

# **BRAND REPORT**

### FOR THE 6 MONTH PERIOD ENDED DECEMBER 2013



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.

Access Intelligence, LLC 4 Choke Cherry Rd., 2nd Floor Rockville, MD 20850 Tel.: (301) 354-2000 Fax: (301) 738-8453 www.che.com **CHEMICAL ENGINEERING** is a brand that reaches chemical engineers in the chemical process industries (CPI). In order to reach all major segments of the CPI, Chemical Engineering uses its website, newsletters, webinars, white papers, job board, technical books and involvement in trade shows and conferences. Brand extensions include CHE.com, CE Direct, ChemInnovations (a trade show and conference), Chemploy, CE Focus and the Chemical Engineering Buyers' Guide. Chemical Engineering's strength is its diversification in the marketplace.

#### **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.

## **CHANNELS**

### CHEMICAL ENGINEERING MAGAZINE



6 Issues in the period 60,251 average circulation

#### CHEMICAL ENGINEERING WEBSITE



58,031 average unique browsers

## **EXECUTIVE SUMMARY**

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

	Non-Paid	Paid	Average
CHEMICAL ENGINEERING MAGAZINE Unique Total*			
(6 issues in the period)	57,195	3,056	60,251
a. Print	30,994	2,792	33,786
b. Digital	26,247	313	26,560
1. Requested	26,247	313	26,560
2. Non-Requested	-	-	-
CHEMICAL ENGINEERING WEBSITE (Monthly Unique			
Browsers with 155,717 average Page Impressions - Note 1)	58,031	-	58,031

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

Note 1: Unique Browsers: See Website Glossary in Channel Profile.

#### **FIELD SERVED**

CHEMICAL ENGINEERING serves companies involved in manufacturing, engineering, government, educational services, financial services, public utilities/waste management, transportation, storage, distribution, wholesale/retail trade, business/legal services, consulting/misc. services, associations, societies, trade groups and others allied to the field.

#### **DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are involved in corporate management, plant operations, production management, engineering, technical direction, regulatory & safety management, purchasing, sales & marketing management, consulting and personnel in other functions within the Field Served.

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

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	1,154
Allocated for Trade Shows and Conventions	638
All Other	910
TOTAL	2,702

#### 1. AVERAGE CIRCULATION FOR MAGAZINE FOR THE PERIOD

	Total Qualified		Qualified	Non-Paid	Qualified Paid		
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Individual	60,129	99.8	57,195	94.9	2,934	4.9	
Sponsored Individually Addressed	-	-	-	-	-	-	
Membership Benefit	-	-	-	-	-	-	
Multi-Copy Same Addressee	122	0.2	-	-	122	0.2	
Single Copy Sales	-	-	-	-	-	-	
TOTAL QUALIFIED	60,251	100.0	57,195	94.9	3,056	5.1	

#### 1. AVERAGE CIRCULATION FOR MAGAZINE FOR THE PERIOD - PRINT

	Total Q	ualified	Qualified	Non-Paid	Qualified Paid		
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Individual	33,663	99.6	30,994	91.7	2,669	7.9	
Sponsored Individually Addressed	-	-	-	-	-	-	
Membership Benefit	-	-	-	-	-	-	
Multi-Copy Same Addressee	122	0.4	-	-	122	0.4	
Single Copy Sales	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	33,785	100.0	30,994	91.7	2,791	8.3	

#### 1. AVERAGE CIRCULATION FOR MAGAZINE FOR THE PERIOD - DIGITAL

	Total Q	ualified	Qualified	Non-Paid	Qualified Paid		
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Individual	26,560	100.0	26,247	98.8	313	1.2	
Sponsored Individually Addressed	-	-	-	-	-	-	
Membership Benefit	-	-	-	-	-	-	
Multi-Copy Same Addressee	-	-	-	-	-	-	
Single Copy Sales	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	26,560	100.0	26,247	98.8	313	1.2	

