



# DIGITAL AUDIENCE PROFILE

## ADVERTISE WITH ISHN

*ISHN* covers safety news, provides vital editorial on OSHA and EPA regulations, how-to features, safety and health management topics, and features the latest product news – everything you need to instill a safety culture.

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**BNP Media Inc.** 

Birmingham, MI

Alliance for Audited Media has reviewed the BNP Media audience and media management technology platform and Digital Audience Profile reporting solution for conformance to generally accepted information security management and reporting standards.

Our examination was performed in accordance with generally accepted information security management

and reporting standards. Our examination included reviews of Platform Technology, Data Life Cycle Management, System Monitoring, Access Controls, Software Development Life Cycle, Media Production, Media Distribution, Audience Data, Documentation, Reporting, and Disclosures. The examination included those procedures we considered necessary in the circumstances to obtain a reasonable basis for rendering our opinion.

Based on our review, we are not aware of any material modifications that should be made to the BNP Media audience and media management platform and Digital Audience Profile reporting solution for recording, processing, and reporting audience and media data.

The accreditation of the BNP Media audience and media management technology platform and Digital Audience Profile reporting solution is as of December 31, 2023.

This report is intended solely for use by the management of BNP Media and its customers.

Alliance for Audited Media

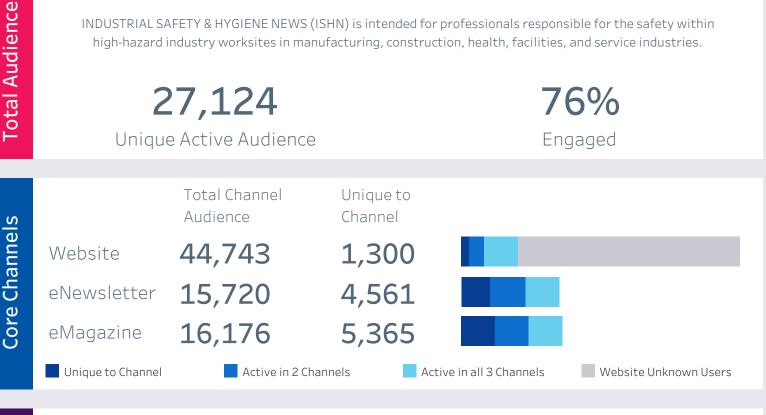
Alliance for Audited Media March 31, 2024



Industrial Safety & Hygiene News As of December 2024

Audience Profile

INDUSTRIAL SAFETY & HYGIENE NEWS (ISHN) is intended for professionals responsible for the safety within high-hazard industry worksites in manufacturing, construction, health, facilities, and service industries.

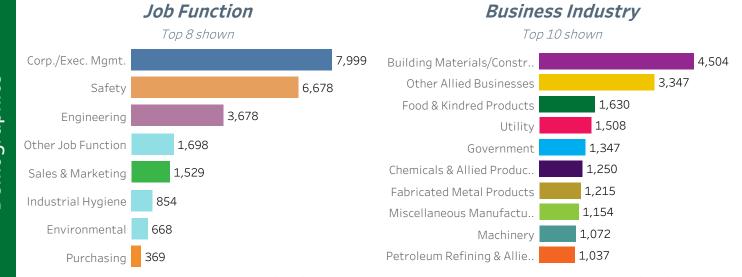


**Additional Channels** 



12,177 Standard eBlast Delivery

15,509 Social Media Total Followers



23,473 responses

23,712 responses



UNDERSTANDING AUDIENCE PROFILE DASHBOARD

#### Time Frame - As of Last day of Month shown

#### • Total Audience:

**Unique Active Audience:** Number of unique active customers with known first-party data active within product specific time frames for all products.

**Engaged:** Number of engaged customers with known first-party data within product specific time frames for all products.

\* Product-specific time frames for each Channel may be found in Table A.

#### **Core Channels**

The three core channels are Website, eNewsletter, and eMagazine.

- Total Channel Audience: Total number of customers for specified product.
- Unique to Channel: Number of unique customers active only in specified channel.
- Active in 2 Channels: Number of unique customers active in two channels. Examples: A customer is active within Website and eNewsletter channels but not eMagazine. Or a customer is active within eNewsletter and eMagazine channels but not the Website.
- Active in all 3 Channels: Number of unique customers active in all three channels.
- Website Unknown Users: Number of total users who visited the website within the specified time frame who are not accounted for in the BNP Media database. The number of Unique Website Users may be higher than shown due to the number of unknown users.

#### **Additional Channels**

Additional channels may include Webinars, Events, Continuing Education (CE), eBlast, Social Media.

- Webinar Average Registrants (if applicable): Average registrants per webinar.
- Unique Event Registrants (if applicable): Average registrants per event.
- CE Active Registered Users (if applicable): Total active registered users for the Continuing Education Center.
- Standard eBlast Delivery (sponsored only): Delivery count of a typical eBlast within the last 3 months.
- Social Media Total Followers (if applicable): Follower counts by channel for the most recent month.

#### **Demographics**

- Job Function: Top job functions of the Unique Active Audience.
- Business Industry: Top business industries of the Unique Active Audience.

#### Table A

\* BNP Media uses a proprietary algorithm to calculate the number of active and engaged users for each channel based on the time frames listed in the table below.

	Active Criteria	Engaged Criteria
Website	6 Months	6 Months
eNewsletter	Included in most recent list	6 Months
eMagazine	Included in most recent list	12 Months
Webinar	12 Months	18 Months
Event	18 Months	18 Months
Continuing Education	13 Months	13 Months
eBlast	Included in most recent list	6 Months



# Activity by eMagazine Issue



# eMagazine Notification Email Metrics

Issue Name	Sends	Unique Delivered	* Unique Opens	* Open Rate	otal Clicks	CTR
October 2024	4	15,158	5,958	39.3%	1,030	3.5%
November December 2024	4	15,533	7,878	50.7%	1,645	5.4%

\* Due to Apple Mail Privacy enabled on user devices, open rates may be inflated as of November 2021. Clicks are not impacted.

