

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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SANITARY MAINTENANCE is a B2B brand serving executives of distributor firms active in the sanitary supply marketplace including janitorial, paper, food service, industrial and wholesale. These executives depend on Sanitary Maintenance and its complementing digital outlets to stay on top of industry trends, best practices and timely reporting. This content and much more are featured on CleanLink.com.

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

SANITARY MAINTENANCE MAGAZINE



4 Issues in the period
13,550 average circulation

SANITARY MAINTENANCE WEBSITE



90,217 average users
Shared media channel,
See Note 1

EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
SANITARY MAINTENANCE MAGAZINE (4 issues in the period)	13,550	-	13,550
SANITARY MAINTENANCE WEBSITE: CleanLink.com (Monthly Users with 152,409 average Pageviews)	90,217	-	90,217

Note 1: Shared media channel www.cleanlink.com – serving both Sanitary Maintenance and Contracting Profits.

FIELD SERVED

SANITARY MAINTENANCE serves distributors of sanitary supplies: janitor supply firms, paper merchants, food service distributors, industrial supply firms, other distributors of sanitary supplies and wholesalers of sanitary supplies. Also qualified are manufacturers of sanitary supplies and manufacturer's agents. A limited number of copies are sent to libraries, government, schools, and associations.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include Owners, Presidents, Corporate Officers, General Managers, Sales Managers, Office Managers, Purchasing Agents, and other titled and non-titled personnel.

AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	89
Advertiser and Agency	505
Allocated for Trade Shows and Conventions	-
All Other	314
TOTAL	908

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	13,550	100.0	13,550	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	13,550	100.0	13,550	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2017 Issue	Total Qualified
January/February	13,553
March	13,549
April	13,550
May/June	13,550

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY/JUNE 2017

This issue is -% or 1 copy below the average of the other 3 issues reported in Paragraph 2.

This publication conforms to the uniform business and industry breakout which was developed by the BPA Worldwide advertiser, agency and publisher committee for the Maintenance Equipment & Supplies Distributors Market in January 1984, and revised in November 1993, requiring participating publications to report their circulation on a comparable basis by June 1986. A copy of the comparability brochure can be obtained from BPA Worldwide.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL
1. DISTRIBUTORS OF SANITARY SUPPLIES (NOTE 1)		
a. Janitor Supply Firms	6,689	49.3
b. Paper Merchants	2,001	14.8
d. Food Service Distributors	2,096	15.5
e. Industrial Supply Firms	747	5.5
g. Other Distributors of Sanitary Supplies	336	2.5
2. Wholesalers of Sanitary Supplies	805	5.9
SUB-TOTAL DISTRIBUTORS AND WHOLESALERS OF SANITARY SUPPLIES (NOTE 2)	12,674	93.5
4. Manufacturers of Sanitary Supplies and Manufacturer's Agents	876	6.5
5. Others Allied to the Field including Libraries, Government, Schools and Associations	-	-
TOTAL QUALIFIED CIRCULATION	13,550	100.0

Note 1: Classification 1c. - pest control, hospital supply, hotel, restaurant or bar supply, grocer or hardware distributor and classification 1f. - chemical specialty firm - are omitted at the option of the publisher. Responses in these categories have been combined under 1g. - Other distributors of sanitary supplies.

Note 2: Qualified recipients include Owners, Presidents, Corporate Officers, General Managers, Sales Managers, Office Managers, Purchasing Agents, and other titled and non-titled personnel.

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

QUALIFICATION SOURCE	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	8,714	1,992	285	10,991	81.1
II. Request from recipient's company:	14	19	-	33	0.3
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically):	2,526	-	-	2,526	18.6
Association rosters and directories	-	-	-	-	-
*Business directories	2,526	-	-	2,526	18.6
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
Other sources	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	11,254	2,011	285	13,550	100.0
PERCENT	83.1	14.8	2.1	100.0	

*See Additional Data

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

6-Month Period Ended:	Audited Data		Audited Data		Circulation Claim	
	July – December 2014	January – June 2015	July – December 2015	January – June 2016	July – December 2016*	January – June 2017*
Total Audit Average Qualified:	15,052	15,051	15,052	15,053	13,553	13,550
Qualified Non-Paid:	15,052	15,051	15,052	15,053	13,553	13,550
Qualified Paid:	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

***NOTE: July 2016 – June 2017 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.**

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY/JUNE 2017*

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	61		Kentucky	165	
New Hampshire	43		Tennessee	292	
Vermont	24		Alabama	180	
Massachusetts	302		Mississippi	115	
Rhode Island	44		EAST SO. CENTRAL	752	5.5
Connecticut	112		Arkansas	123	
NEW ENGLAND	586	4.3	Louisiana	240	
New York	757		Oklahoma	156	
New Jersey	428		Texas	812	
Pennsylvania	618		WEST SO. CENTRAL	1,331	9.8
MIDDLE ATLANTIC	1,803	13.3	Montana	64	
Ohio	602		Idaho	60	
Indiana	306		Wyoming	22	
Illinois	579		Colorado	191	
Michigan	413		New Mexico	57	
Wisconsin	309		Arizona	178	
EAST NO. CENTRAL	2,209	16.4	Utah	119	
Minnesota	219		Nevada	83	
Iowa	145		MOUNTAIN	774	5.7
Missouri	329		Alaska	19	
North Dakota	53		Washington	202	
South Dakota	40		Oregon	116	
Nebraska	90		California	1,063	
Kansas	153		Hawaii	70	
WEST NO. CENTRAL	1,029	7.6	PACIFIC	1,470	10.8
Delaware	37		UNITED STATES	12,329	91.0
Maryland	219		U.S. Territories	38	
Washington, DC	11		Canada	1,183	
Virginia	232		Mexico	-	
West Virginia	57		Other International	-	
North Carolina	441		APO/FPO	-	
South Carolina	189				
Georgia	439				
Florida	750				
SOUTH ATLANTIC	2,375	17.6			
			TOTAL QUALIFIED CIRCULATION	13,550	100.0

*See Additional Data

WEBSITE CHANNEL*

WWW.CLEANLINK.COM

2017	PAGEVIEWS	SESSIONS	USERS	AVERAGE SESSION DURATION
January	185,095	140,705	119,474	0:46
February	149,313	105,929	88,655	0:55
March	162,814	114,828	93,976	0:54
April	138,830	97,732	80,057	1:02
May	142,728	102,689	80,274	2:02
June	135,677	99,141	78,869	1:55
AVERAGE:	152,409	110,170	90,217	1:15

January – June 2017 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

*Shared media channel www.cleanlink.com – serving both Sanitary Maintenance and Contracting Profits.

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 cookie'd 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 Cookie'd 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

ADDITIONAL DATA

MAGAZINE:

PARAGRAPH 3b:

Business directories include 3 sources of circulation for quantities of 617 copies or 4.6% to 1,272 copies or 9.4%.

GEOGRAPHIC DISTRIBUTION:

Geographic data for Website is 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.

Rob Geissler, Publisher

Eric Muench, Director of 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

July 7, 2017

State

Wisconsin

County

Milwaukee

Received by BPA Worldwide

July 7, 2017

Type

BJ

ID Number

S005B0J7

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.