

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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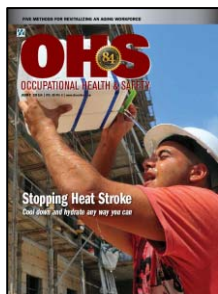
**OCCUPATIONAL HEALTH & SAFETY** magazine provides practical advice on how to keep the workplace safe from hazards and in full compliance with ever-changing laws and regulations. Occupational Health & Safety magazine delivers the most up-to-date information for professionals in the health, safety, industrial 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  
87,818 average circulation

### OCCUPATIONAL HEALTH & SAFETY WEBSITE



108,629 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
<b>OCCUPATIONAL HEALTH &amp; SAFETY MAGAZINE</b> (6 issues in the period)	87,606	212	87,818
a. Print	44,736	212	44,948
b. Digital	42,870	-	42,870
1. Requested	37,937	-	37,937
2. Non-Requested	4,933	-	4,933
<b>OCCUPATIONAL HEALTH &amp; SAFETY WEBSITE</b> (Monthly Unique Browsers with 283,168 average Page Impressions)	108,629	-	108,629
<b>OCCUPATIONAL HEALTH &amp; SAFETY SOCIAL MEDIA</b>			
a. Twitter followers	*22,545	-	*22,545
b. Facebook likes	*2,655	-	*2,655
b. LinkedIn group members	*1,429	-	*1,429

\*Social Media Claims are cumulative figures, not averages.

### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2016

QUALIFICATION SOURCE	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	52,327	23,542	-	37,875	37,994	75,869	86.6
II. Request from recipient's company:	690	561	-	560	691	1,251	1.4
III. Membership Benefit:	-	-	-	-	-	-	-
IV. *Communication from recipient or recipient's company (other than request):	3,903	576	-	665	3,814	4,479	5.1
V. TOTAL – Sources other than above (listed alphabetically):	6,028	-	-	6,025	3	6,028	6.9
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	6,028	-	-	6,025	3	6,028	6.9
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>62,948</b>	<b>24,679</b>	<b>-</b>	<b>45,125</b>	<b>42,502</b>	<b>87,627</b>	<b>100.0</b>
<b>PERCENT</b>	<b>71.8</b>	<b>28.2</b>	<b>-</b>	<b>51.5</b>	<b>48.5</b>	<b>100.0</b>	

\*See Additional Data

### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2016\*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	246	204	450		Kentucky	665	594	1,259	
New Hampshire	248	211	459		Tennessee	958	743	1,701	
Vermont	86	79	165		Alabama	724	583	1,307	
Massachusetts	1,017	863	1,880		Mississippi	344	314	658	
Rhode Island	180	158	338		EAST SO. CENTRAL	2,691	2,234	4,925	5.6
Connecticut	696	534	1,230		Arkansas	418	344	762	
NEW ENGLAND	2,473	2,049	4,522	5.2	Louisiana	735	569	1,304	
New York	2,036	2,158	4,194		Oklahoma	527	535	1,062	
New Jersey	1,213	1,058	2,271		Texas	3,473	3,239	6,712	
Pennsylvania	2,534	1,969	4,503		WEST SO. CENTRAL	5,153	4,687	9,840	11.2
MIDDLE ATLANTIC	5,783	5,185	10,968	12.5	Montana	155	145	300	
Ohio	2,758	2,013	4,771		Idaho	233	203	436	
Indiana	1,336	948	2,284		Wyoming	121	113	234	
Illinois	2,361	1,858	4,219		Colorado	660	769	1,429	
Michigan	1,683	1,138	2,821		New Mexico	214	272	486	
Wisconsin	1,585	1,037	2,622		Arizona	548	623	1,171	
EAST NO. CENTRAL	9,723	6,994	16,717	19.1	Utah	345	297	642	
Minnesota	1,188	870	2,058		Nevada	222	267	489	
Iowa	826	575	1,401		MOUNTAIN	2,498	2,689	5,187	5.9
Missouri	1,030	841	1,871		Alaska	59	124	183	
North Dakota	197	165	362		Washington	687	781	1,468	
South Dakota	177	166	343		Oregon	575	464	1,039	
Nebraska	431	368	799		California	3,480	3,565	7,045	
Kansas	568	456	1,024		Hawaii	88	178	266	
WEST NO. CENTRAL	4,417	3,441	7,858	9.0	PACIFIC	4,889	5,112	10,001	11.4
Delaware	171	145	316		UNITED STATES	44,998	41,766	86,764	99.0
Maryland	755	1,343	2,098		U.S. Territories	96	235	331	
Washington, DC	156	1,064	1,220		Canada	11	86	97	
Virginia	1,048	1,779	2,827		Mexico	-	23	23	
West Virginia	267	269	536		Other International	16	357	373	
North Carolina	1,415	1,237	2,652		APO/FPO	4	35	39	
South Carolina	697	541	1,238						
Georgia	1,203	1,185	2,388						
Florida	1,659	1,812	3,471						
SOUTH ATLANTIC	7,371	9,375	16,746	19.1					
					<b>TOTAL QUALIFIED CIRCULATION</b>	<b>45,125</b>	<b>42,502</b>	<b>87,627</b>	<b>100.0</b>