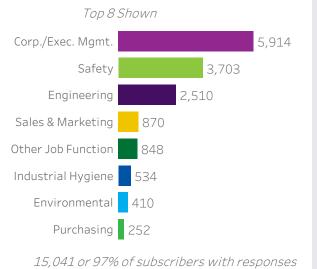


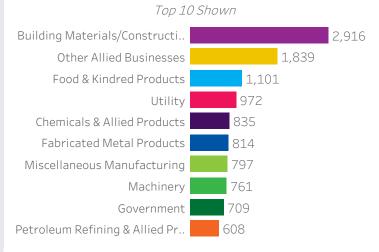
## Industrial Safety & Hygiene News October 2024 - December 2024

eMagazine - Subscriber Demographics & Locations



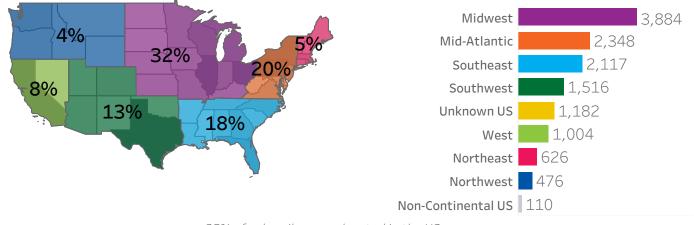




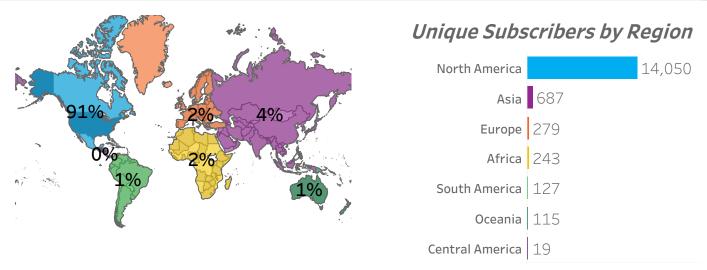


<sup>15,057</sup> or 97% of subscribers with responses

## Unique Subscribers by Region



85% of subscribers are located in the US



15% of subscribers are located internationally



UNDERSTANDING MAGAZINE AUDIENCE DASHBOARD eMAGAZINE SUMMARY

## Time Frame

3 months

## **KPIs**

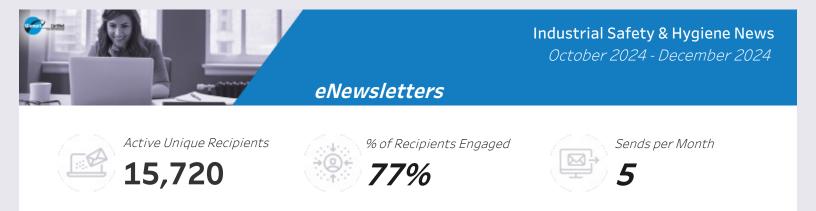
- Total Qualified Subscribers: Active digital subscribers as of the most recent issue.
- Average Issue Pageviews: The average monthly pageviews on the eMagazines.

#### Activity by eMagazine Issue

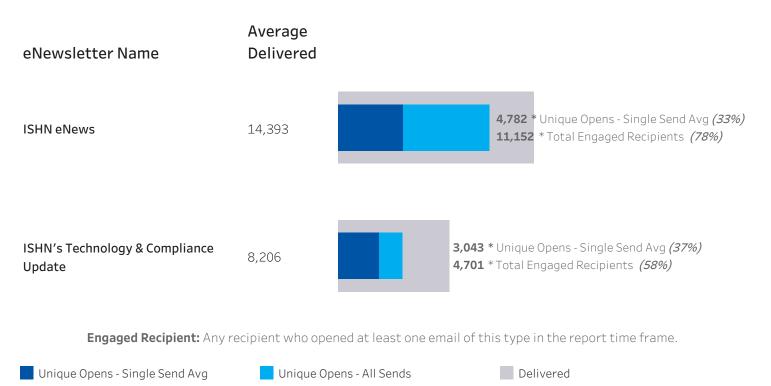
- *Issue Date:* eMagazine issue date.
- **Sessions:** Number of times users interacted with the eMagazine. Sessions are terminated after 30 minutes of inactivity.
- Session Duration (min): The average session length.
- **Pageviews:** The total number of eMagazine pageviews.

## eMagazine Notification Email Metrics

- *Monthly Sends:* Total number of notification emails deployed per issue.
- **Delivered:** Number of unique email subscriber addresses eMagazine notification emails were delivered to for this issue.
- **Unique Opens:** Number of unique subscriber email addresses who opened any notification email for this issue.
- Open Rate: Ratio of unique Opens to Delivered.
- Total Clicks: Number of subscribers who clicked a link within a particular notification email.
- CTR: Click Through Rate is the percentage of subscribers who click on a link within the notification email.



