

PLANT ENGINEERING

Established 1947
Issues Per Year: 10
Issues This Report: 10

CFE Media
CONTENT FOR ENGINEERS

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PUBLICATION DESCRIPTION

PLANT ENGINEERING reaches plant engineers, managers, and maintenance professionals who have direct influence on plant performance and productivity. Plant Engineering delivers plant-floor knowledge and expertise to help manufacturers operate smarter, safer, and more efficiently. Plant Engineering reaches its audience through its magazine, eNewsletters, the www.plantengineering.com website and other online events.

FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION

PLANT ENGINEERING serves plant and facility engineering, operations and maintenance professionals in manufacturing and non-manufacturing industries.

Qualified recipients are individuals with general management, engineering, maintenance & supervisory, purchasing or other related titles. All qualified magazine recipients must buy, specify, recommend or approve plant maintenance products or systems as described herein.



AUDIENCE REACH: JANUARY 1, 2016 – DECEMBER 31, 2016



Magazine	E-Newsletter	Website	Webcasts	E-Guides/Reports	Social Media
<p>10 Issues per year</p> <p>Average Total Monthly Qualified Unduplicated Magazine Distribution: 65,149</p> <p>Qualified Print: 44,885 Qualified Digital: 23,522</p>	<p>10 Newsletters</p> <p>Average Recipients: 238,827</p> <p>Education and Training: 18,993 Energy Management: 26,468 Maintenance Connection: 16,540 IIoT Report: 49,184 PlantMail: 22,196 Predictive and Preventative Maintenance: 22,555 Product Focus: 19,383 Product & Media Showcase: 19,780 Safety & Security: 25,103 Whitepaper Connection: 18,625</p>	<p>www.plantengineering.com</p> <p>Total Users: 753,816 Total Pageviews: 1,360,375</p> <p>Average Monthly Users: 62,818 Average Monthly Pageviews: 113,364</p>	<p>17 Webcasts</p> <p>Total Annual Combined Webcast Registrants: 5,847</p> <p>Average Webcast Registrants: 344</p>	<p>Average E-Guides & Digital Reports: 200</p> <p>Total E-Guides downloaded: 131</p> <p>Average Downloaded: 11</p> <p>Total Digital Reports downloaded: 2,077</p> <p>Average Digital Report downloaded: 189</p>	<p>Total Facebook Lifetime Likes: 2,516</p> <p>Total LinkedIn Group Membership: 5,860</p> <p>Total Twitter Followers: 2,783</p>

Average audience reach calculated by combining average total monthly qualified unduplicated magazine distribution, total average newsletter recipients, total average monthly users, average webcast registrants, average monthly e-Guide downloads, total Facebook lifetime likes, total LinkedIn Group Membership, and total Twitter followers. Average total qualified unduplicated calculated by dividing the total qualified print, digital, and print and digital distribution for the period Jan. 1, 2016 – Dec. 31, 2016 by 10 months. Average monthly e-Newsletter recipients calculated by combining the averages of 10 newsletters for the period Jan. 1, 2016 – Dec. 31, 2016 (includes duplicate recipients). Average monthly users calculated by dividing the total users for the period Jan. 1, 2016 – Dec. 31, 2016 by 12. Average monthly pageviews calculated by dividing the total pageviews for the period Jan. 1, 2016 – Dec. 31, 2016 by 12. Average monthly webcast registrants calculated by dividing total combined webcast registrants for the period Jan. 1, 2015 – Dec. 31, 2015 by number of webcasts during the audit period. Average monthly E-Guide downloads calculated by dividing total E-Guides for the period Jan. 1, 2016 – Dec. 31, 2016 by the number of months the E-Guides are available for download. Average monthly Digital Report downloads calculated by dividing total Digital Report for the period Jan. 1, 2016 – Dec. 31, 2016 by the number of months the Digital Reports are available for download. Facebook Lifetime Likes as of Dec. 31, 2016. Total LinkedIn Group Membership as of Dec. 31, 2016. Twitter followers as of Dec. 31, 2016. Please see the following pages for Annual Audit Report: Recipient Classification, Subscription Source, Recency of Renewal, Purchasing Influence Classification, Business/Industry and Job Title Classification, Cross-Channel Analysis Report, Geographical Distribution, Qualified Circulation by Issue. Digital Activity Report; E-Guide Downloads, Digital Report Downloads, Web Activity, Newsletter Activity, Social Media Activity, Webcast Registrants, Explanation, Audit of Internal Records and Affidavit.