\*See Additional Data

## WEBSITE CHANNEL

### WWW.OHSONLINE.COM

2016	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
January	252,291	115,506	96,343	1.20	01:43	02:01
February	303,509	137,431	116,635	1.18	01:40	02:00
March	305,370	136,822	116,506	1.17	01:39	02:02
April	290,746	132,053	111,954	1.18	01:41	02:02
May	270,442	123,655	105,956	1.17	01:39	01:57
June	276,655	127,304	104,383	1.22	01:46	02:04
<b>AVERAGE:</b>	<b>283,168</b>	<b>128,795</b>	<b>108,629</b>	<b>1.19</b>	<b>01:41</b>	<b>02:01</b>

January – June 2016 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](http://www.adicompli.com)

## SOCIAL MEDIA CHANNEL

### Occupational Health & Safety Social Media



Twitter followers

<http://twitter.com/OccHealthSafety>



Facebook likes

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



LinkedIn company

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

2016	Twitter followers	Facebook likes	LinkedIn company
Beginning Balance	20,983	2,042	1,167
January	21,277	2,122	1,216
February	21,619	2,182	1,275
March	21,894	2,298	1,319
April	22,113	2,386	1,358
May	22,308	2,471	1,391
June	22,545	2,655	1,429

## 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 from Recipient or Recipient's Company (Other Than Request) includes 3 sources of circulation for quantities of 397 or 0.5% to 2,647 or 3.0%. Other sources include 2 sources of circulation for quantities of 846 or 1.0% to 5,182 copies or 5.9%.

### 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!**

  
**OCCUPATIONAL HEALTH & SAFETY**

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

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Title: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**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/Risk 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	08 <input type="checkbox"/> Head Protection	15 <input type="checkbox"/> Ergonomics
02 <input type="checkbox"/> 50-99	09 <input type="checkbox"/> Eye & Face Protection	16 <input type="checkbox"/> Instr./Monitoring Equip.
03 <input type="checkbox"/> 100-249	10 <input type="checkbox"/> Hearing Protection	17 <input type="checkbox"/> Plant Maintenance
04 <input type="checkbox"/> 250-499	11 <input type="checkbox"/> Safety Incentives	18 <input type="checkbox"/> Gas Detectors/Monitors
05 <input type="checkbox"/> 500-999	12 <input type="checkbox"/> Respiratory Protection	
06 <input type="checkbox"/> 1,000-2,999	13 <input type="checkbox"/> Training Software	
07 <input type="checkbox"/> 3,000-4,999	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)**

01 <input type="checkbox"/> Emergency Response	08 <input type="checkbox"/> Head Protection	15 <input type="checkbox"/> Ergonomics
02 <input type="checkbox"/> Hazmat Handling	09 <input type="checkbox"/> Eye & Face Protection	16 <input type="checkbox"/> Instr./Monitoring Equip.
03 <input type="checkbox"/> First Aid	10 <input type="checkbox"/> Hearing Protection	17 <input type="checkbox"/> Plant Maintenance
04 <input type="checkbox"/> Protective Clothing	11 <input type="checkbox"/> Safety Incentives	18 <input type="checkbox"/> Gas Detectors/Monitors
05 <input type="checkbox"/> Hand Protection	12 <input type="checkbox"/> Respiratory Protection	
06 <input type="checkbox"/> Foot Protection	13 <input type="checkbox"/> Training Software	
07 <input type="checkbox"/> Fall Protection	14 <input type="checkbox"/> Workers' Comp Insurance	

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### 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	August 19, 2016
State	Texas
County	Dallas
Received by BPA Worldwide	August 19, 2016
Type	BSJ
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#### 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](http://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, 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 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 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.

AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	158
Advertiser and Agency	531
Allocated for Trade Shows and Conventions	142
All Other	228
TOTAL	1,059

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	87,818	100.0	87,606	99.8	212	0.2
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	87,818	100.0	87,606	99.8	212	0.2

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2016 Issue	Print	Digital	Total Qualified
January	44,882	43,118	88,000
February	44,889	43,081	87,970
March	44,733	43,393	88,126
April	44,889	42,894	87,783
May	45,125	42,502	87,627
June	45,171	42,230	87,401

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2016

This issue is 0.3% or 229 copies above the average of the other 5 issues reported in Paragraph 2.

