

BRAND REPORT

FOR THE 6 MONTH PERIOD ENDED JUNE 2019



OCCUPATIONAL HEALTH & SAFETY

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.

1105 Media, Inc. 6300 Canoga Avenue Ste 1150 Woodland Hills, CA 91367 Tel. No.: (818) 814-5200 Fax No.: (818) 814-1522 www.ohsonline.com **OCCUPATIONAL HEALTH & SAFETY** magazine provides practical advice on how to keep the workplace safe from hazards and in full compliance with ever-changing laws and regulations. Occupational Health & Safety magazine delivers the most up-to-date information for professionals in the health, safety, industrial hygiene, environmental, security and fire protection fields within manufacturing, construction, utilities, transportation, healthcare, government and service industries.



The Brand Report provides a deeper understanding and identification of all audited touch

BRAND REPORT PURPOSE

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.

Scan for Publisher's contact information

CHANNELS

OCCUPATIONAL HEALTH & SAFETY MAGAZINE



5 issues in the period 79,527 average circulation

OCCUPATIONAL HEALTH & SAFETY WEBSITE



265,210 average users

OCCUPATIONAL HEALTH & SAFETY SOCIAL MEDIA



Social Media claims

See below for

EXECUTIVE SUMMARY

Below are the average contacts per occurrence, including frequency per period reported.

	Non-Paid	Pald	Average
OCCUPATIONAL HEALTH & SAFETY MAGAZINE (5 issues in the period)	79,365	162	79,527
a. Print	39,388	161	39,549
b. Digital	39,977	1	39,978
1. Requested	27,704	1	27,705
2. Non-Requested	12,273	-	12,273
OCCUPATIONAL HEALTH & SAFETY WEBSITE (Monthly Users with 560,429 average Pageviews)	265,210	-	265,210
OCCUPATIONAL HEALTH & SAFETY SOCIAL MEDIA			
a. Twitter followers	*27,324	-	*27,324
b. Facebook likes	*6,264	-	*6,264
b. LinkedIn group members	*6,895	-	*6,895

^{*}Social Media claims are cumulative figures, not averages.

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2019

		Qualified Withir	า				
Qualification Source	1 Year	2 Years	3 Years	Print	Digital	Total Qualified	Percent
I. Direct Request:	18,879	24,437	8,820	24,102	28,034	52,136	67.4
II. Request from recipient's company:	146	245	34	397	28	425	0.6
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	28	2	2	28	4	32	-
V. TOTAL – Sources other than above (listed alphabetically):	24,770	-	-	15,157	9,613	24,770	32.0
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	24,770	-	-	15,157	9,613	24,770	32.0
VI. Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	43,823	24,684	8,856	39,684	37,679	77,363	100.0
PERCENT	56.7	31.9	11.4	51.3	48.7	100.0	
See Additional Data							

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2019*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percen
Maine	240	174	414		Kentucky	769	571	1,340	
New Hampshire	263	183	446		Tennessee	1,066	814	1,880	
Vermont	116	60	176		Alabama	922	618	1,540	
Massachusetts	1,136	830	1,966		Mississippi	403	319	722	
Rhode Island	159	145	304		EAST SO. CENTRAL	3,160	2,322	5,482	7.1
Connecticut	626	515	1,141		Arkansas	259	282	541	
NEW ENGLAND	2,540	1,907	4,447	5.7	Louisiana	199	336	535	
New York	1,959	1,810	3,769		Oklahoma	361	423	784	
New Jersey	1,276	966	2,242		Texas	2,084	2,678	4,762	
Pennsylvania	2,576	1,841	4,417		WEST SO. CENTRAL	2,903	3,719	6,622	8.6
MIDDLE ATLANTIC	5,811	4,617	10,428	13.5	Montana	116	141	257	
Ohio	2,848	1,878	4,726		Idaho	174	216	390	
Indiana	1,587	979	2,566		Wyoming	72	103	175	
Illinois	1,591	1,822	3,413		Colorado	436	643	1,079	
Michigan	1,897	1,204	3,101		New Mexico	152	219	371	
Wisconsin	1,414	1,066	2,480		Arizona	381	524	905	
EAST NO. CENTRAL	9,337	6,949	16,286	21.0	Utah	286	298	584	
Minnesota	773	868	1,641	•	Nevada	141	240	381	
Iowa	668	543	1,211		MOUNTAIN	1,758	2,384	4,142	5.4
Missouri	734	734	1,468		Alaska	42	82	124	
North Dakota	167	183	350		Washington	453	499	952	
South Dakota	36	138	174		Oregon	384	390	774	
Nebraska	312	302	614		California	2,505	2,890	5,395	
Kansas	408	435	843		Hawaii	64	144	208	
WEST NO. CENTRAL	3,098	3,203	6,301	8.1	PACIFIC	3,448	4,005	7,453	9.6
Delaware	123	126	249		UNITED STATES	39,615	37,213	76,828	99.3
Maryland	749	1,077	1,826		U.S. Territories	31	124	155	
Washington, DC	256	755	1,011		Canada	9	41	50	
Virginia	955	1,387	2,342		Mexico	-	17	17	
West Virginia	224	198	422		Other International	17	273	290	
North Carolina	1,505	1,128	2,633		APO/FPO	12	8	20	
South Carolina	752	523	1,275		Email Only	-	3	3	
Georgia	1,288	1,077	2,365		TOTAL CUALITY				
Florida	1,708	1,836	3,544		TOTAL QUALIFIED CIRCULATION	39,684	37,679	77,363	100.0
SOUTH ATLANTIC	7,560	8,107	15,667	20.3	CIRCULATION				

