

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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Scan for Publisher's contact information

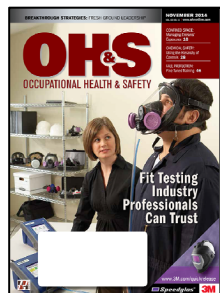
OCCUPATIONAL HEALTH & SAFETY magazine provides practical advice on how to keep the workplace safe from hazards and in full compliance with ever-changing laws and regulations. Occupational Health & Safety magazine delivers the most up-to-date information for professionals in the health, safety, industrial hygiene, environmental, security and fire protection fields within manufacturing, construction, utilities, transportation, healthcare, government and service industries.

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

OCCUPATIONAL HEALTH & SAFETY MAGAZINE



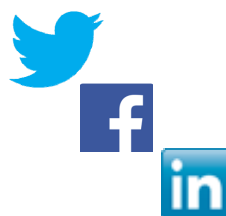
6 Issues in the period
86,240 average circulation

OCCUPATIONAL HEALTH & SAFETY WEBSITE



97,749 average
unique browsers

OCCUPATIONAL HEALTH & SAFETY SOCIAL MEDIA



See Below for
Social Media Claims

EXECUTIVE SUMMARY

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

| | Non-Paid | Paid | Average |
|---|----------|------|---------|
| OCCUPATIONAL HEALTH & SAFETY MAGAZINE (6 issues in the period) | 85,972 | 268 | 86,240 |
| a. Print | 44,588 | 268 | 44,856 |
| b. Digital | 41,384 | - | 41,384 |
| 1. Requested | 39,034 | - | 39,034 |
| 2. Non-Requested | 2,350 | - | 2,350 |
| OCCUPATIONAL HEALTH & SAFETY WEBSITE (Monthly Unique Browsers with 211,119 average Page Impressions) | 97,749 | - | 97,749 |
| OCCUPATIONAL HEALTH & SAFETY SOCIAL MEDIA | | | |
| a. Twitter followers | *17,363 | - | *17,363 |
| b. Facebook likes | | | |
| 1. https://www.facebook.com/OHSMagazine | *2,242 | - | *2,242 |
| 2. https://www.facebook.com/ohsmag | *986 | - | *986 |
| c. LinkedIn company | *421 | - | *421 |

*Social Media Claims is a cumulative figure, not an average.

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014

| QUALIFICATION SOURCE | Qualified Within | | | Print | Digital | Total Qualified | Percent |
|---|------------------|---------------|----------|---------------|---------------|-----------------|--------------|
| | 1 Year | 2 Years | 3 Years | | | | |
| I. Direct Request: | 53,882 | 21,311 | - | 38,127 | 37,066 | 75,193 | 86.8 |
| II. Request from recipient's company: | 1,545 | 1,083 | - | 1,031 | 1,597 | 2,628 | 3.0 |
| III. Membership Benefit: | - | - | - | - | - | - | - |
| IV. Communication from recipient or recipient's company (other than request): | 1,711 | 820 | - | - | 2,531 | 2,531 | 2.9 |
| V. TOTAL – Sources other than above (listed alphabetically): | 6,231 | - | - | 6,209 | 22 | 6,231 | 7.2 |
| Association rosters and directories | - | - | - | - | - | - | - |
| Business directories | - | - | - | - | - | - | - |
| Manufacturer's, distributor's, and wholesaler's lists | - | - | - | - | - | - | - |
| *Other sources | 6,231 | - | - | 6,209 | 22 | 6,231 | 7.2 |
| VI. Single Copy Sales: | - | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 63,369 | 23,214 | - | 45,367 | 41,216 | 86,583 | 100.0 |
| PERCENT | 73.2 | 26.8 | - | 52.4 | 47.6 | 100.0 | |