# Recipient Activity by eNewsletter Over the Last 3 Months



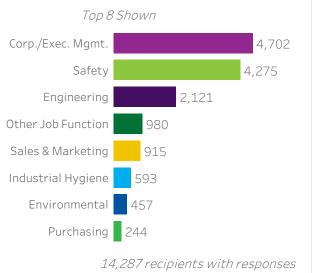
# eNewsletter Activity Averages

eNewsletter Name	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
ISHN eNews	4.3	14,393	4,782	33.2%	696	4.8%
ISHN's Technology & Compliance Update	1.0	8,206	3,043	37.1%	531	6.5%

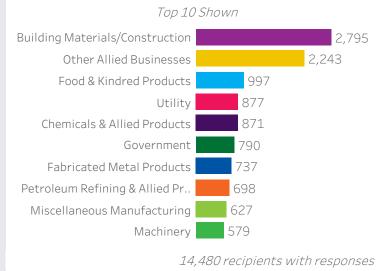


eNewsletters - Recipient Demographics & Locations

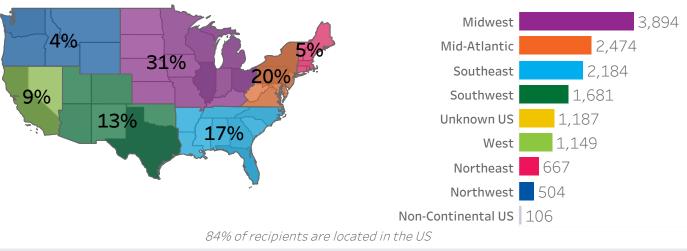
# Demographic - Job Function

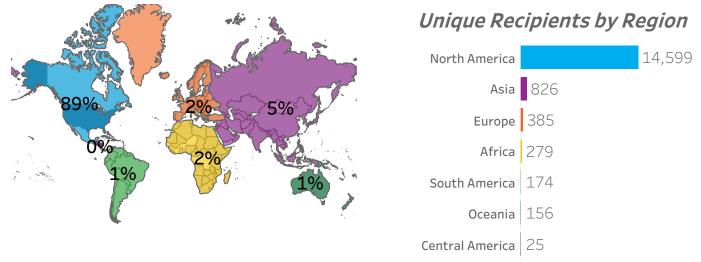


# Demographic - Business/Industry



## Unique Recipients by Region





16% of recipients are located internationally



UNDERSTANDING eNEWSLETTER AUDIENCE DASHBOARD

#### Time Frame

3 Months

#### **KPIs**

- Active Unique Recipients: Number of unique email addresses that received any brand eNewsletter in the 3-month period.
- % of Recipients Engaged: Percent of recipients who opened\* any eNewsletter.
- Sends / Month: Total eNewsletters sent per month.

#### **Recipient Activity by eNewsletter**

- Average Delivered: The average number of emails delivered per eNewsletter.
- Unique Opens, Single Send Avg: Average unique opens\* (uniqueness calculated for each email sent) for all emails sent.
- Total Engaged Recipients: Number of unique Recipients who have opened\* one or more of the delivered emails.

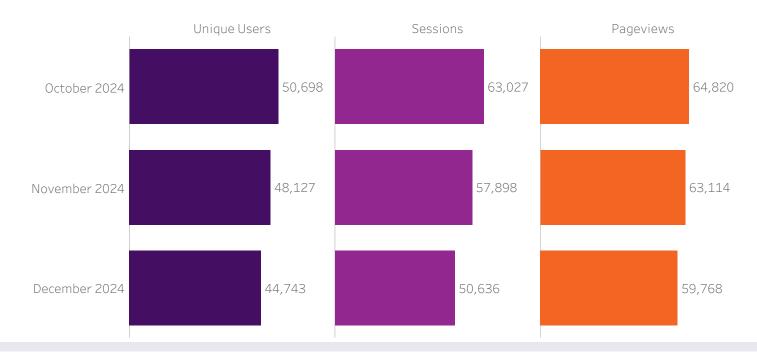
#### **eNewsletter Activity Averages**

- *Monthly Sends:* Total number of eNewsletters deployed per month.
- **Delivered:** Average number of eMails, per eNewsletter, deployed per month.
- Unique Opens: Average number of unique Recipients (delivered) who opened\* a particular eNewsletter.
- Open Rate: The ratio of Unique Opens\* to Delivered.
- Total Clicks: Average number of recipients who clicked a link within a particular eNewsletter.
- CTR: Click Through Rate is the percentage of recipients who click on a link within the eNewsletter.

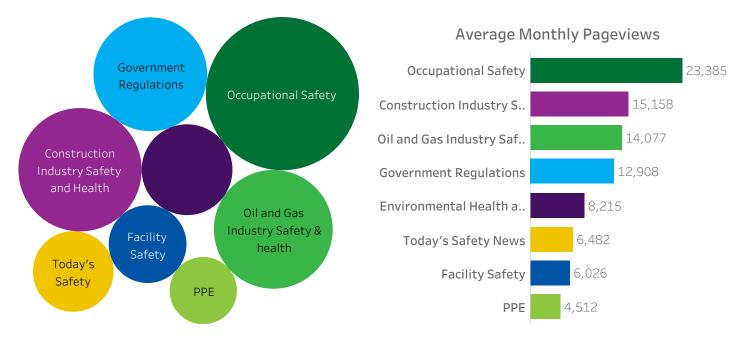
\*Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