RECIPIENT CLASSIFICATION

RECIPIENT	Print	Digital	Total Qualified Unduplicated*	Percent
Individual by Name and Title and/or Company	45,463	22,264	65,279	100.0%
Individual by Name Only	-	-	-	-
Title Only	-	-	-	-
Company Name Only	-	-	-	-
TOTAL QUALIFIED CIRCULATION	45,463	22,264	65,279	100.0%

Analysis based up on the November 2016 issue.

*Combined print and digital will not equal total qualified unduplicated.

SUBSCRIPTION SOURCE AND REGENCY OF RENEWAL

RECIPIENT	Print	Digital	Renewed, Requested, or Updated Within			Total Qualified Unduplicated*	Percent
			1 Year	2 Years	3 Years		
Direct Request from the Recipient	45,463	22,264	35,318	17,455	12,506	65,279	100.0%
Request from Recipient's Company	-	-	-	-	-	-	-
Association/Group/Directory Lists*	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	45,463	22,264	35,318	17,455	12,506	65,279	100.0%

Analysis based upon the November 2016 issue.

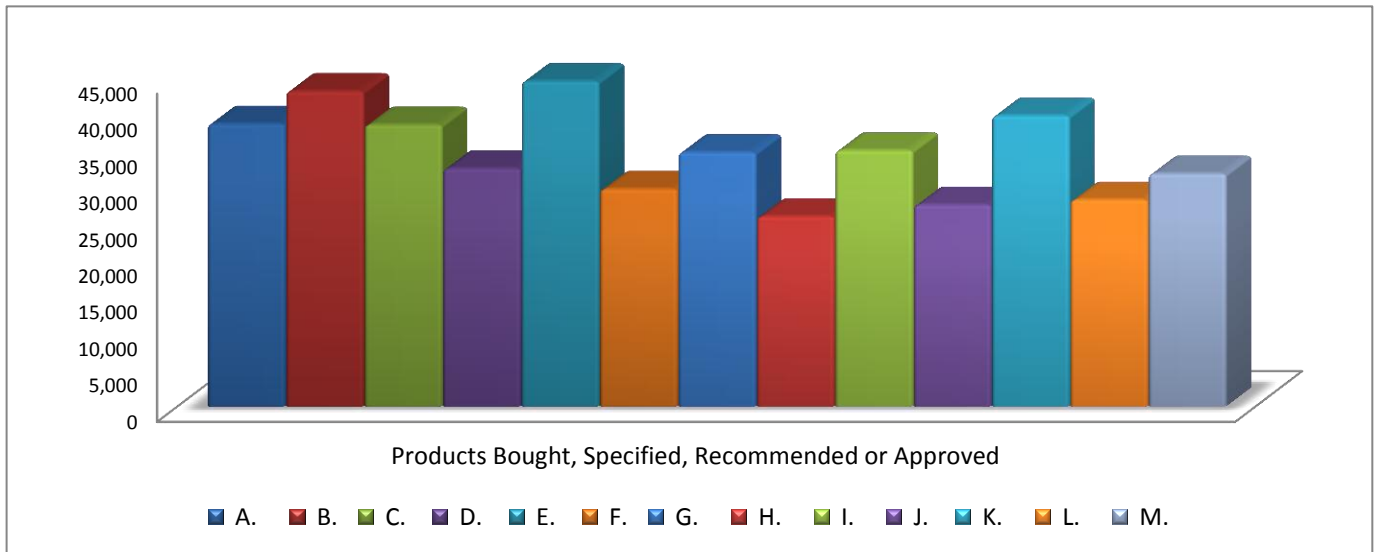
*Combined print and digital will not equal total qualified unduplicated.

SUPPLEMENTAL ANALYSIS: PURCHASING INFLUENCE CLASSIFICATION

Products Bought, Specified, Recommended or Approved	Total
A. Electrical Distribution, Generation, Lighting	38,762
B. Motors, Drives & Motor Controls, Power Transmission	43,249
C. Pumps & Compressors	38,648
D. Fluid Handling, Piping, Valves & Fittings	32,649
E. Maintenance Equipment & Building Materials	44,611
F. Lubricants or Lubrication Equipment and Systems	29,825
G. Material Handling Equipment & Systems	34,863
H. CMMS, EAM, ERP, MES Software	26,075
I. Industrial Control Equipment or Systems (incl. process control)	35,138
J. PCs, IPCs, Mobile Devices, Embedded Components or Other Computer Equipment	27,662
K. Analytical Instruments, Test or Calibration Equipment	39,880
L. Heating, Ventilating, Air Conditioning and Refrigeration Systems & Components	28,354
M. Safety & Fire Protection Equipment	31,937