#### 1. AVERAGE CIRCULATION FOR MAGAZINE FOR THE PERIOD - BOTH

	Total Q	ualified	Qualified	Non-Paid	Qualified Paid		
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent	
Individual	94	100.0	46	48.9	48	51.1	
Sponsored Individually Addressed	-	-	_	-	-	-	
Membership Benefit	-	-	-	-	-	-	
Multi-Copy Same Addressee	-	-	-	-	-	-	
Single Copy Sales	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	94	100.0	46	48.9	48	51.1	

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

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2013 Issue	Print	Digital	Qualified Non-Paid	Qualified Paid	Unique Total Qualified*
July	33,645	27,426	57,708	3,254	60,962
August	33,180	27,464	57,340	3,198	60,538
September	32,791	27,320	56,867	3,136	60,003
October	33,105	26,995	56,999	3,001	60,000
November	35,225	24,848	57,073	2,927	60,000
December	34,769	25,305	57,182	2,823	60,005

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

CHEMICAL ENGINEERING / December 2013

#### 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013

This issue is 0.5% or 302 copies below the average of the other 5 issues reported in Paragraph 2.

								CL	ASSIFICATION	BY FUNCTION	NC	
								k		Regulatory/	Purchasing Sales &	
INDUSTRY	UNIQUE TOTAL QUALIFIED*	PERCENT OF TOTAL	Print	Digital	Qualified Non-Paid	Qualified Paid	Corporate Managemen (Note 1)	Production t Managemen (Note 2)	t Engineering (Note 3)	Technical Direction (Note 4)	Safety Manager, Consultant	Marketing, Other (Note 5)
Manufacturing	31,627	52.7	16,082	15,559	31,316	311	4,762	10,638	11,898	2,182	1,157	990
Engineering (Note 6)	13,705	22.8	8,488	5,231	13,615	90	3,137	3,683	5,752	409	548	176
Government	1,068	1.8	683	386	1,065	3	157	515	271	74	44	7
Educational Services	660	1.1	209	453	651	9	17	196	225	119	96	7
Financial Services	115	0.2	52	63	113	2	38	34	21	5	13	4
Public Utilities, Waste Management, Transportation, Storage	6,827	11.4	5,478	1,350	6,819	8	912	3,677	1,910	146	120	62
Chemical Distributor, Wholesale/ Retail Trade	497	0.8	285	212	491	6	164	171	81	16	18	47
Business/Legal Services, Consulting, Misc. Services	1,957	3.3	1,058	899	1,930	27	694	370	465	37	355	36
Association, Society, Trade Group	46	0.1	26	20	46	-	15	18	5	2	4	2
Others Allied To The Field	3,498	5.8	2,864	675	1,027	2,471	433	911	624	85	136	1,309
Sub-Total	60,000	100.0	35,225	24,848	57,073	2,927	10,329	20,213	21,252	3,075	2,491	2,640
Other Paid Circulation	-	-	-	-	-	-						
UNIQUE TOTAL QUALIFIED	60,000	100.0	35,225	24,848	57,073	2,927	_					

Note 1: Owner, Partner, President, CEO, COO, CFO, VP, GM, Company Official

#### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013

		Qualified Within		ı						
	QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Print	Digital	Qualified Non-Paid	Qualified Paid	Unique Total Qualified**	Percent
I.	Direct Request:	43,146	12,153	•	30,524	24,848	52,405	2,894	55,299	92.1
II.	Request from recipient's company:	33	-	-	33	-	-	33	33	0.1
III.	Membership Benefit:	-	-	-	-	-	-		-	•
IV.	Communication from recipient or recipient's company (other than request):	4,668		-	4,668	-	4,668	-	4,668	7.8
٧.	TOTAL - Sources other than above (listed alphabetically):	-	-	•	-	-	-		-	-
	Association rosters and directories	-	-	-	-	-	-	-	-	-
	Business directories	-	÷	-	-	-	-	-	÷	-
	Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-	-	-
	Other sources	-	-	-	-	-	-	-	-	-
VI.	Single Copy Sales:	-	-	-		-	-	-	-	-
	UNIQUE TOTAL QUALIFIED CIRCULATION**	47,847	12,153	-	35,225	24,848	57,073	2,927	60,000	100.0
	PERCENT	79.7	20.3	-	58.7	41.4	95.1	4.9	100.0	