*See Additional Data

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014*

| State | Print | Digital | Total Qualified | Percent | State | Print | Digital | Total Qualified | Percent |
|-------------------------|---------------|--------------|-----------------|-------------|------------------------------------|---------------|---------------|-----------------|--------------|
| Maine | 264 | 182 | 446 | | Kentucky | 775 | 622 | 1,397 | |
| New Hampshire | 253 | 202 | 455 | | Tennessee | 1,033 | 838 | 1,871 | |
| Vermont | 94 | 87 | 181 | | Alabama | 815 | 598 | 1,413 | |
| Massachusetts | 930 | 878 | 1,808 | | Mississippi | 374 | 280 | 654 | |
| Rhode Island | 180 | 145 | 325 | | EAST SO. CENTRAL | 2,997 | 2,338 | 5,335 | 6.2 |
| Connecticut | 642 | 585 | 1,227 | | Arkansas | 494 | 324 | 818 | |
| NEW ENGLAND | 2,363 | 2,079 | 4,442 | 5.1 | Louisiana | 759 | 582 | 1,341 | |
| New York | 2,078 | 2,242 | 4,320 | | Oklahoma | 533 | 514 | 1,047 | |
| New Jersey | 1,193 | 1,093 | 2,286 | | Texas | 3,691 | 3,120 | 6,811 | |
| Pennsylvania | 2,533 | 1,990 | 4,523 | | WEST SO. CENTRAL | 5,477 | 4,540 | 10,017 | 11.6 |
| MIDDLE ATLANTIC | 5,804 | 5,325 | 11,129 | 12.9 | Montana | 136 | 129 | 265 | |
| Ohio | 2,872 | 2,015 | 4,887 | | Idaho | 230 | 181 | 411 | |
| Indiana | 1,504 | 918 | 2,422 | | Wyoming | 132 | 99 | 231 | |
| Illinois | 2,432 | 1,934 | 4,366 | | Colorado | 545 | 637 | 1,182 | |
| Michigan | 1,703 | 1,174 | 2,877 | | New Mexico | 160 | 221 | 381 | |
| Wisconsin | 1,626 | 1,021 | 2,647 | | Arizona | 470 | 606 | 1,076 | |
| EAST NO. CENTRAL | 10,137 | 7,062 | 17,199 | 19.9 | Utah | 287 | 302 | 589 | |
| Minnesota | 1,183 | 879 | 2,062 | | Nevada | 156 | 280 | 436 | |
| Iowa | 828 | 575 | 1,403 | | MOUNTAIN | 2,116 | 2,455 | 4,571 | 5.3 |
| Missouri | 1,019 | 797 | 1,816 | | Alaska | 74 | 128 | 202 | |
| North Dakota | 169 | 171 | 340 | | Washington | 653 | 753 | 1,406 | |
| South Dakota | 175 | 153 | 328 | | Oregon | 513 | 425 | 938 | |
| Nebraska | 437 | 331 | 768 | | California | 3,061 | 3,385 | 6,446 | |
| Kansas | 613 | 479 | 1,092 | | Hawaii | 80 | 164 | 244 | |
| WEST NO. CENTRAL | 4,424 | 3,385 | 7,809 | 9.0 | PACIFIC | 4,381 | 4,855 | 9,236 | 10.7 |
| Delaware | 208 | 155 | 363 | | UNITED STATES | 45,268 | 40,837 | 86,105 | 99.4 |
| Maryland | 727 | 1,155 | 1,882 | | U.S. Territories | 59 | 225 | 284 | |
| Washington, DC | 179 | 698 | 877 | | Canada | 17 | 16 | 33 | |
| Virginia | 1,126 | 1,759 | 2,885 | | Mexico | - | 6 | 6 | |
| West Virginia | 319 | 256 | 575 | | Other International | 16 | 84 | 100 | |
| North Carolina | 1,481 | 1,245 | 2,726 | | APO/FPO | 7 | 48 | 55 | |
| South Carolina | 784 | 603 | 1,387 | | | | | | |
| Georgia | 1,267 | 1,201 | 2,468 | | | | | | |
| Florida | 1,478 | 1,726 | 3,204 | | | | | | |
| SOUTH ATLANTIC | 7,569 | 8,798 | 16,367 | 18.9 | | | | | |
| | | | | | TOTAL QUALIFIED CIRCULATION | 45,367 | 41,216 | 86,583 | 100.0 |

*See Additional Data

WEBSITE CHANNEL

WWW.OHSONLINE.COM

| 2014 | PAGE IMPRESSIONS | USER SESSIONS | UNIQUE BROWSERS | UNIQUE BROWSER FREQUENCY | PAGE DURATION | USER SESSION DURATION |
|-----------------|------------------|----------------|-----------------|--------------------------|---------------|-----------------------|
| July | 229,708 | 133,792 | 112,020 | 1.19 | 02:05 | 01:30 |
| August | 220,857 | 125,180 | 99,102 | 1.26 | 02:06 | 01:36 |
| September | 241,051 | 137,246 | 110,616 | 1.24 | 02:06 | 01:35 |
| October | 239,855 | 139,741 | 111,247 | 1.26 | 02:07 | 01:31 |
| November | 179,892 | 104,714 | 83,237 | 1.26 | 02:16 | 01:38 |
| December | 155,354 | 89,647 | 70,275 | 1.28 | 02:09 | 01:35 |
| AVERAGE: | 211,119 | 121,720 | 97,749 | 1.25 | 02:08 | 01:34 |

July - December 2014 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

WEBSITE GLOSSARY

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 cookie 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.