# Monthly Website Statistics

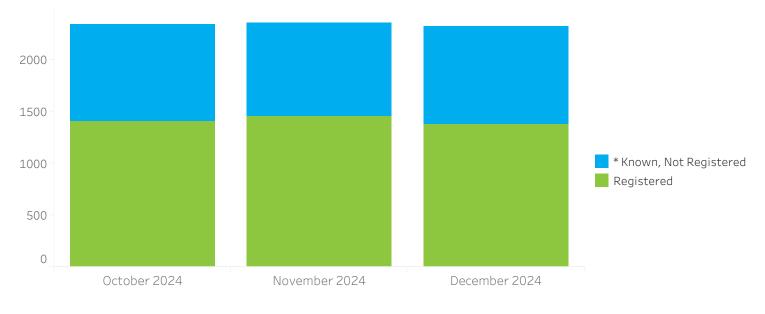


# Top 8 Content Topics Viewed

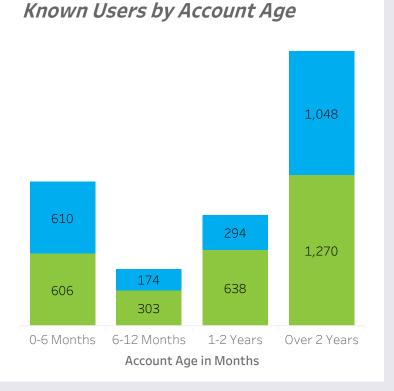




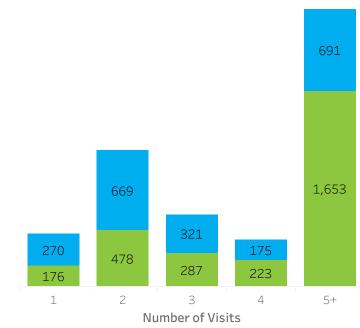
## Website Users



\* Users that are identified in the BNP Media database but are not registered with this website



# Known Users by Visit Frequency

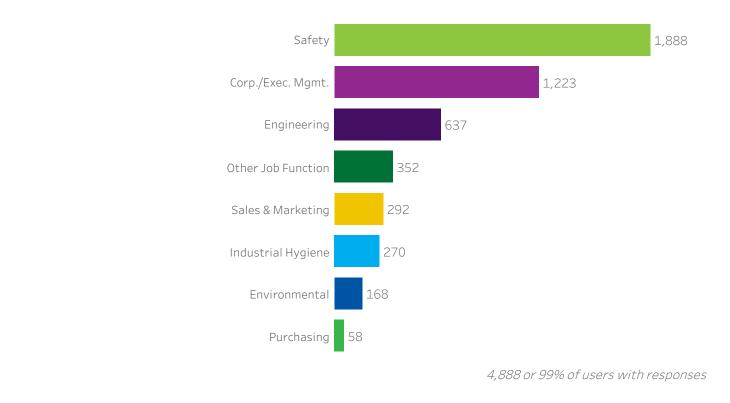




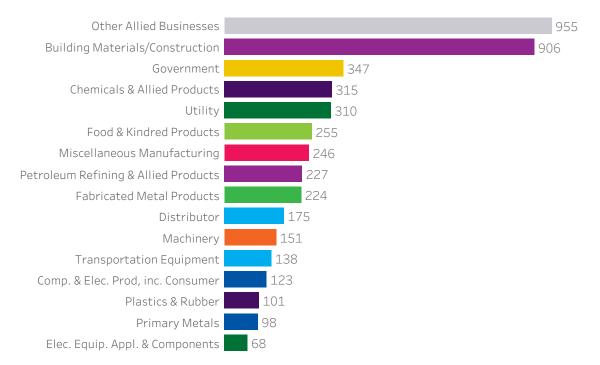
Industrial Safety & Hygiene News October 2024 - December 2024

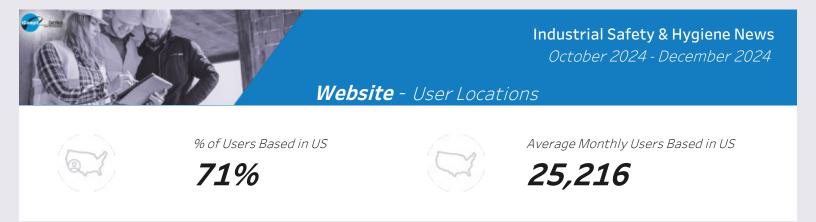
## Website - User Demographics

#### Demographic - Job Function Top 8 Shown

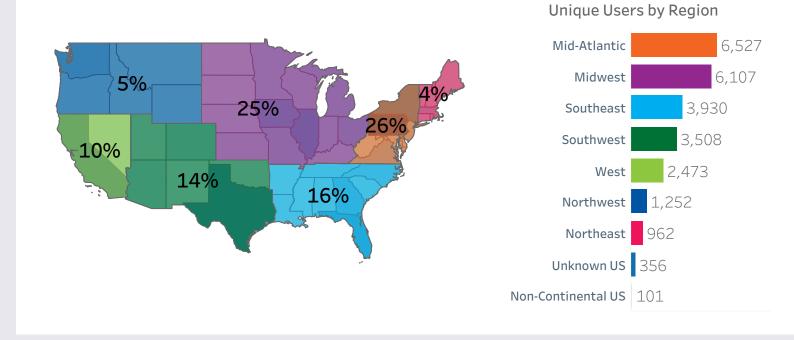


## Demographic - Business/Industry Top 15 Shown

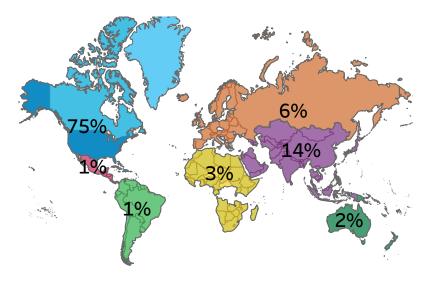


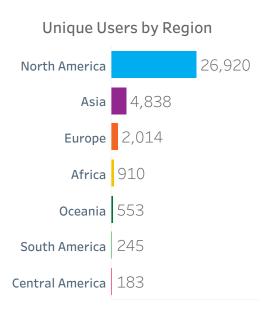


## Geographic - US Regions



## Geographic - World Regions







UNDERSTANDING WEBSITE AUDIENCE DASHBOARD

Time Frame

3-months

#### **User Classifications**

- **Registered:** Users that have completed the registration form for this website.
- *Known, Not Registered:* Users that are identified in the BNP Media database but are not registered with this website.

#### **KPIs**

- Active Registered Users: Number of unique users who registered on the website, at any time, and visited the website within the 3-month time frame.
- Active Known Users: Number of unique users with known first-party data, regardless of website registration status, who visited the website within the 3-month time frame.
- Average Visits per User: The ratio of visits, by known users, to the number of known users.