Source – Plant Engineering

This is a supplementary analysis of the November 2016 issue. This is analysis of 65,279 total qualified subscribers who responded to the question: "Which of the following products do you buy, specify, recommend or approve?" on the publisher's qualification form. Since any one respondent may have checked more than one response, the totals for each of these responses should not be added together and may exceed the total circulation. This data is presented for statistical and marketing purposes only.



BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

Business/Industry	Print Digital		Total Print & Digital Unduplicated* Percent		Classification by Title			Classification by Number of Employees at Location						
					General Management	Engineering, Maintenance and Supervisory	Purchasing, Purchasing Management, Other title	100 or More Employees			100 or More Employees			
								Under 100	100 or More	Not Classified	100-249	250-499	500-999	1,000 or More
Food, Beverage or Tobacco	5,653	1,995	7,399	11.3%	2,851	4,192	356	3,169	4,225	5	1,487	1,175	796	767
Textiles, Apparel, or Leather	723	296	988	1.5%	305	638	45	372	615	1	264	138	97	116
Wood, Paper or Printing & Related Products	3,723	992	4,580	7.0%	1,581	2,752	247	2,022	2,552	6	960	698	519	375
Oil, Gas or Petroleum Refining incl. Coal Products Manufacturing	2,064	1,803	3,739	5.7%	752	2,891	96	1,351	2,384	4	563	501	436	884
Chemicals or Pharmaceuticals	3,752	2,087	5,605	8.6%	1,326	4,101	178	1,912	3,689	4	1,151	888	714	936
Plastics or Rubber	1,988	868	2,752	4.2%	722	1,911	119	1,143	1,608	1	670	428	255	255
Primary Metals or Nonmetallic Mineral Product Manufacturing (stone, glass, clay)	2,212	882	3,015	4.6%	945	1,949	121	1,260	1,754	1	628	411	328	387
Fabricated Metals	2,816	1,043	3,751	5.7%	1,425	2,130	196	2,074	1,672	5	777	460	231	204
Industrial/Commercial/Agricultural Machinery	3,585	1,641	5,062	7.8%	1,753	3,089	220	2,957	2,096	9	820	500	333	443
Instrumentation, Control Systems & Medical Equipment	1,530	1,222	2,630	4.0%	806	1,745	79	1,482	1,147	1	357	267	201	322
Computers or Electronic Products incl. Consumer Electronics and Software	1,483	965	2,368	3.6%	807	1,482	79	1,289	1,079		297	201	165	416
Electrical Equipment or Appliances	1,606	867	2,386	3.7%	747	1,529	110	1,193	1,192	1	404	308	212	268
Aircraft/Aerospace/Defense or Related Manufacturing	1,311	658	1,895	2.9%	404	1,435	56	567	1,325	3	284	247	201	593
Transportation, incl. Automotive or Related Manufacturing	2,044	1,139	3,068	4.7%	714	2,240	114	909	2,155	4	469	472	402	812
Miscellaneous Manufacturing not included elsewhere	3,387	1,352	4,588	7.0%	1,381	3,020	187	2,399	2,186	3	886	528	371	401
Utilities including Electric, Gas, Water & Waste	2,097	1,206	3,142	4.8%	706	2,331	105	1,593	1,547	2	547	317	280	403
Plant/Facilities Engineering or Maintenance Services	2,448	1,802	3,998	6.1%	1,248	2,656	94	2,508	1,489	1	491	323	239	436
Hospitals and Health Care Facilities	752	318	1,022	1.6%	247	739	36	310	711	1	176	130	113	292
Distribution Centers, Warehousing	686	271	929	1.4%	461	386	82	555	374		143	95	70	66
Government or Military	1,603	857	2,362	3.6%	526	1,745	91	861	1,499	2	370	277	258	594
Total Qualified Circulation	45,463	22,264	65,279	100.0%	19,707	42,961	2,611	29,926	35,299	54	11,744	8,364	6,221	8,970

Source: Business Description – Plant Engineering

* Combined print and digital will not equal total qualified unduplicated.