Unique Browsers: An identified and unduplicated cookie 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.

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

SOCIAL MEDIA CHANNEL

Occupational Health & Safety Social Media



Twitter followers



*Facebook likes



*Facebook likes



LinkedIn company

2014

<http://twitter.com/OccHealthSafety>

<http://www.facebook.com/OHSMagazine>

<http://www.facebook.com/ohsmag>

<http://linkedin.com/company/occupational-health-and-safety-magazine>

| | | | | |
|-------------------|--------|-------|-----|-----|
| Beginning Balance | 15,290 | 2,150 | 571 | 277 |
| July | 15,596 | 2,160 | 625 | 297 |
| August | 15,935 | 2,181 | 688 | 326 |
| September | 16,224 | 2,191 | 742 | 351 |
| October | 16,710 | 2,223 | 807 | 376 |
| November | 17,021 | 2,233 | 873 | 388 |
| December | 17,363 | 2,242 | 986 | 421 |

*The original Facebook page <http://www.facebook.com/OHSMagazine> had administrative issues that could not be resolved. A new Facebook page was created on 09/19/13: <https://www.facebook.com/ohsmag>.

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:

Other sources include 2 sources of circulation for quantities of 1,745 copies or 2.0% to 4,486 copies or 5.2%.

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:

FREE SUBSCRIPTION!

OHS

OCCUPATIONAL HEALTH & SAFETY

Fax to: 972-687-6769
or subscribe online at
www.ohsonline.com/subscribe

☐ **YES**, I want to receive/continue to receive **Occupational Health & Safety** **FREE of charge.** (Free in U.S. only)

☐ No, I do not want to receive Occupational Health & Safety

Signature: _____
Date: _____
E-mail: _____

I prefer to receive the ☐ Print or ☐ Digital edition.
☐ I would also like to receive the OHS email newsletter at no charge.

Attach Business card here or complete information below:

Name: _____
Title: _____
Company: _____
Address: _____
City: _____ State: _____ ZIP: _____
Phone: _____ Fax: _____

You may qualify for a FREE monthly subscription to Occupational Health & Safety magazine. Simply complete the questions below, sign, date and fax back for immediate processing.

Fax to: 972-687-6769 or subscribe online at www.ohsonline.com/subscribe

ALL QUESTIONS MUST BE ANSWERED TO PROCESS FREE SUBSCRIPTION

1. Which of the following products, if any, do you recommend, select and/or buy in your job? (check ALL that apply)

| | | | |
|--|--|--|---|
| 01 <input type="checkbox"/> Safety Equipment | 04 <input type="checkbox"/> Software | 07 <input type="checkbox"/> Fire Protection | 10 <input type="checkbox"/> Ergonomics |
| 02 <input type="checkbox"/> Industrial Hygiene | 05 <input type="checkbox"/> Emergency Response | 08 <input type="checkbox"/> Occupational Health | 90 <input type="checkbox"/> None of the above |
| 03 <input type="checkbox"/> Training | 06 <input type="checkbox"/> Security | 09 <input type="checkbox"/> Environmental Compliance | |

2. Please indicate ALL functions for which you are responsible:

| | | | |
|---|--|--|--|
| 01 <input type="checkbox"/> Safety | 06 <input type="checkbox"/> Purchasing | 10 <input type="checkbox"/> Emergency Planning | Medical: |
| 02 <input type="checkbox"/> Executive Mgmt/Administration | 07 <input type="checkbox"/> Security/Fire Protection | 11 <input type="checkbox"/> First Responder | 14 <input type="checkbox"/> Nurse |
| 03 <input type="checkbox"/> Production/Operations | 08 <input type="checkbox"/> Industrial Hygiene/Environment | 12 <input type="checkbox"/> Law Enforcement | 15 <input type="checkbox"/> Physician |
| 04 <input type="checkbox"/> Facility Management | 09 <input type="checkbox"/> Personnel Management | 13 <input type="checkbox"/> Safety Product Distributor | 16 <input type="checkbox"/> Other Medical Professional |
| 05 <input type="checkbox"/> Engineering | 17 <input type="checkbox"/> Risk Management | | Other: 99 <input type="checkbox"/> Other (please specify): _____ |

