# **GEARSolutions**\*

## **BRAND REPORT**



FOR THE 6 MONTH PERIOD ENDED JUNE 2017

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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**GEAR SOLUTIONS** is a monthly B2B magazine containing technical feature articles, company profiles, Q&A articles, columns, product information, and industry news. Editorial content – generated by the knowledgeable *Gear Solutions* editorial staff as well as industry and academic experts – emphasizes emerging technologies, processes, materials, and R&D. *Gear Solutions* is targeted toward decision-makers who actively seek timely, accurate information about products, applications, research, and materials used in manufacturing gears for a range of industries. Subscribers find valuable, in-depth technical articles on hobbing, grinding, finishing processes, lubrication, heat treating, cutting tools, workholding, high-tech coatings, metrology, powder-metal applications. Gear solutions also serves as the foundation for the publication's companion website, gearsolutions.com. Created for optimum usability by employing the latest web design technologies and methods, gearsolutions.com contains current-issue content, an expansive, keyword-searchable technical library, a digital edition, and a robust industry storefront community with social media integration. Reaching a global market in both print and online, *Gear Solutions* delivers important industry information in a package that is useful, attractive, and easily accessible.

#### **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
GEAR SOLUTIONS MAGAZINE (6 issues in the period)	11,889	-	11,889
a. Print	10,107	-	10,107
b. Digital	1,782	-	1,782
1. Requested	1,782	-	1,782
2. Non-Requested	-	-	-
GEAR SOLUTIONS E-NEWSLETTERS			
a. Monthly Newsletter (6 issued in the period)	7,078	-	7,078
b. Social Newsletter (6 issued in the period)	6,988	-	6,988
GEAR SOLUTIONS APP (Cumulative Downloads)	*322	-	*322
GEAR SOLUTIONS WEBSITE (Monthly Users with 38,956 average Pageviews)	15,566	-	15,566
GEAR SOLUTIONS SOCIAL MEDIA			
a. Twitter followers	*941	-	*941
b. Facebook likes	*939	-	*939
c. LinkedIn group members	*260	-	*260

\*App and Social Media claims are a cumulative figure, not an average.

No attempt has been made to identify or eliminate duplication that may exist <u>across</u> media channels.

## **MAGAZINE CHANNEL**

#### FIELD SERVED

GEAR SOLUTIONS serves the global gear manufacturing industry.

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

Qualified recipients are executive/corporate management, manufacturing engineering management & department personnel, manufacturing production management & department personnel, design/research/development management & department personnel, purchasing, quality control/inspection management & department personnel, maintenance/automation/technical management & department personnel, sales and marketing, training and other qualified personnel.

AVERAGE NON-QUALIFIED CI	RCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies	
Other Paid Circulation	-	
Advertiser and Agency	39	
Allocated for Trade Shows and Conventions	-	
All Other	540	
TOTAL	579	_

#### 1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

	Total Qualified		Qualified	Qualified Non-Paid		ed Paid
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	11,889	100.0	11,889	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi–Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	11,889	100.0	11,889	100.0	-	-

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

2017 Issue	Print	Digital	Total Qualified
January	10,107	1,953	12,060
February	10,107	1,969	12,076
March	10,107	1,977	12,084
April	10,107	1,977	12,084
Мау	10,107	1,392	11,499
June	10,107	1,424	11,531

#### 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017 This issue is 3.9% or 468 copies below the average of the other 5 issues reported in Paragraph 2.

JOB FUNCTION	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital
Executive/Corporate Management	4,779	41.6	4,528	251
Manufacturing Engineering Management	401	3.5	334	67
Manufacturing Engineering Department	1,623	14.1	1,321	302
Manufacturing Production Management	966	8.4	874	92
Manufacturing Production Department	346	3.0	298	48
Design/Research/Development Management	225	2.0	123	102
Design/Research/Development Department	533	4.6	371	162
Purchasing	220	1.9	203	17
Quality Control/Inspection Management	231	2.0	203	28
Quality Control/Inspection Department	210	1.8	190	20
Maintenance/Automation/Technical Management	296	2.6	223	73
Maintenance/Automation/Technical Department	740	6.4	651	89
Sales and Marketing	601	5.2	547	54
Training and Other Qualified Personnel	328	2.9	241	87
TOTAL QUALIFIED CIRCULATION	11,499	100.0	10,107	1,392
PERCENT	100.0		87.9	12.1

#### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017

		Qualified Withir	I				
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Print	Digital	Total Qualified	Percent
I. Direct Request:	2,284	2,830	1,087	4,809	1,392	6,201	53.9
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
<li>IV. Communication from recipient or recipient's company (other than request):</li>	-	-	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically):	5,298	-	-	5,298	-	5,298	46.1
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	5,298	-	-	5,298	-	5,298	46.1
VI. Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	7,582	2,830	1,087	10,107	1,392	11,499	100.0
PERCENT	65.9	24.6	9.5	87.9	12.1	100.0	
*See Additional Data							

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#### **GEOGRAPHICAL BREAKOUT OF OUALIFIED CIRCULATION FOR ISSUE OF MAY 2017\***