#### $3c. \; MAILING \; ADDRESS \; BREAKOUT \; OF \; QUALIFIED \; CIRCULATION FOR \; ISSUE \; OF \; NOVEMBER \; 2013$

MAILING ADDRESS	Print	Digital	Qualified Non-Paid	Qualified Paid	Unique Total Qualified*	Percent
Individuals by name and title and/or function	33,956	24,773	57,068	1,623	58,691	97.8
Individuals by name only	453	28	-	479	479	0.8
Titles or functions only	323	22	5	327	332	0.6
Company names only	374	25	-	379	379	0.6
Multi-Copy Same Addressee copies	119	-	-	119	119	0.2
Single Copy Sales	-	-	-	-	-	-
UNIQUE TOTAL QUALIFIED CIRCULATION*	35,225	24,848	57,073	2,927	60,000	100.0

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

Note 2: Director, Dept. Head, Work Exec., Manager, Plant/Facility/Operations Manager, Production Manager, Supervisor/Foreman, Non-Technical Manager/Associate

Note 3: Engineer

Note 4: Research/Development Manager, Scientist/Chemist/Metallurgist/Specialist

Note 5: Purchaser/Buyer, Sales/Marketing Manager, Other Personnel allied to the field not elsewhere classified & company copies

Note 6: Engineering, Design, Construction, Independent Laboratories, Research & Development, Environmental Services

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

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

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

_	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
6-Month Period Ended:	January - June 2011	July - December 2011	January - June 2012	July - December 2012	January - June 2013*	July - December 2013*
Unique Total Audit Average Qualified***:	61,214	61,099	61,532	61,652	61,268	60,251
Unique Qualified Non-Paid***:	55,935	56,355	57,202	57,801	57,777	57,195
Print:	33,911	30,154	29,462	29,985	30,942	30,994
Digital:	22,398	26,573	28,069	28,008	26,907	26,247
Unique Qualified Paid***:	5,279	4,744	4,330	3,851	3,491	3,056
Print:	4,864	4,293	3,916	3,499	3,176	2,792
Digital:	609	627	548	450	377	313
Post Expire Copies included in Total Qualified Circulation:	0.8 %	0.7 %	0.7 %	0.5 %	0.7 %	0.6 %
Average Annual Order Price:	\$134.12	\$151.86	\$166.95	\$201.42	\$203.10	\$194.69

<sup>\*</sup>NOTE: January - December 2013 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 NOVEMBER 2013\*