#### Web Users

• Number of users who were active on the website each month, colored by user classification.

#### Known Users by Account Age

 Number of users who visited the website within the 3-month time frame and have been in the BNP Media database for the account age listed, colored by user classification.

#### **Known Users by Visit Frequency**

• Number of times users visited the website within the 3-month time frame, colored by user classification.



UNDERSTANDING WEBSITE KNOWN USERS DASHBOARD

#### Time Frame

3-months

## **KPIs**

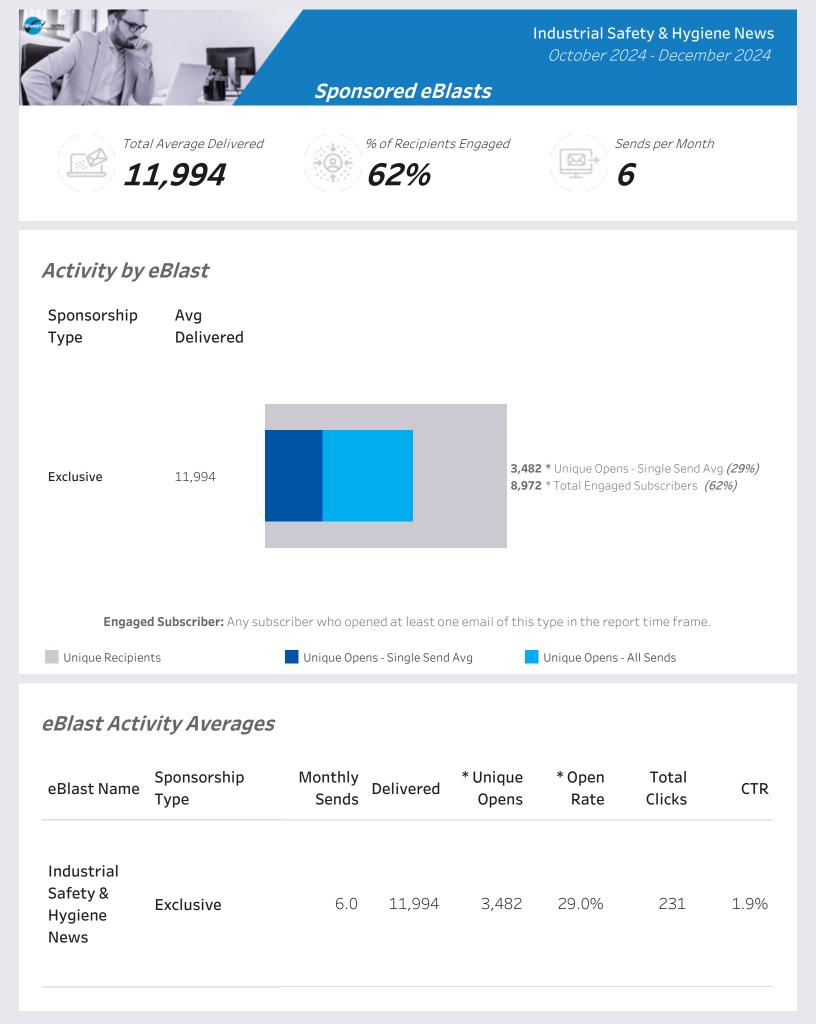
- Average Monthly Users: Average number of monthly users who have had at least one session on the website.
- **Average Monthly Sessions:** Average number of monthly sessions on the website. A session is anytime a user has interacted with the website.
- Average Monthly Pageviews: Average number of total monthly pageviews on the website.

#### Web Visitors

- Users: Number of Users per month.
- **Sessions:** Number of times users interacted with the digital edition. Sessions are terminated after 30 minutes of inactivity.
- Pageviews: Number of Pageviews per month.

#### **Top 8 Content Topics**

• Average monthly pageviews for the top 8 content topics on the website.



\* Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.

Industrial Safety & Hygiene News October 2024 - December 2024

**Sponsored eBlasts** - Recipient Demographics & Locations

#### **Demographic - Job Function** Top 8 Shown 4,402 Corp./Exec. Mgmt. 3,595 Safety Engineering 2,043 950 Other Job Function Sales & Marketing 768 Industrial Hygiene 505 Environmental 369 Purchasing 203 12,835 or 88% of recipients with responses

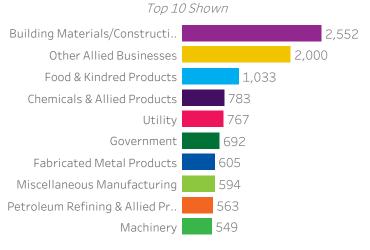
32%

13%

4%

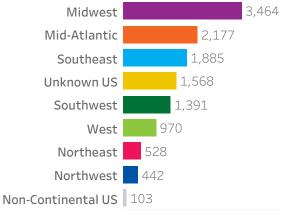
9%

# Demographic - Business/Industry



<sup>12,993</sup> or 89% of recipients with responses

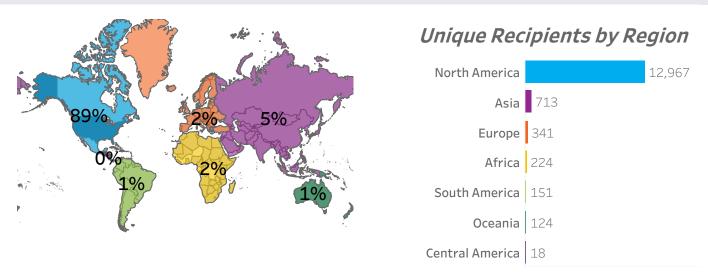
# Unique Recipients by Region





20%

17%



<sup>14%</sup> of recipients are located internationally



UNDERSTANDING eBLAST AUDIENCE DASHBOARD

#### Time Frame

3 Months

#### **KPIs**

- **Total Average Delivered:** The number of eBlasts (Advertising emails) delivered, excluding bounces.
- % of Recipients Engaged: The percentage of recipients who have opened\* an eBlast.
- Sends per Month: The average number of delivered Advertising eBlasts per month.