3. Which category best describes the primary end product manufactured or service performed at your business (mark only one)

| | | | |
|--|--|---|---|
| Industrial or Manufacturing: | 11 <input type="checkbox"/> Petroleum & Coal Products | 22 <input type="checkbox"/> Utilities/Waste Management | Government: |
| 01 <input type="checkbox"/> Mining | 12 <input type="checkbox"/> Rubber & Misc. Plastic Products | 23 <input type="checkbox"/> Transportation & Warehousing | 31 <input type="checkbox"/> Fire/Rescue/Hazmat/First Response |
| 02 <input type="checkbox"/> Construction/Contracting | 13 <input type="checkbox"/> Leather & Leather Products | Service Industries: | 32 <input type="checkbox"/> Law Enforcement |
| 03 <input type="checkbox"/> Food & Beverage Products | 14 <input type="checkbox"/> Stone, Clay & Glass Products | 24 <input type="checkbox"/> Wholesale/Distribution | 33 <input type="checkbox"/> Federal Government |
| 04 <input type="checkbox"/> Tobacco Products | 15 <input type="checkbox"/> Primary Metal Industries | 25 <input type="checkbox"/> Retail | 34 <input type="checkbox"/> State Government |
| 05 <input type="checkbox"/> Apparel & Other Textile Products | 16 <input type="checkbox"/> Fabricated Metal Products | 26 <input type="checkbox"/> Financial/Insurance/Real Estate | 35 <input type="checkbox"/> County Government |
| 06 <input type="checkbox"/> Lumber & Wood Products | 17 <input type="checkbox"/> Industrial Machinery & Equip. | 27 <input type="checkbox"/> Professional/Scientific/Technical Svcs. | 36 <input type="checkbox"/> City/Local Government |
| 07 <input type="checkbox"/> Furniture & Fixtures | 18 <input type="checkbox"/> Electronic & Other Electric Equip. | 28 <input type="checkbox"/> Health Services | 37 <input type="checkbox"/> Military |
| 08 <input type="checkbox"/> Paper & Allied Products | 19 <input type="checkbox"/> Transportation Equipment | 29 <input type="checkbox"/> Education Services | Other: |
| 09 <input type="checkbox"/> Printing & Publishing | 20 <input type="checkbox"/> Instruments & Related Products | 30 <input type="checkbox"/> Engineering, Research & Related Svcs. | 99 <input type="checkbox"/> Other (please specify): _____ |
| 10 <input type="checkbox"/> Chemicals & Allied Products | 21 <input type="checkbox"/> Miscellaneous Manufacturing Ind. | | |

4. Number of Employees (mark only one)

| | | | |
|---|---|---|--|
| 01 <input type="checkbox"/> 1-49 | 01 <input type="checkbox"/> Emergency Response | 08 <input type="checkbox"/> Head Protection | 15 <input type="checkbox"/> Ergonomics |
| 02 <input type="checkbox"/> 50-99 | 02 <input type="checkbox"/> Hazmat Handling | 09 <input type="checkbox"/> Eye & Face Protection | 16 <input type="checkbox"/> Instt/Monitoring Equip |
| 03 <input type="checkbox"/> 100-249 | 03 <input type="checkbox"/> First Aid | 10 <input type="checkbox"/> Hearing Protection | 17 <input type="checkbox"/> Plant Maintenance |
| 04 <input type="checkbox"/> 250-499 | 04 <input type="checkbox"/> Protective Clothing | 11 <input type="checkbox"/> Safety Incentives | 18 <input type="checkbox"/> Gas Detectors/Monitors |
| 05 <input type="checkbox"/> 500-999 | 05 <input type="checkbox"/> Hand Protection | 12 <input type="checkbox"/> Respiratory Protection | |
| 06 <input type="checkbox"/> 1,000-2,999 | 06 <input type="checkbox"/> Foot Protection | 13 <input type="checkbox"/> Training Software | |
| 07 <input type="checkbox"/> 3,000-4,999 | 07 <input type="checkbox"/> Fall Protection | 14 <input type="checkbox"/> Workers' Comp Insurance | |
| 08 <input type="checkbox"/> 5,000 or more | | | |

5. Plan to purchase/more information (check ALL that apply)

* Your e-mail address is used to communicate with you about your subscription, related products and services, and offers from select vendors. Refer to our Privacy Policy at www.1105media.com/privacy.aspx for additional information.