State	Print	Digital	Qualified Non-Paid	Qualified Paid	Unique Total Qualified**	Percent	State	Print	Digital	Qualified Non-Paid	Qualified Paid	Unique Total Qualified**	Percent
Maine	167	24	188	3	191		Kentucky	509	125	621	13	634	
New Hampshire	183	33	208	7	215		Tennessee	671	212	841	42	883	
Vermont	49	10	58	1	59		Alabama	569	136	583	121	704	
Massachusetts	817	233	1,000	49	1,049		Mississippi	217	40	251	6	257	
Rhode Island	112	21	128	5	133		EAST SO. CENTRAL	1,966	513	2,296	182	2,478	4.1
Connecticut	420	112	518	12	530		Arkansas	207	53	254	6	260	
NEW ENGLAND	1,748	433	2,100	77	2,177	3.6	Louisiana	550	161	664	47	711	
New York	1,511	328	1,713	125	1,838		Oklahoma	348	116	441	23	464	
New Jersey	1,469	322	1,576	214	1,790		Texas	3,472	1,345	4,604	205	4,809	
Pennsylvania	1,974	481	2,339	113	2,452		WEST SO. CENTRAL	4,577	1,675	5,963	281	6,244	10.4
MIDDLE ATLANTIC	4,954	1,131	5,628	452	6,080	10.1	Montana	152	35	176	10	186	
Ohio	1,792	470	2,183	75	2,258		Idaho	143	38	174	6	180	
Indiana	697	218	886	28	914		Wyoming	135	27	159	3	162	
Illinois	1,737	448	2,099	85	2,184		Colorado	656	198	822	30	852	
Michigan	1,066	237	1,249	52	1,301		New Mexico	105	29	128	6	134	
Wisconsin	786	204	967	23	990		Arizona	355	108	452	11	463	
EAST NO. CENTRAL	6,078	1,577	7,384	263	7,647	12.8	Utah	257	87	333	11	344	
Minnesota	724	149	846	27	873		Nevada	175	34	203	6	209	
Iowa	479	86	552	13	565		MOUNTAIN	1,978	556	2,447	83	2,530	4.2
Missouri	829	209	1,009	29	1,038		Alaska	108	32	137	3	140	
North Dakota	121	38	156	3	159		Washington	548	136	655	27	682	
South Dakota	111	25	131	5	136		Oregon	269	71	324	15	339	
Nebraska	285	60	338	7	345		California	2,272	675	2,836	108	2,944	
Kansas	479	138	604	13	617		Hawaii	58	23	79	2	81	
WEST NO. CENTRAL	3,028	705	3,636	97	3,733	6.2	PACIFIC	3,255	937	4,031	155	4,186	7.0
Delaware	160	73	224	8	232		UNITED STATES	32,791	8,912	39,860	1,797	41,657	69.4
Maryland	480	134	586	28	614		U.S. Territories	79	33	108	4	112	
Washington, DC	95	39	127	6	133		Canada	358	1,029	1,184	193	1,377	
Virginia	635	178	786	26	812		Mexico	85	957	1,029	13	1,042	
West Virginia	210	59	262	7	269		Other International	1,909	13,917	14,889	920	15,809	
North Carolina	979	243	1,182	38	1,220		APO/FPO	3	-	3	-	3	
South Carolina	568	171	720	18	738								
Georgia	913	206	1,088	29	1,117		UNIQUE TOTAL		04.040	== 0=0		00.000	400.0
Florida	1,167	282	1,400	47	1,447		QUALIFIED CIRCULATION**			57,073	2,927	60,000	100.0
SOUTH ATLANTIC	5,207	1,385	6,375	207	6,582	11.0							