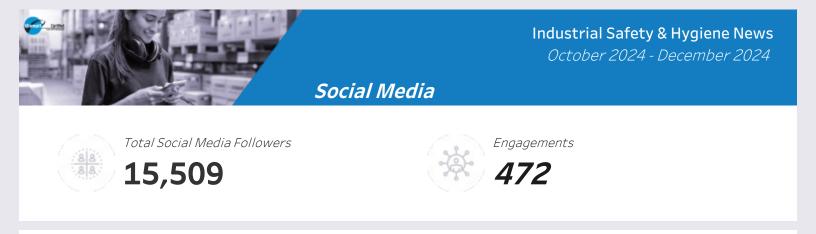
#### Activity by eBlast

- Exclusive Sponsorship Type: Single advertiser.
- Multi-Sponsored Sponsorship Type: Multiple advertisers.
- Average Delivered: The average number of emails delivered per eBlast.
- Unique Opens, Single Send Avg: The average unique opens\* (uniqueness calculated for each email sent) for all emails sent.
- Total Engaged Subscribers: The number of unique recipients who have opened\* one or more of the delivered emails.

#### **eBlast Activity Averages**

- *Monthly Sends:* Total number of eBlasts deployed per month.
- **Delivered:** Average number of eMails, per eBlast, deployed per month.
- Unique Opens: The average number of unique recipients (delivered) who opened\* a particular eBlast.
- **Open Rate:** The ratio of Unique Opens\* to Delivered.
- Total Clicks: Average number of recipients who clicked a link within a particular eBlast.
- **CTR:** Click Through Rate is the percentage of recipients who click on a link within the eBlast.

\*Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



## Followers by Channel



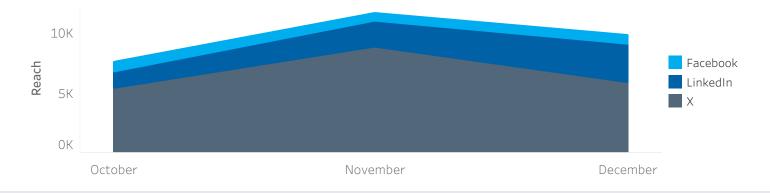
# Total Engagements





```
220
```

# Reach by Month





## Social Media Audience Glossary

UNDERSTANDING SOCIAL MEDIA AUDIENCE DASHBOARD

#### Time Frame

3 Months

#### **KPIs**

- **Total Social Media Followers:** The total number of social media followers per brand, as of the report date (not unique across all channels).
- *Engagements:* The reactions, comments, and shares on a post. Clicks are not included.

#### **Followers by Channel**

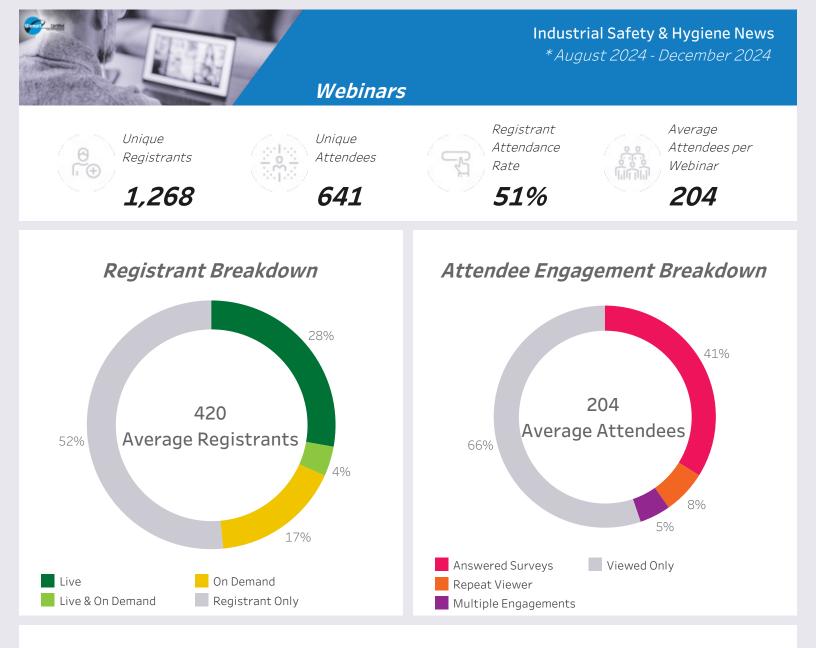
- Breakdown of followers by the specific social network.
- Followers is the total number who have followed the brand.

#### **Total Engagements**

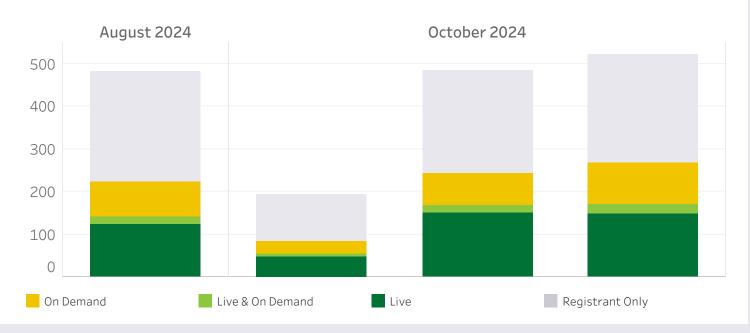
• Total engagements by social network.