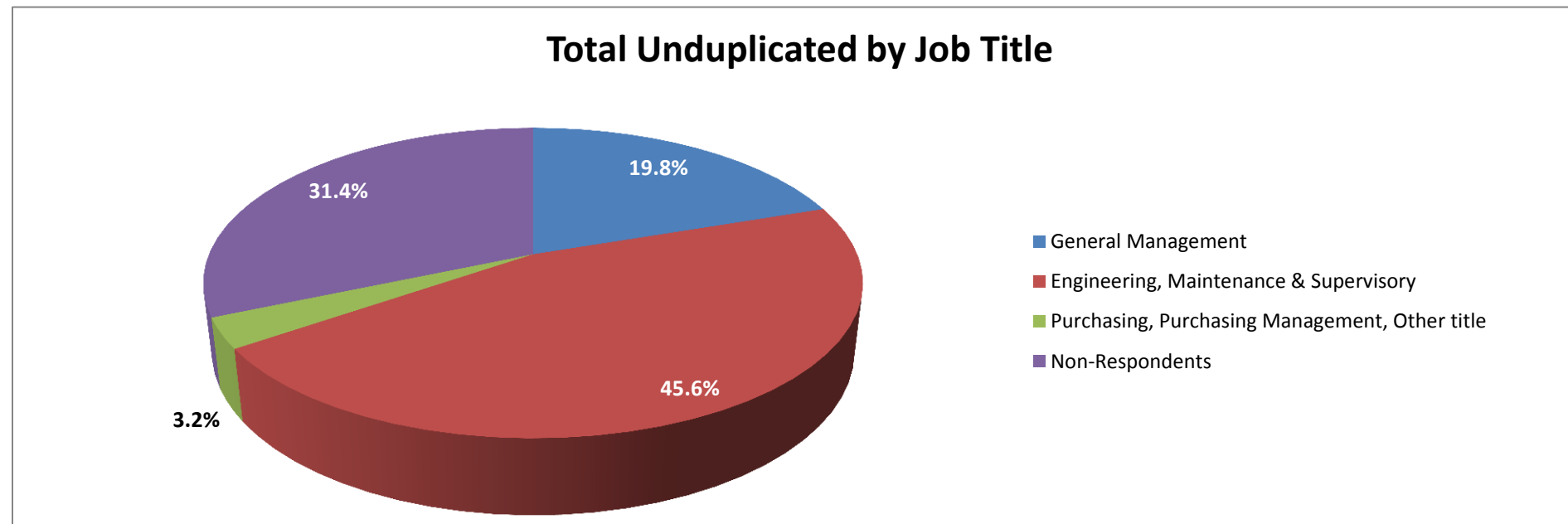
Analysis based on upon the November 2016 issue. General Management includes Presidents, Vice Presidents, Secretaries, Treasurers, General Managers, Owners, Partners and Other General Management titles. Engineering, Maintenance and Supervisory includes Engineers, Managers, Superintendents, Foremen and Other Plant Engineering/Maintenance titles.

CROSS CHANNEL ANALYSIS OF PLANT ENGINEERING PRODUCTS

Job Title	Total Unduplicated Reach	Total Duplicated Reach	Plant Engineering Magazine	PlantMail eNewsletter	Predictive and Preventative Maintenance eNewsletter	Maintenance Connection eNewsletter	Energy Management eNewsletter	Safety & Security eNewsletter	Whitepaper Connection eNewsletter	Product & Media Showcase eNewsletter	Product Focus eNewsletter	Education and Training eNewsletter	IIoT Report eNewsletter
General Management	25,669	75,718	19,702	6,628	6,464	5,311	6,323	4,976	2,656	3,112	3,268	10,361	6,917
Engineering, Maintenance & Supervisory	59,029	165,625	42,947	14,260	16,567	12,510	14,527	13,834	8,126	8,246	9,288	5,688	19,632
Purchasing, Purchasing Management, Other title	4,091	10,718	2,610	1,257	852	1,022	1,155	1,040	456	553	568	318	887
Non-Respondents	40,669	67,040	0	6,520	14	3,421	9,820	62	6,947	7,279	5,931	3,423	23,623
TOTAL AUDIENCE	129,458	319,101	65,259	28,665	23,897	22,264	31,825	19,912	18,185	19,190	19,055	19,790	51,059

This is a Cross-Channel Analysis of the combination of 11 separate data sets exported from the of the Plant Engineering brand OneCount database as of December 15, 2016. The audience databases analyzed within this report consists of individuals who receive content associated with the Plant Engineering brand in one or more of 11 information products, including the magazine and e-newsletters. Recipients of each product were asked the question "Which of the following best described your job title?" during the subscription process for the magazine and/or newsletter. Since any one individual may receive more than one product, the sum is the Total Duplicated Reach. The Total Unduplicated Reach is the number of unique recipients of Plant Engineering products tracked in the OneCount Database. Aging of product request or delivery was not performed during this analysis.