^{*}See Additional Data

WEBSITE CHANNEL

WWW.OHSONLINE.COM

2019	Pageviews	Sessions	Users	Average Session Duration
January	579,496	279,413	240,977	1:34
February	575,270	288,714	251,439	1:30
March	581,348	295,485	260,018	1:32
April	625,500	377,307	340,857	1:01
May	518,474	288,688	255,815	1:15
June	482,491	269,613	242,159	1:14
AVERAGE:	560,429	299,870	265,210	1:21

January - June 2019 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.

SOCIAL MEDIA CHANNEL

		Occupational Health & Safety Social Media	
	Twitter followers	Facebook likes	LinkedIn company
2019	http://twitter.com/OccHealthSafety	http://www.facebook.com/ohsmag	http://linkedin.com/company/occupational- health-and-safety-magazine
Beginning Balance	26,783	5,905	5,419
January	26,888	5,950	5,704
February	26,934	6,000	5,952
March	27,023	6,058	6,184
April	27,140	6,094	6,422
May	27,213	6,166	6,677
June	27,324	6,264	6,895

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.

CHANGE IN FREQUENCY:

Effective with the January/February 2019 issue, Occupational Health and Safety changed its frequency from 12 to 9 issues per year.

Other sources include 1 source of circulation for a quantity of 24,770 copies or 32.0%, including InfoUSA.

GEOGRAPHIC DISTRIBUTION:

Geographic data for Website and Social Media are not reported at the media owner's option.

QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA:

☐ YES, I wish to receive/contin	ue to receive a FREE subscription to Occupational	Health & Safety magazine. ☐ No
Signature		Date
E-MAIL (required):		
FIRST NAME:	LAST NAME:	
COMPANY:	TITLE:	
ADDRESS:		
CITY:	STATE:	ZIP:
PHONE:	FAX:	
ALL QUESTIONS M	UST BE ANSWERED TO PROCESS FREE	SUBSCRIPTION
03 Production/Operations 04 Facility Management 05 Engineering 06 Purchasing Which category best describes the prim INDUSTRIAL OR MANUFACTURIN	08 O Occupational Health ch you are responsible: 07 O SecuntyFire Protection 18 O Industrial Hygiene-Environment 18 O Personnel Management 17 O Risk Management 10 D Emergency Planning 11 O First Responder 29 O Orarrare and product manufactured or service performs 6:	Law Enforcement Safety Product Distributor Medical: 14 Nurse 15 Physician 16 Physician ther (please specify) and at your butiness? (mark only or
38 O Oil & Gar Extraction 1 Mining OC Occustruction/Contracting OC Occustruction/Contracting OC Decode Neverage Products OC Occustruction/Contracting OC Decode Nother New York OC Occustruction Occusion Occusion OC Occusion Occusion Occusion OC Occusion Occusion OC Occu	17 ☐ Industrial Machinery & Equip. 18 ☐ Electronia & Other Electric Equip. 19 ☐ Transportation Equipment 20 ☐ Instruments & Relaised Products 21 ☐ Miscellaneous Manufacturing Ind. 22 ☐ Unline: Waste Management 23 ☐ Transportation & Warehousing SENVICE INDUSTRIES: 24 ☐ Wholesale/Distribution 25 ☐ Retail 26 ☐ Franscial/Insurance/Real Estate 27 ☐ Professional/Scientific/Technical Sve: 28 ☐ Heldi Services 29 ☐ Education Services 30 ☐ Engineering, Research & Related Sve fax it back to: (1972)-867-8769 or subscribe or	V4HTRS