#### **Reach by Month**

- Breakdown by social network of the total reach by month.
- Reach is the number of individual users a post reached.



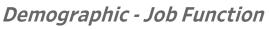
## **Registration & Attendance Analysis**



\* All data is calculated from the 4 most recent webinars



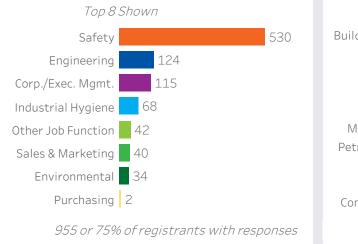
Webinars - Registrant Demographics & Locations



6%

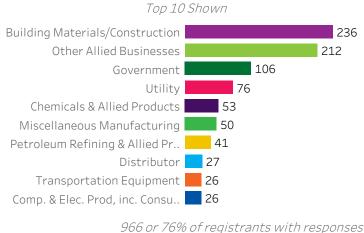
11%



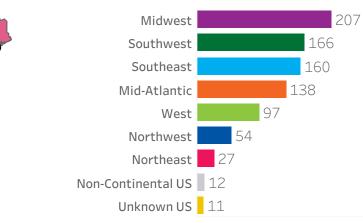


24%

20%



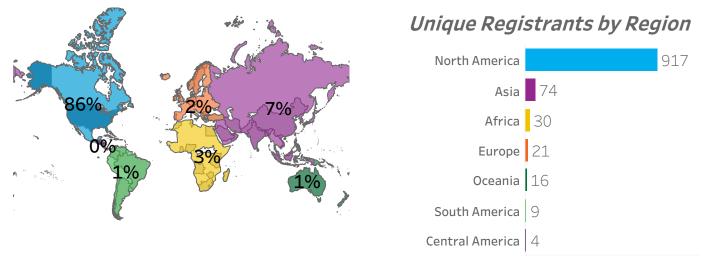
## Unique Registrants by Region



81% of registrants are located in the US

16%

19%



19% of registrants are located internationally



UNDERSTANDING WEBINAR AUDIENCE DASHBOARD

#### **Time Frame**

3 months. If there were less than 5 webinars in the most recent 3 months, the time frame is extended (up to 1 year) to include the 5 most recent webinars.

## **KPIs**

- Unique Registrants: The number of unique registrants across all webinars.
- Unique Attendees: The number of unique attendees across all webinars.
- **Registrant Attendance Rate:** The ratio of average attendance to average registration.
- Average Attendees per Webinar: The average number of attendees per webinar.

#### **Registrant Breakdown**

- Average Registrants: The average number of registrants per webinar.
- **Registrant Only:** Percentage of average registrants who did not attended webinar.
- *Live:* Percentage of average registrants who attended the live webinar.
- **On Demand:** Percentage of average registrants who viewed the webinar at a later date than the live webinar.
- Live & On Demand: Percentage of average registrants who attended the webinar live and viewed the webinar at a later date.

#### Attendee Engagement Breakdown

- Attendees: Average number of attendees per webinar.
- Answered a Survey: Percent of average attendees who responded to a survey question within a webinar.
- Downloaded Documents: Percent of average attendees who downloaded a document within a webinar.
- *Multiple Engagements:* Percent of average attendees who responded more than once and/or in more than one way, within a webinar.
- **Repeat Viewer:** Percent of average attendees who viewed a webinar several times.
- Answered Polls: Percent of average attendees who responded to a poll question within a webinar.
- Viewed Only: Percent of average attendees who only viewed a webinar.

## **Registration & Attendance Analysis**

 Number of unique registrants and attendees per webinar, colored by the type of viewing engagement.



UNDERSTANDING AUDIENCE PROFILE DASHBOARD DEMOGRAPHICS & LOCATIONS

## Time Frame

See product specific glossary page

## **Demographic - Job Function**

• Number of customers identified by Job Functions reported.

## **Demographic - Business/Industry**

• Number of customers identified by Business & Industry reported.

#### **Geographic - US Regions**

- Mid-Atlantic: Delaware, Maryland, New Jersey, New York, Pennsylvania, Virginia, Washington D.C. and West Virginia
- Midwest: Indiana, Illinois, Wisconsin, Minnesota, Iowa, Kansas, Kentucky, Michigan, Missouri, Nebraska, North Dakota, Ohio and South Dakota
- West: California and Nevada
- **Southeast:** Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee
- Southwest: Arizona, Colorado, New Mexico, Oklahoma, Texas and Utah
- Northeast: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont
- Northwest: Idaho, Montana, Oregon, Washington and Wyoming
- Non-Continental US: Alaska, American Samoa, APO/FPO, Guam, Hawaii, Northern Mariana Island, Puerto Rico and U.S. Virgin Islands

#### **Geographic - World Regional**

- North America: Canada, Mexico and U.S.A.
- Asia: Continent of Asia, including Asia minor and Middle East
- Europe: Continental European nations (including United Kingdom and Ireland)
- Oceana: Australia, New Zealand and surrounding Pacific Island nations
- South America: Continental South American nations
- Africa: Continental African nations
- Central America: Costa Rica, Guatemala, Honduras, Panama and Nicaragua

# Audience Profile Glossary DEMOGRAPHICS APPENDIX (JOB FUNCTION)

Display Name	Included Demographics
Corp./Exec. Mgmt.	Corporate/Executive Management
Engineering	Application Engineering
	Consulting Engineering
	Design Engineering
	Engineering
	Lab/R&D Engineering
	Manufacturing Engineering
	Other Engineering (specify)
	Plant Engineering
	Process Engineering
	Production Engineering
	Quality Engineering
	Technical Engineering
Environmental	Environmental
Industrial Hygiene	Industrial Hygiene
Other Job Function	Chemistry/Formulation
	Logistics. Distribution. Import/Export. Operations
	Manufacturing/Operations/Production/Import/Export/
	Must Pay
	Need More Information
	Other (specify)
	Quality Management
	Research & Development
Purchasing	Purchasing
Safety	Safety
Sales & Marketing	Sales & Marketing