V1ZHTR

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

Margaret Perry, 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 | March 26, 2015 |
| State | Texas |
| County | Dallas |
| Received by BPA Worldwide | March 26, 2015 |
| Type | BSD |
| ID Number | 0007B0D4 |

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.

FIELD SERVED

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 & Other Textile Products, Lumber & Wood Products, Furniture & Fixtures, Paper & Allied Products, Printing & Publishing, Chemicals & Allied Products, Petroleum & Coal Products, Rubber & Misc Plastic Products, Leather & Leather Products, Stone, Clay & 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 QUALIFICATION

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 circulation statement 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.

1a. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - PRINT

| QUALIFIED CIRCULATION | Total Qualified | | Qualified Non-Paid | | Qualified Paid | |
|----------------------------------|-----------------|---------|--------------------|---------|----------------|---------|
| | Copies | Percent | Copies | Percent | Copies | Percent |
| Individual | 44,856 | 100.0 | 44,588 | 99.4 | 268 | 0.6 |
| Sponsored Individually Addressed | - | - | - | - | - | - |
| Membership Benefit | - | - | - | - | - | - |
| Multi-Copy Same Addressee | - | - | - | - | - | - |
| Single Copy Sales | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 44,856 | 100.0 | 44,588 | 99.4 | 268 | 0.6 |

1b. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - DIGITAL

| QUALIFIED CIRCULATION | Total Qualified | | Qualified Non-Paid | | Qualified Paid | |
|----------------------------------|-----------------|---------|--------------------|---------|----------------|---------|
| | Copies | Percent | Copies | Percent | Copies | Percent |
| Individual | 41,384 | 100.0 | 41,384 | 100.0 | - | - |
| Sponsored Individually Addressed | - | - | - | - | - | - |
| Membership Benefit | - | - | - | - | - | - |
| Multi-Copy Same Addressee | - | - | - | - | - | - |
| Single Copy Sales | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 41,384 | 100.0 | 41,384 | 100.0 | - | - |

AVERAGE NON-QUALIFIED CIRCULATION

| NON-QUALIFIED Not Included Elsewhere | Copies |
|---|--------|
| Other Paid Circulation | 237 |
| Advertiser and Agency | 1,504 |
| Allocated for Trade Shows and Conventions | 87 |
| All Other | 255 |
| TOTAL | 2,083 |

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

| QUALIFIED CIRCULATION | Total Qualified | | Qualified Non-Paid | | Qualified Paid | |
|----------------------------------|-----------------|---------|--------------------|---------|----------------|---------|
| | Copies | Percent | Copies | Percent | Copies | Percent |
| Individual | 86,240 | 100.0 | 85,972 | 99.7 | 268 | 0.3 |
| Sponsored Individually Addressed | - | - | - | - | - | - |
| Membership Benefit | - | - | - | - | - | - |
| Multi-Copy Same Addressee | - | - | - | - | - | - |
| Single Copy Sales | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 86,240 | 100.0 | 85,972 | 99.7 | 268 | 0.3 |

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

| 2014 Issue | Print | Digital | Total Qualified |
|------------|--------|---------|-----------------|
| July | 44,688 | 41,396 | 86,084 |
| August | 44,807 | 41,289 | 86,096 |
| September | 44,672 | 41,229 | 85,901 |
| October | 45,153 | 41,264 | 86,417 |
| November | 45,367 | 41,216 | 86,583 |
| December | 44,448 | 41,912 | 86,360 |