The method used for identifying duplicate records was by selecting a match rule comprised of a set of match criteria, wherein the match rule is selected based on a category associated with the record, and wherein the set of match criteria identifies one or more attributes of the record and one or more match operators for matching the record and determining, based on the match rule, whether the record matches any other records. Name, address, email and OCID were the four match criteria used to determine potential duplicate records in the 11 databases that were merged.

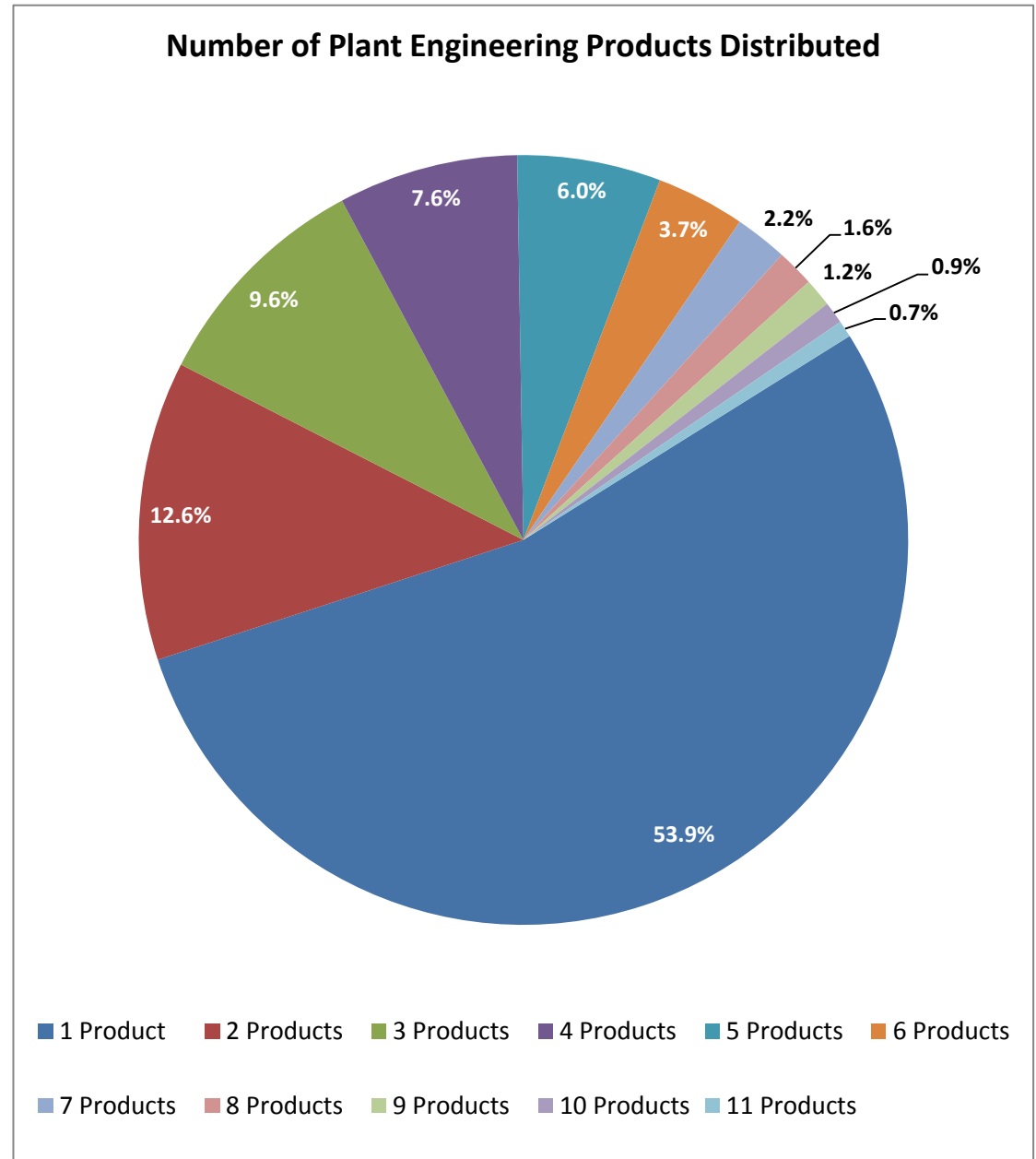


**CROSS CHANNEL ANALYSIS:
NUMBER OF PRODUCTS**

Number of Products Distributed	Total Individuals
1 Product	69,714
2 Products	16,271
3 Products	12,492
4 Products	9,793
5 Products	7,807
6 Products	4,831
7 Products	2,867
8 Products	2,045
9 Products	1,539
10 Products	1,192
11 Products	907
TOTAL UNDUPLICATED REACH	129,458

This is a Cross-Channel Analysis of the combination of 11 separate data sets exported from the Plant Engineering brand OneCount database as of December 15, 2016. This analysis consists of both requested and non-requested products. Products distributed include but are not exclusive to Plant Engineering Magazine, Plant Mail eNewsletter, Predictive and Preventative Maintenance eNewsletter, Product Focus eNewsletter, Maintenance Connection eNewsletter, Energy Management eNewsletter, Safety & Security eNewsletter, Whitepaper Connection eNewsletter, Education and Training eNewsletter, IIoT Report eNewsletter, and Product & Media Showcase eNewsletter.

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U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Print	Digital	Total Qualified Unduplicated*	Percent	REGION	Print	Digital	Total Qualified Unduplicated*	Percent
Maine	215	54	265	0.4%	Kentucky	758	286	995	1.5%
New Hampshire	226	86	305	0.5%	Tennessee	1,065	391	1,402	2.1%