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

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

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

### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2013\*

			Qualified	Qualified	Unique Total					Qualified	Qualified	Unique Total	
Region/Country	Print	Digital	Non-Paid	Paid	Qualified**	Percent	Region/Country	Print	Digital	Non-Paid	Paid	Qualified**	Perce
I <b>SIA</b> fghanistan		2	2		2		AFRICA Algeria	11	86	97	-	97	
rmenia	-	1	1	-	1		Angola		11	11	-	11	
zerbaijan		8	8	-	8		Benin	-	1	1	-	1	
angladesh runei Darussalam	4	48 10	52 13	1	52 14		Botswana Cameroon	1	4 10	4 10	1	5 10	
ambodia	-	2	2	-	2		Cape Verde	-	2	2	-	2	
hina	34	240	272	2	274		Congo	1	1	2	-	2	
ast Timor (Timor-Leste)	-	1	1	-	1		Cote D'Ivoire	-	2	2	-	2	
eorgia long Kong - SAR	4	1 11	1 15	-	1 15		Egypt Equatorial Guinea	16	209 2	221 2	4	225 2	
ndia	246	1,217	1,348	114	1,462		Ethiopia	2	11	13	-	13	
ndonesia	54	480	517	17	534		Gabon	-	1	1	-	1	
apan	39	59	60	38	98		Gambia	-	1	1	-	1	
azakhstan	1	19	20	-	20		Ghana	6	27	33	-	33 1	
orea, Democratic eople's Republic Of	1	6	7	_	7		Guinea Kenya	2	1 41	1 43	-	43	
orea, Republic Of	38	167	171	34	205		Libyan Arab Jamahiriya	-	18	18	-	18	
1acao .	1	-	1	-	1		Madagascar	-	5	5	-	5	
lalaysia	39	348	380	7	387		Malawi	-	3	3	-	3	
laldives longolia	-	1 4	1 4		1 4		Mauritius Morocco	4	20 11	24 12	2	24 14	
yanmar		8	8		8		Mozambique	-	2	2	_	2	
epal	2	5	7	-	7		Namibia	-	4	4	-	4	
akistan	52	428	473	7	480		Niger		1	1	-	_ 1	
hilippines	26	259	278	7	285		Nigeria	40	324	363	1	364	
ingapore ri Lanka	33 5	332 66	352 70	13 1	365 71		Rwanda Senegal	-	1 2	1 2		1 2	
aiwan	18	137	139	16	155		Sierra Leone	-	3	3	-	3	
ajikistan		1	1	-	1		Somalia	-	1	1	-	1	
nailand	24	193	209	8	217		South Africa	35	257	278	14	292	
zbekistan	- 1	6	6	-	6		Sudan	3	44 9	47	-	47	
ietnam nspecified Asia	1	68 1	69 1	-	69 1		Tanzania Tunisia	1 5	45	10 50	-	10 50	
Subtotal	626	4,129	4,489	265	4,754	7.9	Uganda	-	6	6	-	6	
IIDDLE EAST							Zambia	-	18	18	-	18	
ahrain	5	25	29	1	30		Zimbabwe	3	35	38	-	38	_
an	54 6	513 53	567	-	567		Subtotal	133	1,219	1,330	22	1,352	2
aq rael	11	120	59 125	6	59 131		NORTH AMERICA Canada	358	1,029	1.184	193	1,377	
rdan	5	35	40	-	40		Mexico	85	957	1,029	13	1,042	
uwait	7	81	88		88		United States	32,794	8,912	39,863	1,797	41,660	
banon	2	12	13	1	14		Subtotal	33,237	10,898	42,076	2,003	44,079	73
man	11 17	78 153	87 167	2	89 170		CARIBBEAN Antigua and Barbuda		1	1		1	
atar audi Arabia	36	395	429	2	431		Aruba	-	1	1	-	1	
rian Arab Republic	1	16	17	-	17		Bahamas	-	2	2	-	2	
nited Arab Emirates	32	291	311	12	323		Barbados	-	2	2	-	2	
emen	1	19	20	- 07	20	2.2	Cuba	3	19	22	-	22	
Subtotal UROPE	188	1,791	1,952	27	1,979	3.3	Dominican Republic Grenada	1	14 1	14 2	-	14 2	
Ibania	1	1	2	-	2		Jamaica	2	24	26	-	26	
ustria	10	19	21	8	29		Netherlands Antilles	-	1	1	-	1	
elarus		_1	_1		1		Puerto Rico	72	30	99	3	102	
elgium	48	154 12	159 12	40	199 12		Trinidad and Tobago	2	44 2	42 3	2 1	44 4	
osnia and Herzegovina ulgaria		14	14	- :	14		Virgin Islands, U.S. Subtotal	80	141	215	6	221	C
roatia	4	21	22	3	25		CENTRAL AMERICA	00		210	•	221	
yprus	1	8	9		9		Belize	-	1	1	-	1	
zech Republic	4	24	24	4	28		Costa Rica	3	45	47	1	48	
enmark	24	34	37	21	58		El Salvador Customolo	2	28 57	30 59	-	30	
stonia nland	1 30	7 41	8 39	28	8 67		Guatemala Honduras	2	18	20	1	59 21	
rance	62	193	198	52	250		Nicaragua	-	9	9	-	9	
ermany	67	229	244	52	296		Panama	-	16	16	-	16	
reece	11	95	106	-	106		Subtotal	10	174	182	2	184	(
ungary	5	32	31	5	36		SOUTH AMERICA	20	200	400	7	400	
eland eland	1 8	10 80	10 82	1 6	11 88		Argentina Bolivia	29 1	380 69	402 70	-	409 70	
aly	81	350	368	63	431		Brazil	50	503	525	28	553	
itvia	1	2	3	-	3		Chile	10	194	199	5	204	
thuania	1	8	9	-	9		Colombia	30	421	449	2	451	
ixembourg	-	3 9	3	-	3		Ecuador	5	108	112	1	113	
acedonia alta	1	4	10 5	-	10 5		Guyana Paraguay	-	3 10	3 10	-	3 10	
oldova	-	4	4	-	4		Peru	34	355	379	10	389	
onaco	-	3	3	-	3		Suriname	-	2	2	-	2	
etherlands	67	260	271	55	326		Uruguay	3	61	62	2	64	
orway land	16 11	41 74	43 80	14 5	57 85		Venezuela Subtotal	7 169	256 2,362	262 2,475	1 56	263 2,531	_
nanu irtugal	9	116	118	7	125		ASIA PACIFIC	109	2,302	2,410	50	2,331	
mania	11	124	134	1	135		Australia	52	485	493	44	537	
ssian Federation	7	68	72	3	75		Fiji	-	1	1	-	1	
erbia	1	15	16	-	16		Guam	5	1	6	-	6	
ovakia	4	19	22	1	23		New Zealand	9	76	73	10	83	
ovenia	8 41	12	12 484	8 23	20 507		Papua New Guinea	1	4 1	5 1	-	5 1	
oain veden	31	466 39	484 45	25	70		Solomon Islands Subtotal	67	568	579	54	633	1
vitzerland	29	68	76	21	97		Jubiolai	01	300	313	J-T	000	-
urkey	19	210	227	2	229		UNIQUE TOTAL						
	2	14	16	-	16		QUALIFIED	35,225	24,848	57,073	2,927	60,000	100
kraine					750					0.,010	-,		200
	97	655 27	708 27	44	752 27		CIRCULATION**						