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2014

This issue is .5% or 411 copies above the average of the other 5 issues reported in Paragraph 2. This is a multiple analysis of 81.9% or 70,882 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 | TOTAL QUALIFIED | PERCENT OF TOTAL | CLASSIFICATION BY FUNCTION (Note 2) | | Number of Respondents | Safety Equipment | Industrial Hygiene | Training | Software | Emergency Response | Security | Fire Protection | Occupational Health | Environmental Compliance | Ergonomics |
|---|-----------------|------------------|-------------------------------------|---------|-----------------------|------------------|--------------------|----------|----------|--------------------|----------|-----------------|---------------------|--------------------------|------------|
| Oil & Gas Extraction, Mining | 1,624 | 1.9 | Print | Digital | 1,624 | 1,358 | 749 | 940 | 537 | 728 | 559 | 794 | 833 | 781 | 622 |
| Construction/Contracting | 6,699 | 7.7 | 3,335 | 3,364 | 6,699 | 6,101 | 2,692 | 4,302 | 2,266 | 2,634 | 2,349 | 3,292 | 3,731 | 3,178 | 2,385 |
| Sub-Total Agriculture, Mining, Construction | 8,323 | 9.6 | 4,324 | 3,999 | 8,323 | 7,459 | 3,441 | 5,242 | 2,803 | 3,362 | 2,908 | 4,086 | 4,564 | 3,959 | 3,007 |
| Food and Beverage Products | 3,936 | 4.5 | 3,034 | 902 | 3,936 | 3,383 | 1,914 | 2,401 | 1,399 | 1,882 | 1,782 | 2,010 | 2,103 | 1,963 | 1,974 |
| Tobacco Products | 65 | 0.1 | 30 | 35 | 65 | 56 | 22 | 35 | 22 | 21 | 26 | 30 | 26 | 25 | 24 |
| Apparel & Other Textile Products | 865 | 1.0 | 537 | 328 | 865 | 737 | 339 | 393 | 231 | 317 | 322 | 405 | 381 | 377 | 348 |
| Lumber & Wood Products | 1,208 | 1.4 | 976 | 232 | 1,208 | 1,002 | 558 | 669 | 384 | 521 | 482 | 655 | 627 | 613 | 586 |
| Furniture & Fixtures | 524 | 0.6 | 380 | 144 | 524 | 465 | 251 | 292 | 185 | 233 | 219 | 265 | 284 | 275 | 268 |
| Paper and Allied Products | 1,450 | 1.7 | 1,093 | 357 | 1,450 | 1,311 | 704 | 832 | 458 | 622 | 542 | 730 | 794 | 702 | 733 |
| Printing and Publishing | 1,563 | 1.8 | 1,142 | 421 | 1,563 | 1,367 | 732 | 899 | 615 | 674 | 707 | 818 | 833 | 829 | 736 |
| Chemicals and Allied Products | 7,028 | 8.1 | 5,772 | 1,256 | 7,028 | 4,839 | 2,741 | 3,061 | 1,838 | 2,469 | 2,045 | 2,617 | 2,808 | 2,853 | 2,490 |
| Petroleum & Coal Products | 2,747 | 3.2 | 2,170 | 577 | 2,747 | 1,635 | 808 | 1,064 | 592 | 832 | 581 | 884 | 939 | 888 | 712 |
| Rubber & Miscellaneous Plastic Products | 3,096 | 3.6 | 2,575 | 521 | 3,096 | 2,185 | 1,262 | 1,421 | 858 | 1,132 | 1,015 | 1,289 | 1,328 | 1,375 | 1,267 |
| Leather and Leather Products | 65 | 0.1 | 46 | 19 | 65 | 57 | 26 | 27 | 21 | 33 | 23 | 32 | 32 | 25 | 33 |
| Stone, Clay and Glass Products | 654 | 0.8 | 491 | 163 | 654 | 595 | 365 | 413 | 241 | 334 | 288 | 378 | 406 | 406 | 345 |
| Primary Metal Industries | 2,247 | 2.6 | 1,859 | 388 | 2,247 | 1,683 | 1,002 | 1,151 | 681 | 848 | 751 | 996 | 1,085 | 994 | 970 |
| Fabricated Metal Products | 6,992 | 8.1 | 4,575 | 2,417 | 6,992 | 5,212 | 2,774 | 3,614 | 1,915 | 2,746 | 2,290 | 2,988 | 3,227 | 3,016 | 2,849 |
| Industrial Machinery and Equipment | 3,177 | 3.7 | 2,657 | 520 | 3,177 | 2,121 | 1,095 | 1,307 | 838 | 960 | 936 | 1,161 | 1,258 | 1,223 | 1,118 |