Vermont	106	40	139	0.2%	Alabama	646	242	854	1.3%
Massachusetts	1,014	428	1,380	2.1%	Mississippi	308	102	396	0.6%
Rhode Island	123	45	160	0.2%	E. S. Central	2,777	1,021	3,647	5.6%
Connecticut	645	214	824	1.3%	Arkansas	428	142	550	0.8%
New England	2,329	867	3,073	4.7%	Louisiana	599	239	789	1.2%
New York	2,220	815	2,921	4.5%	Oklahoma	479	177	628	1.0%
New Jersey	1,283	529	1,739	2.7%	Texas	3,306	1,515	4,610	7.1%
Pennsylvania	2,555	936	3,346	5.1%	W. S. Central	4,812	2,073	6,577	10.1%
Mid Atlantic	6,058	2,280	8,006	12.3%	Montana	127	46	168	0.3%
Delaware	141	42	176	0.3%	Idaho	260	81	332	0.5%
Maryland	647	247	860	1.3%	Wyoming	111	34	138	0.2%
D.C.	77	45	114	0.2%	Colorado	601	241	801	1.2%
Virginia	984	388	1,320	2.0%	New Mexico	186	82	252	0.4%
West Virginia	283	92	359	0.5%	Arizona	506	254	740	1.1%
North Carolina	1,490	555	1,955	3.0%	Utah	338	180	501	0.8%
South Carolina	843	324	1,112	1.7%	Nevada	194	81	268	0.4%
Georgia	1,271	484	1,683	2.6%	Mountain	2,323	999	3,200	4.9%
Florida	1,542	615	2,063	3.2%	Alaska	30	20	48	0.1%
S. Atlantic	7,278	2,792	9,642	14.8%	Washington	775	328	1,051	1.6%
Ohio	2,776	1,012	3,648	5.6%	Oregon	502	200	672	1.0%
Indiana	1,465	521	1,920	2.9%	California	3,328	1,500	4,615	7.1%
Illinois	2,679	951	3,511	5.4%	Hawaii	38	16	51	0.1%
Michigan	1,932	731	2,556	3.9%	Pacific	4,673	2,064	6,437	9.9%
Wisconsin	1,874	592	2,401	3.7%	U.S. Territories	113	114	216	0.3%
E. N. Central	10,726	3,807	14,036	21.5%	U.S. Total	45,463	17,518	60,533	92.7%
Minnesota	1,205	423	1,578	2.4%	Canada	-	741	741	1.1%
Iowa	740	250	966	1.5%	Foreign	-	4,005	4,005	6.1%
Missouri	1,014	378	1,341	2.1%	Foreign Total	-	4,746	4,746	7.3%
North Dakota	163	51	211	0.3%					
South Dakota	183	51	228	0.3%					
Nebraska	484	141	605	0.9%					
Kansas	585	207	770	1.2%					
W. N. Central	4,374	1,501	5,699	8.7%	Total Qualified	45,463	22,264	65,279	100.0%

Analysis based upon the November 2016 issue.