This is a multiple analysis of 72.7% or 63,669 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 Safety														
			Print	Digital	(Note 1)	Number of Respondents	Safety Equipment	Industrial Hygiene	Training	Software	Emergency Response	Security	Fire Protection	Occupational Health	Environmental Compliance	Ergonomics	
Oil & Gas Extraction, Mining	2,497	2.8	1,297	1,200	2,497	2,101	1,663	1,131	1,361	899	1,162	911	1,184	1,289	1,185	1,015	
Construction/Contracting	7,531	8.6	3,452	4,079	7,531	5,263	4,603	2,527	3,651	2,042	2,574	2,134	2,928	3,197	2,774	2,309	
Food, Beverage and Tobacco Products	4,265	4.9	3,251	1,014	4,265	3,342	2,793	2,067	2,340	1,446	2,006	1,760	1,996	2,173	2,013	1,993	
Apparel, Leather & Other Textile Products	821	0.9	436	385	821	674	538	292	348	205	327	252	391	335	311	303	
Lumber & Wood Products	968	1.1	619	349	968	780	671	439	538	301	441	380	532	498	461	456	
Furniture & Fixtures	505	0.6	312	193	505	415	334	234	267	176	232	202	260	259	250	261	
Paper and Allied Products	1,192	1.4	803	389	1,192	1,028	873	572	675	380	576	438	600	623	582	623	
Printing and Publishing	1,324	1.5	926	398	1,324	1,032	810	560	681	442	570	541	618	639	638	555	
Chemicals and Allied Products	7,519	8.6	6,623	896	7,519	3,863	3,159	2,312	2,557	1,493	2,255	1,742	2,153	2,336	2,300	2,064	
Petroleum & Coal Products	1,582	1.8	1,104	478	1,582	940	752	484	599	318	538	344	518	545	498	416	
Rubber, Miscellaneous Plastic, Stone, Clay, and Glass Products	2,843	3.2	2,067	776	2,843	2,120	1,799	1,279	1,439	855	1,256	1,028	1,284	1,328	1,329	1,258	
Primary Metal Industries	2,068	2.4	1,595	473	2,068	1,391	1,192	843	970	588	815	670	843	893	833	800	
Fabricated Metal Products	5,804	6.6	4,609	1,195	5,804	3,585	2,982	2,046	2,452	1,381	2,049	1,599	2,094	2,255	2,156	2,074	
Industrial Machinery and Equipment	3,756	4.3	2,879	877	3,756	2,053	1,682	1,104	1,295	819	1,118	937	1,152	1,243	1,203	1,161	
Electronic & Other Electric Equipment	2,747	3.1	1,858	889	2,747	2,127	1,592	928	1,272	917	1,111	1,072	1,088	1,084	1,080	1,018	
Transportation Equipment	1,402	1.6	990	412	1,402	1,043	853	566	678	417	589	447	552	642	604	594	
Instruments & Related Products	1,811	2.1	1,083	728	1,811	1,240	962	728	843	541	679	610	713	752	756	666	
Miscellaneous Manufacturing Industries	5,278	6.0	2,623	2,655	5,278	3,825	2,451	1,609	2,183	1,721	2,016	1,366	1,651	1,813	1,711	1,610	
Utilities/Waste Management	1,886	2.2	483	1,403	1,886	1,663	1,409	779	1,132	540	878	540	772	959	835	796	
Transportation and Warehousing	1,317	1.5	424	893	1,317	1,130	889	524	742	390	626	519	594	679	605	603	
Sub-Total Industrial/Manufacturing	57,116	65.2	37,434	19,682	57,116	39,615	32,007	21,024	26,023	15,871	21,818	17,492	21,923	23,542	22,124	20,575	
Wholesale/Distribution	2,583	2.9	901	1,682	2,583	2,194	1,788	1,008	1,232	747	1,107	989	1,177	1,164	1,042	1,042	
Retail	1,327	1.5	566	761	1,327	1,119	822	456	678	444	571	580	604	599	528	515	
Financial/Insurance/Real Estate	2,153	2.5	566	1,587	2,153	1,829	1,262	755	1,221	767	807	856	909	965	762	919	
Professional/Scientific/Technical Services	4,080	4.7	1,191	2,889	4,080	3,538	2,469	1,517	2,304	1,496	1,752	1,562	1,576	1,850	1,687	1,449	
Health Services	2,350	2.7	580	1,770	2,350	1,996	1,237	693	1,231	664	967	735	744	1,209	802	917	
Education Services	3,017	3.4	734	2,283	3,017	2,579	1,727	877	1,770	1,036	1,232	1,079	1,079	1,239	1,034	933	
Engineering, Research and Related Services	1,760	2.0	568	1,192	1,760	1,551	1,140	698	914	608	729	681	766	821	847	664	
Sub-Total Service Industries	17,270	19.7	5,106	12,164	17,270	14,806	10,445	6,004	9,350	5,762	7,165	6,482	6,855	7,847	6,702	6,439	
Government (Note 2)	13,241	15.1	2,585	10,656	13,241	9,248	5,894	3,288	5,365	4,252	4,878	4,369	3,577	4,261	3,587	3,468	
Sub-Total Government	13,241	15.1	2,585	10,656	13,241	9,248	5,894	3,288	5,365	4,252	4,878	4,369	3,577	4,261	3,587	3,468	
Other Paid Circulation (Optional):	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Single Copy Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	87,627	100.0	45,125	42,502	87,627	63,669	48,346	30,316	40,738	25,885	33,861	28,343	32,355	35,650	32,413	30,482	

Note 1: 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

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