| Electronic & Other Electric Equipment | 3,495 | 4.0 | 2,415 | 1,080 | 3,495 | 2,960 | 1,131 | 1,675 | 1,354 | 1,183 | 1,471 | 1,351 | 1,340 | 1,357 | 1,259 |
| Transportation Equipment | 1,671 | 1.9 | 1,202 | 469 | 1,671 | 1,352 | 695 | 866 | 523 | 657 | 579 | 708 | 824 | 767 | 759 |
| Instruments & Related Products | 427 | 0.5 | 302 | 125 | 427 | 363 | 185 | 210 | 162 | 135 | 146 | 173 | 194 | 184 | 166 |
| Miscellaneous Manufacturing Industries | 6,513 | 7.5 | 2,981 | 3,532 | 6,513 | 4,860 | 2,233 | 3,000 | 2,174 | 2,161 | 1,980 | 2,307 | 2,562 | 2,430 | 2,351 |
| Sub-Total Industrial/Manufacturing | 47,723 | 55.1 | 34,237 | 13,486 | 47,723 | 36,183 | 18,837 | 23,330 | 14,491 | 17,760 | 16,185 | 19,797 | 21,051 | 20,302 | 18,988 |
| Utilities/Waste Management | 2,748 | 3.2 | 888 | 1,860 | 2,748 | 2,488 | 1,138 | 1,711 | 894 | 1,269 | 914 | 1,236 | 1,364 | 1,299 | 1,128 |
| Transportation and Warehousing | 1,069 | 1.2 | 324 | 745 | 1,069 | 942 | 413 | 642 | 307 | 483 | 378 | 459 | 572 | 465 | 474 |
| Sub-Total Utilities & Transportation | 3,817 | 4.4 | 1,212 | 2,605 | 3,817 | 3,430 | 1,551 | 2,353 | 1,201 | 1,752 | 1,292 | 1,695 | 1,936 | 1,764 | 1,602 |
| Wholesale/Distribution | 2,233 | 2.6 | 765 | 1,468 | 2,233 | 1,991 | 832 | 1,131 | 678 | 954 | 894 | 1,054 | 1,060 | 945 | 961 |
| Retail | 1,022 | 1.2 | 268 | 754 | 1,022 | 919 | 364 | 565 | 364 | 473 | 498 | 527 | 499 | 442 | 397 |
| Financial/Insurance/Real Estate | 1,147 | 1.3 | 153 | 994 | 1,147 | 1,015 | 338 | 672 | 311 | 429 | 433 | 530 | 496 | 290 | 525 |
| Professional/Scientific/Technical Services | 3,866 | 4.5 | 715 | 3,151 | 3,866 | 3,462 | 1,436 | 2,299 | 1,506 | 1,568 | 1,447 | 1,436 | 1,777 | 1,664 | 1,350 |
| Health Services | 2,222 | 2.6 | 443 | 1,779 | 2,222 | 1,959 | 661 | 1,163 | 645 | 936 | 701 | 756 | 1,228 | 794 | 944 |
| Education Services | 3,215 | 3.7 | 638 | 2,577 | 3,215 | 2,749 | 919 | 1,974 | 1,250 | 1,300 | 1,218 | 1,166 | 1,340 | 1,166 | 1,093 |
| Engineering, Research and Related Services | 1,522 | 1.8 | 372 | 1,150 | 1,522 | 1,387 | 601 | 802 | 561 | 638 | 578 | 689 | 699 | 758 | 554 |
| Sub-Total Service Industries | 15,227 | 17.6 | 3,354 | 11,873 | 15,227 | 13,482 | 5,151 | 8,606 | 5,315 | 6,298 | 5,769 | 6,158 | 7,099 | 6,059 | 5,824 |
| Government (Note 1) | 11,493 | 13.3 | 2,240 | 9,253 | 11,493 | 10,328 | 2,957 | 5,477 | 5,360 | 5,574 | 5,291 | 3,450 | 4,214 | 3,484 | 3,461 |
| Sub-Total Government | 11,493 | 13.3 | 2,240 | 9,253 | 11,493 | 10,328 | 2,957 | 5,477 | 5,360 | 5,574 | 5,291 | 3,450 | 4,214 | 3,484 | 3,461 |
| Other Paid Circulation (Optional): | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Subscriptions | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Single Copy Sales | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 86,583 | 100.0 | 45,367 | 41,216 | 86,583 | 70,882 | 31,937 | 45,008 | 29,170 | 34,746 | 31,445 | 35,186 | 38,864 | 35,568 | 32,882 |

Note 1: Includes Fire/Rescue/Hazmat/First Response, Law Enforcement, Federal Government, State Government, County Government, City/Local Government and Military.

Note 2: CLASSIFICATION BY FUNCTION: 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, functions not available, and company copies.