*Combined print and digital will not equal total qualified unduplicated.

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Print Only	Print & Digital Unduplicated	Digital Only	Total Qualified Unduplicated
January/February 201	41,281	3,225	20,476	64,982
March 2016	41,877	3,238	20,044	65,159
April 2016	41,918	3,289	19,915	65,122
May 2016	41,989	3,291	19,781	65,061
June 2016	41,886	3,342	19,891	65,119
July/August 2016	40,402	4,849	20,288	65,539
September 2016	40,484	3,150	21,496	65,130
October 2016	40,552	3,194	21,297	65,043
November 2016	43,015	2,448	19,816	65,279
December 2016	42,865	2,549	19,639	65,053
5 Month Average	41,790	3,277	20,021	65,089
10 Month Average	41,627	3,258	20,264	65,149

AVERAGE E-NEWSLETTER DELIVERY: JANUARY 1, 2016 – DECEMBER 31, 2016

E-NEWSLETTER	Issues Per Year	Issues This Report	Average Sent	Average Net Delivery
Education and Training	3	3	20,374	18,993
Energy Management	12	10	26,938	26,468
Maintenance Connection	24	22	16,739	16,540
IIoT Report	8	8	50,379	49,184
PlantMail	52	53	22,241	22,196
Predictive and Preventative Maintenance	6	8	23,295	22,555
Product Focus	4	4	19,551	19,383
Product & Media Showcase	12	14	19,951	19,780
Safety & Security	12	7	25,882	25,103
Whitepaper Connection	4	5	18,779	18,625

E-NEWSLETTER DELIVERY BY ISSUE

EDUCATION AND TRAINING: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivered
04/21/16	20,668	19,113
07/27/16	20,305	18,998
10/20/16	20,149	18,863
AVERAGE	20,374	18,993

Information obtained by a review of publisher’s phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Average – Calculated by dividing total net delivered by number of newsletters delivered.

E-NEWSLETTER DELIVERY BY ISSUE

ENERGY MANAGEMENT: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivered
02/03/16	28,269	26,890
03/02/16	27,473	26,781
04/06/16	27,226	26,867
05/04/16	27,025	26,590
06/01/16	26,879	26,533
07/06/16	26,762	26,428
08/03/16	26,634	26,343
09/07/16	26,545	26,237
10/05/16	26,440	26,167
11/02/16	26,124	25,846
AVERAGE	26,938	26,468

Information obtained by a review of publisher’s phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Average – Calculated by dividing total net delivered by number of newsletters delivered.

E-NEWSLETTER DELIVERY BY ISSUE

MAINTENANCE CONNECTION: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivery	ISSUE DATE	Sent	Net Delivery
01/14/16	17,645	17,491	07/14/16	16,604	16,488
01/28/16	17,617	16,897	July Average	16,604	16,488
January Average	17,631	17,194	08/11/16	16,559	16,441
02/11/16	17,563	16,816	08/25/16	16,538	16,430
02/25/16	17,082	16,768	August Average	16,549	16,436
February Average	17,323	16,792	09/08/16	16,497	16,391
03/10/16	17,001	16,780	09/22/16	16,484	16,379
03/24/16	16,956	16,743	September Average	16,491	16,385
March Average	16,979	16,762	10/13/16	16,480	16,344
04/14/16	16,896	16,687	10/27/16	16,408	16,294
04/28/16	16,785	16,621	October Average	16,444	16,319
April Average	16,841	16,654	11/10/16	16,342	16,230
05/12/16	16,741	16,436	11/23/16	16,313	16,228
05/26/16	16,705	16,566	November Average	16,328	16,229
May Average	16,723	16,501	12/08/16	16,292	16,190
06/09/16	16,679	16,550	December Average	16,292	16,190
06/23/16	16,648	16,507	AVERAGE	16,739	16,540
June Average	16,664	16,529			

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Monthly Average – Calculated by dividing total net delivered by number of newsletters delivered. Average calculated by combining monthly averages and dividing by 12.