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

## **WEBSITE CHANNEL\***

2013	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
July	146,349	68,705	55,191	1.24	01:32	01:44
August	138,156	62,475	49,881	1.25	01:31	01:50
September	159,962	77,960	65,924	1.18	01:25	01:30
October	193,699	71,582	61,340	1.17	00:53	01:31
November	149,470	65,796	56,772	1.16	01:12	01:31
December	146,666	67,979	59,079	1.15	01:28	01:42
AVERAGE:	155,717	69,083	58,031	1.19	01:20	01:38

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

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.

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.

## **ADDITIONAL DATA**

#### **METHOD OF DISTRIBUTION:**

All qualified circulation conforms to the field served and definition of recipient's 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.

#### MAGAZINE:

#### PARAGRAPH 3b:

Communication Other Than Request includes 1 source of circulation for a quantity of 4668 copies or 7.8%

#### **GEOGRAPHIC DISTRIBUTION:**

Geographic data for Website is not reported at the media owner's option.

**WEBSITE ACTIVITY:**July - December 2013 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

#### **PUBLISHER'S AFFIDAVIT**

We hereby make oath and say that all data set forth in this statement are true.

Sarah Garwood, Audience Development Director

Michael Grossman, Group Publisher/Vice President

(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, 2014 State Maryland County Montgomery Received by BPA Worldwide January 21, 2014 Type

ID Number C709B0D3

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.