			Total					Total	
Region	Print	Digital	Qualified	Percent	Region	Print	Digital	Qualified	Percent
NEW ENGLAND	362	-	362	3.1	UNITED STATES	9,537	19	9,556	83.1
MIDDLE ATLANTIC	908	2	910	7.9	U.S. Territories	-	-	-	-
EAST NO. CENTRAL	2,455	7	2,462	21.4	Canada	388	-	388	3.4
WEST NO. CENTRAL	482	1	483	4.2	Mexico	161	-	161	1.4
SOUTH ATLANTIC	834	1	835	7.3	Other International	21	1,373	1,394	12.1
EAST SO. CENTRAL	344	-	344	3.0	APO/FPO	-	-	-	-
WEST SO. CENTRAL	2,988	3	2,991	26.0					
MOUNTAIN	358	-	358	3.1	TOTAL QUALIFIED CIRCULATION	10,107	1,392	11,499	100.0
PACIFIC	806	5	811	7.1	CIRCULATION				

See Additional Data

#### **GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017\***

Region/Country	Print	Digital	Total Qualified	Percent	Region/Country	Print	Digital	Total Qualified	Percent
ASIA			-		MIDDLE EAST	-	70	70	0.6
Bangladesh	-	3	3		EUROPE	15	409	424	3.7
China	-	29	29		AFRICA		110	110	1.0
Hong Kong - SAR	-	5	5			-	IIO	110	1.0
India	-	390	390		NORTH AMERICA				
Indonesia	2	24	26		Canada	388	-	388	
Japan	-	17	17		Mexico	161	3	164	
Korea, Republic Of	-	11	11		United States	9,537	19	9,556	
Malaysia	-	15	15		Subtotal	10,086	22	10,108	87.9
Pakistan	-	21	21		CARIBBEAN	-	7	7	0.1
Philippines	-	17	17		CENTRAL AMERICA		4	4	0.1
Singapore	-	19	19			-			-
Sri Lanka	-	7	7		SOUTH AMERICA	3	137	140	1.2
Taiwan	1	10	11		ASIA PACIFIC	-	49	49	0.4
Thailand	-	12	12						
Vietnam	-	4	4		TOTAL QUALIFIED CIRCULATION	10,107	1,392	11,499	100.0
Subtotal	3	584	587	5.1	OINCOLATION				

See Additional Data

## **E-NEWSLETTER CHANNEL**

201	7	Monthly Newsletter	Social Newsletter
January		7,328	7,277
February		7,215	7,161
March		7,092	7,039
April		7,025	6,963
Мау		6,949	6,900
June		6,860	6,589
	AVERAGE:	7,078	6,988
Nonthly Newsletter (6 issued in th	e period)		

Social Newsletter (6 issued in the period)

## **APP CHANNEL**

2017	Monthly Downloads	Cumulative Downloads
E	Beginning Balance	208
January	2	210
February	7	217
March	6	223
April		223
May	30	253
June	69	322

Cumulative downloads represents the aggregate number of downloads of the Gear Solutions App, not copies. Information regarding App deletion/removal is not available from third party vendors and have not been removed from these figures.

## **WEBSITE CHANNEL**

#### WWW.GEARSOLUTIONS.COM

2017	PAGEVIEWS	SESSIONS	USERS	AVERAGE SESSION DURATION
January	35,371	17,490	14,090	1:18
February	39,393	21,905	15,966	1:18
March	42,043	25,082	18,308	1:16
April	35,977	21,456	14,974	1:21
Мау	37,385	23,182	15,376	1:36
June	43,571	23,053	14,682	1:58
AVERAGE:	38,956	22,028	15,566	1:27

January - June 2017 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.

For info on how to obtain online ad campaign performance metrics across multiple sites, visit www.adicompli.com

## **SOCIAL MEDIA CHANNEL**

Gear Solutions Social Media						
Twitter followers	Facebook likes	LinkedIn group members				
http://twitter.com/gear_solutions	http://facebook.com/gearsolutions	http://linkedin.com/groups/6633689				
835	927	232				
855	933	240				
879	936	244				
895	942	249				
914	937	251				
925	938	256				
941	939	260				
	http://twitter.com/gear_solutions 835 855 879 895 914 925	Twitter followersFacebook likeshttp://twitter.com/gear_solutionshttp://facebook.com/gearsolutions835927855933879936895942914937925938				

## ADDITIONAL DATA

#### **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.

Apps are downloaded to view enhanced versions of the print edition and are available as a single download or by subscription use on tablets, smartphones or other mobile devices.

#### 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:

Other sources include 4 sources of circulation for quantities of 683 copies or 5.9% to 2,026 copies or 17.6%, including Integrated Data Solutions.

#### **GEOGRAPHIC DISTRIBUTION:**

Geographic data for E-Newsletters, App, 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.	Date signed	August 21, 2017
David C. Cooper, President & Publisher	State	Alabama
Teresa G. Cooper, Circulation Manager	County	Shelby
(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)	Received by BPA Worldwide	August 21, 2017
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This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.	ID Number	G184B0J7
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