PUBLISHER'S AFFIDAVIT

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

Kevin O'Grady, President and Group Publisher

Irene Fincher, Director, Audience Development

(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 August 14, 2019 State Texas City Dallas

Received by BPA Worldwide August 14, 2019

Type BSJ ID Number 0007B0J9

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

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All Other

OCCUPATIONAL HEALTH & SAFETY serves businesses and industries with the following primary end products manufactured or services performed: Oil & Gas Extraction, Mining, Construction/Contracting, Food & Beverage Products, Tobacco Products, Apparel, Leather & Other Textile Products, Lumber & Wood Products, Furniture & Fixtures, Paper & Allied Products, Printing & Publishing, Chemicals & Allied Products, Petroleum & Coal Products, Rubber, Miscellaneous Plastic, Stone, Clay, and Glass Products, Primary Metal Industries, Fabricated Metal Products, Industrial Machinery & Equipment, Electronic & Other Electric Equipment, Transportation Equipment, Instruments & Related Products, Miscellaneous Manufacturing Industries, Utilities/Waste Management, Transportation & Warehousing, Wholesale/Distribution, Retail, Financial/Insurance/Real Estate, Professional/Scientific/Technical Services, Health Services, Education Services, Engineering, Research & Related Services, Fire/Rescue/Hazmat/First Response, Law Enforcement, Federal Government, State Government, County Government, City/Local Government, Military and Others allied to the field.

DEFINITION OF RECIPIENT OUALIFICATION

Qualified recipients are in safety, executive management/ administration, production/operations, facility management, engineering, purchasing, security/fire protection, industrial hygiene/environment, personnel management, risk management, emergency planning, first responder, law enforcement, medical professionals, safety product distributors, other functions, functions not available, and company copies.

PURPOSE

This brand report contains a multiple analysis of respondents who recommend, select and/or buy the following products: safety equipment, industrial hygiene, training, occupational health, environmental compliance, software, fire protection, security, ergonomics and emergency response.

Non-Qualified Not Included Elsewhere Other Paid Circulation Advertiser and Agency Allocated for Trade Shows and Conventions AVERAGE NON-QUALIFIED CIRCULATION Copies Copies Allocated For Trade Shows and Conventions

TOTAL

	Total Q	ualified	Qualified	Non-Paid	Qualified Paid			
Qualified Circulation	Copies	Percent	Copies	Percent	Copies	Percent		
Individual	79,523	100.0	79,365	99.8	158	0.2		
Sponsored Individually Addressed	-	-	-	-	-	-		
Membership Benefit	-	-	-	-	-	-		
Multi-Copy Same Addressee	4	-	-	-	4	-		
Single Copy Sales	-	-	-	-	-	-		
TOTAL QUALIFIED CIRCULATION	79,527	100.0	79,365	99.8	162	0.2		

2019 Issue	Print	Digital	Total Qualified
January/February	39,451	41,453	80,904
March	39,458	41,492	80,950
April	39,474	41,586	81,060
May	39,684	37,679	77,363
June	39,677	37,679	77,356

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2019 This issue is 3.4% or 2,705 copies below the average of the other 5 issues reported in Paragraph 2.

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1.378

This is a multiple analysis of 55.1% or 42,633 respondents who recommend, select and/or buy the products indicated below. (See Question 1 on the Questionnaire used to elicit these data on the back page of this statement). Since any one respondent may have checked more than one response, the totals may exceed the total circulation. These data presented for statistical and marketing purposes only.

