	Utah	113	
Minnesota	577		Nevada	69	
Iowa	268		MOUNTAIN	877	4.5
Missouri	366		Alaska	11	
North Dakota	38		Washington	293	
South Dakota	79		Oregon	201	
Nebraska	113		California	1,475	
Kansas	202		Hawaii	6	
WEST NO. CENTRAL	1,643	8.4	PACIFIC	1,986	10.2
Delaware	22		UNITED STATES	18,246	93.6
Maryland	129		U.S. Territories	7	
Washington, DC	1		Canada	963	
Virginia	228		Mexico	125	
West Virginia	67		Other International	144	
North Carolina	370		APO/FPO	-	
South Carolina	216				
Georgia	244			40.407	100.5
Florida	518		TOTAL QUALIFIED CIRCULATION	19,485	100.0
SOUTH ATLANTIC	1,795	9.2			

## E-NEWSLETTER CHANNEL

	2020	PM Now
JULY		
July 2 July 7 July 9 July 14 July 16 July 21 July 23 July 28 July 30		12,465 12,468 12,468 12,474 12,476 12,475 12,474 12,477 12,481
AUGUST		10.400
August 4 August 6 August 11 August 13 August 18 August 20 August 25 August 27 SEPTEMBER		12,486 12,482 12,485 12,483 12,490 12,484 12,485 12,484
September 1 September 3 September 8 September 10 September 15 September 22 September 24 September 29 OCTOBER		12,485 12,482 12,478 12,478 12,484 12,475 12,482 12,476 12,486
October 1 October 6 October 8 October 13 October 15 October 20 October 22 October 29 NOVEMBER		12,477 12,474 12,483 12,480 12,475 12,482 12,477 12,483 12,476
November 3 November 5 November 10 November 12 November 17 November 19 November 24 November 27		12,477 12,471 12,466 12,451 12,449 12,441 12,450 12,448
DECEMBER December 1 December 3 December 8 December 10 December 15 December 15 December 22 December 24 December 29 December 31	AVERAGE:	12,442 12,432 12,425 12,419 12,418 12,421 12,415 12,418 12,418 12,412 <b>12,465</b>

## **WEBSITE CHANNEL**

### WWW.PRODUCTIONMACHINING.COM

2020	Pageviews	Sessions	Users	Average Session Duration
July	52,864	36,615	27,642	1:20
August	50,181	35,013	26,156	1:29
September	57,896	39,397	31,261	1:19
October	69,143	43,697	34,859	1:32
November	74,573	43,980	34,543	1:49
December	65,285	39,473	30,189	2:06
AVERAGE:	61,657	39,695	30,775	1:35

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

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.

WEBSITE GLOSSARY

## 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.

### PARAGRAPH 3b:

Business directories include 1 source of circulation for a quantity of 1,149 copies or 5.9%, including D&B Hoovers.

### **GEOGRAPHIC DISTRIBUTION:**

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

### PUBLISHER'S AFFIDAVIT

<ul> <li>We hereby make oath and say that all data set forth in this statement are true.</li> <li>Joe Campise, Publisher</li> <li>Julie Ball, Audience Development Manager</li> <li>(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)</li> <li>IMPORTANT NOTE:</li> <li>This unaudited brand report has been checked against the previous audit report.</li> <li>It will be included in the annual audit made by BPA Worldwide.</li> </ul>	Date signed State County Received by BPA Worldwide Type ID Number	January 21, 2021 Ohio Hamilton January 21, 2021 BD P428B0D0
About BPA Worldwide A not-for-profit organization since 1931 and headquartered in Shelton, Connecticut, USA, BPA has a globa	al membership, spanning more than 20 cour	tries. The organization co

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.

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