Audience Profile Glossary DEMOGRAPHICS APPENDIX (BUSINESS INDUSTRY)

Building Materials/Construction	Building Materials and Construct Construction
Chemicals & Allied Products	Chemicals & Allied Products
	Other Chemicals & Allied Prod
	Soaps/Cleaners
Comp. & Elec. Prod, inc. Consumer Distributor	Computer & Electronics Products Distributor
Elec. Equip. Appl. & Components	Commercial Appliances & Vend
elec. Equip. Appl. & components	Elect Equip. Apps & Comp
	Household Laundry
	Other Electrical Equipment
	Water Processing Appliances
Fabricated Metal Products	Fabricated Metal Products Beverage/Breweries
Food & Kindred Products	Dairy Foods
	Food & Kindred Products
	Other Food & Kindred Products
Furniture & Fixtures	Furniture & Fixtures
Government	Government
Machinery	Air Conditioning & Refrig
	Commercial Machinery Industrial Machinery
	Machinery
	Other Machinery (specify)
	Process Equipment
Mining	Mining
Miscellaneous Manufacturing	Consumer Goods
	Medical Equipment & Supplies
	Miscellaneous Manufacturing Adhesives/Sealants
Other Allied Businesses	Adhesives/Sealants Formulator/Manufacturer
	Adhesives/Sealants Products (tapes. labels)
	Advanced Ceramics
	Aerospace Products/Parts
	Coatings (
	Decorating/Designing
	Engineering & Consulting Firms Floor & Wall Tile
	Freight Forwarder/3rd Party Log
	Glass Containers
	Must Pay
	Need More Information
	Other (specify)
	Packaging Paint/Coatings Formulator/Manufacturer
	Pharmaceuticals
	Product Development & Industrial Design Firm
	Research & Development Services
	Supplier
	Test & Measurement Equipment
Petroleum Refining & Allied Products Plastics & Rubber	Petroleum Refining. Oil/Gas Plastics & Rubber
	Ferrous Primary Metals
Primary Metals	Non-Ferrous Primary Metals
	Other Primary Metals
	Primary Metals
Printing & Allied Products	Printing. Pub & Allied Ind
Textile Mill Products	Textile Mill Products Farm Equipment
Transportation Equipment	Motor Vehicle. Body
	Transportation Equipment
Utility	Utility
Wholesaler/Retailer	Wholesaler/Retailer
Wood/Pulp/Paper/Allied Prod.	Wood. Pulp/Paper & Allied Prod



DATA SOURCE REFERENCE (PAGE 1)

#### BNP Customer Database - omeda.com

Primary source of record for all first party customer data and activities including: Subscriber Registrations, Demographics, Physical Addresses, Business & Job Function Demographic responses, Product Subscriptions, Email Deployments, Website Visits, eMagazine Visits, Digital Edition Visits.

#### Usage by Report Section

#### Audience Profile

- Unique Active Customers
- Print Magazine, Digital Edition, eMagazine: Subscriber Counts
- eNewsletter: Recipients, Engagement, Sends
- eBlasts: Delivered, Engagement, Sends
- Website: Active Registrants
- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### Magazine/eMagazine

- Magazine Summary: All data
- eMagazine/Digital Edition Summary: Total Qualified Subscribers, Notification eMail Metrics
- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### **eNewsletters**

• All Pages: All data

#### Website

- Known User Activity: All data
- User Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference

#### eBlasts

• All Pages: All data

## **Continuing Education**

- Websites & eNews: eNews Delivery, Activity by eNewsletter
- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data



#### **Events**

- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### Webinars

- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### Google Analytics - google.com/analytics

Web Analytics service offered by Google that tracks and reports website traffic. Used to track all usage (known & anonymous) across websites, eMagazines, Digital Editions, Continuing Education.

#### Usage by Report Section

#### **Audience Profile**

- Website: Average Monthly Users, Average Monthly Pageviews
- Continuing Education: Monthly Website Pageviews

#### eMagazine/Magazine

• eMagazine/Digital Edition Summary: Issue Pageviews, Sessions, Session Duration

#### Website

- Website Overview: Website Users, Sessions, Pageviews, Top Content Topics
- User Locations: Website User Locations

#### **Continuing Education**

• Websites & eNews: Monthly Website Pageviews, All Website Visitors data

#### Falcon Social Media Platform - falcon.io

Single platform management and analytics for Facebook, Twitter, Instagram, LinkedIN accounts. falcon.io

#### Usage by Report Section

#### **Audience Profile**

Social Media: Follower Count by Channel



DATA SOURCE REFERENCE (PAGE 3)

## **Social Media**

• All Pages: All data

#### Building Media Inc. - buildingmedia.com

Developer of innovative online learning management programs and e-Learning courseware built exclusively for the construction community. Hosts and manages Continuing Education Centers.

## Usage by Report Section

#### **Audience Profile**

Continuing Education: Active Registered Users

#### **Continuing Education**

- Websites & eNews: Active Registered Users
- CE Courses & Tests: All data

#### Aventri - aventri.com

*Event Management Platform used to process registration and administration of in person, virtual and hybrid events.* 

#### Usage by Report Section

#### Audience Profile

Events: Average Attendees per Event

#### **Events**

Event Overview: All data

**Intrado** - *intrado.com* Webinar and interactive media platform. Technology and administration of Webinars.

#### Usage by Report Section

#### **Audience Profile**

• Webinars: Average Registrants, Average Attendees

#### Webinars

• Webinars Overview: All data