Business & Industry (Note 1)	Total Qualified	Percent of Total	Print	Digital	Number of Respondents	Safety Equipment	Industrial Hygiene	Training	Software	Emergency Response	Security	Fire Protection	Occupational Health	Environmental Compliance	Ergonomics
Oil & Gas Extraction, Mining	1,365	1.8	774	591	1,068	892	618	707	475	604	473	622	686	646	561
Construction/Contracting	11,110	14.4	3,198	7,912	4,203	3,701	2,150	2,886	1,821	2,077	1,799	2,355	2,576	2,316	2,002
Food, Beverage and Tobacco Products	6,197	8.0	3,563	2,634	2,883	2,360	1,769	1,954	1,420	1,652	1,619	1,774	1,830	1,822	1,803
Apparel, Leather & Other Textile Products	411	0.5	175	236	346	274	174	200	136	163	146	193	190	156	168
Lumber & Wood Products	1,660	2.2	1,418	242	494	435	293	336	218	273	243	332	312	305	293
Furniture & Fixtures	807	1.1	655	152	278	226	161	181	122	160	143	175	188	172	182
Paper and Allied Products	641	0.8	322	319	554	450	295	333	224	289	252	317	315	306	324
Printing and Publishing	750	1.0	375	375	611	498	352	397	313	353	356	390	382	395	361
Chemicals and Allied Products	5,991	7.7	4,796	1,195	2,539	2,071	1,544	1,620	1,099	1,424	1,207	1,439	1,488	1,571	1,400
Petroleum & Coal Products	1,112	1.4	825	287	477	378	259	288	190	258	204	261	264	254	232
Rubber, Miscellaneous Plastic, Stone, Clay, and Glass Products	2,638	3.4	1,988	650	1,208	1,042	728	799	532	657	583	718	748	765	738
Primary Metal Industries	3,161	4.1	2,725	436	935	810	571	632	435	533	489	573	594	572	573
Fabricated Metal Products	8,205	10.6	4,529	3,676	2,427	2,076	1,426	1,677	1,054	1,360	1,146	1,425	1,540	1,504	1,407
Industrial Machinery and Equipment	2,614	3.4	1,912	702	1,426	1,214	807	880	638	729	626	762	831	798	787
Electronic & Other Electric Equipment	1,368	1.8	681	687	1,166	863	554	711	559	608	608	605	589	590	592
Transportation Equipment	794	1.0	475	319	651	540	367	425	306	372	308	365	404	399	401
Instruments & Related Products	1,013	1.3	857	156	266	203	140	150	125	137	127	133	145	144	127
Miscellaneous Manufacturing Industries	2,744	3.5	1,301	1,443	2,363	1,912	1,333	1,490	1,090	1,276	1,144	1,328	1,377	1,344	1,348
Utilities/Waste Management	1,383	1.8	571	812	1,191	1,026	603	774	471	619	448	580	671	620	617
Transportation and Warehousing	629	0.8	219	410	562	464	283	386	212	314	258	304	353	315	331
Sub-Total Industrial/Manufacturing	54,593	70.6	31,359	23,234	25,648	21,435	14,427	16,826	11,440	13,858	12,179	14,651	15,483	14,994	14,247
Wholesale/Distribution	2,018	2.6	987	1,031	1,741	1,447	906	1,021	696	892	861	985	963	929	958
Retail	1,162	1.5	643	519	958	725	481	584	428	471	515	548	531	530	487
Financial/Insurance/Real Estate	790	1.0	219	571	674	501	306	464	253	296	312	347	390	250	387
Professional/Scientific/Technical Services	2,742	3.6	1,037	1,705	2,429	1,780	1,211	1,517	1,099	1,155	1,109	1,117	1,310	1,285	1,133
Health Services	2,204	2.8	1,027	1,177	1,899	1,318	864	1,099	708	974	790	979	1,215	1,028	1,042
Education Services	1,814	2.3	415	1,399	1,566	1,078	640	1,035	653	745	611	661	769	693	671
Engineering, Research and Related Services	1,598	2.1	792	806	1,393	1,059	681	786	609	639	614	731	715	818	650
Sub-Total Service Industries	12,328	15.9	5,120	7,208	10,660	7,908	5,089	6,506	4,446	5,172	4,812	5,368	5,893	5,533	5,328
Government (Note 2)	9,151	11.8	2,189	6,962	6,273	4,136	2,488	3,548	2,745	3,155	2,776	2,626	2,975	2,750	2,737
Sub-Total Government	9,151	11.8	2,189	6,962	6,273	4,136	2,488	3,548	2,745	3,155	2,776	2,626	2,975	2,750	2,737
Other allied to the field	1,291	1.7	1,016	275	52	31	13	25	17	20	15	12	17	18	18
Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Single Copy Sales	<u>-</u>		-	<u>-</u>	-	<u>-</u>	<u>-</u> _	-	<u>-</u>	-	-	-			<u>-</u>
TOTAL QUALIFIED CIRCULATION	77,363	100.0	39,684	37,679	42,633	33,510	22,017	26,905	18,648	22,205	19,782	22,657	24,368	23,295	22,330

Note 1: Qualified recipients are in Safety, Executive Mgmt/Admin, Production/Operations, Facility Management, Engineering, Purchasing, Security/Fire Protection, Industrial Hygiene/Environment, Personnel Mgmt, Medical Professional, Safety Product Distributor, Emergency Planning, Risk Management, First Responder and Law Enforcement, Other functions (1,806 copies), functions not available (3,271 copies) and company copies.

Note 2: Includes: Fire/Rescue/Hazmat/First Repsonse, Law Enforcement, Federal Government, City/Local Government and Military.

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