E-NEWSLETTER DELIVERY BY ISSUE

IIOT REPORT: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivered
02/05/16	52,554	48,947
04/07/16	50,066	49,194
06/02/16	49,293	48,242
08/04/16	49,292	48,301
09/12/16	48,961	48,109
10/06/16	50,649	49,798
11/14/16	51,348	50,525
12/01/16	50,869	50,358
AVERAGE	50,379	49,184

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Average – Calculated by dividing total net delivered by number of newsletters delivered.

E-NEWSLETTER DELIVERY BY ISSUE

PLANTMAIL: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivery	ISSUE DATE	Sent	Net Delivery
01/12/16	23,179	23,005	07/05/16	21,725	21,596
01/19/16	23,159	22,987	07/12/16	21,879	21,726
01/26/16	23,129	22,204	07/26/16	21,844	21,695
January Average	23,156	22,732	July Average	21,816	21,672
02/02/16	23,090	22,043	08/02/16	21,829	21,702
02/09/16	23,017	22,062	08/09/16	21,796	21,659
02/16/16	22,559	22,029	08/16/16	21,791	21,666
02/23/16	22,260	22,001	08/23/16	21,761	21,615
February Average	22,732	22,034	08/30/16	21,723	21,618
03/01/16	22,174	21,982	August Average	21,780	21,652
03/08/16	22,178	21,991	09/06/16	21,716	21,596
03/22/16	22,145	21,950	09/13/16	21,674	21,568
March Average	22,166	21,974	09/20/16	23,100	22,868
04/05/16	22,094	21,937	09/27/16	23,069	22,850
04/12/16	22,053	21,814	September Average	22,390	22,221
04/19/16	22,024	21,817	10/04/16	23,001	22,942
04/27/16	21,966	21,755	10/11/16	23,022	22,822
April Average	22,034	21,831	10/18/16	23,002	22,790
05/03/16	21,926	21,745	10/25/16	22,961	22,778
05/17/16	21,868	21,733	October Average	22,997	22,833
05/24/16	21,848	21,699	11/01/16	22,889	22,732
05/31/16	21,822	21,679	11/08/16	23,347	23,147
May Average	21,866	21,714	11/22/16	23,251	23,115
06/07/16	21,795	21,659	November Average	23,162	22,998
06/14/16	21,784	21,661	12/06/16	23,183	23,071
06/21/16	21,766	21,623	12/27/16	23,180	23,039
06/28/16	21,744	21,601	December Average	23,182	23,055
June Average	21,772	21,636	AVERAGE	22,241	22,196

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Monthly Average – Calculated by dividing total net delivered by number of newsletters delivered. Average calculated by combining monthly averages and dividing by 12.

E-NEWSLETTER DELIVERY BY ISSUE

PREDICTIVE AND PREVENTATIVE MAINTENANCE: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivered
01/21/16	23,956	22,667
02/17/16	23,267	21,653
05/19/16	22,763	22,123
06/08/16	22,493	22,029
07/21/16	22,612	22,127
09/15/16	23,596	23,042
10/19/16	23,730	23,277
11/17/16	23,944	23,520
AVERAGE	23,295	22,555

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Average – Calculated by dividing total net delivered by number of newsletters delivered.

E-NEWSLETTER DELIVERY BY ISSUE

PRODUCT FOCUS: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivered
03/30/16	19,714	19,468
05/13/16	19,601	19,429
06/29/16	19,529	19,395
10/26/16	19,360	19,240
AVERAGE	19,551	19,383

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Average – Calculated by dividing total net delivered by number of newsletters delivered.

E-NEWSLETTER DELIVERY BY ISSUE

PRODUCT & MEDIA SHOWCASE: JANUARY 1, 2016 – DECEMBER 31, 2016

ISSUE DATE	Sent	Net Delivery
01/13/16	21,035	20,885
02/17/16	20,556	20,085
03/09/16	20,301	20,058
04/13/16	20,095	19,905
05/11/16	19,990	19,790
05/25/16	19,932	19,804
May Average	19,961	19,797
06/15/16	19,882	19,779
07/13/16	19,815	19,673
08/17/16	19,731	19,586
08/29/16	19,690	19,548
August Average	19,711	19,567
09/14/16	19,622	19,501
10/12/16	19,602	19,488
11/09/16	19,451	19,358
12/29/16	19,387	19,266
AVERAGE	19,951	19,780

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Monthly Average – Calculated by dividing total net delivered by number of newsletters delivered. Average calculated by combining monthly averages and dividing by 12.

E-NEWSLETTER DELIVERY BY ISSUE**SAFETY & SECURITY: JANUARY 1, 2016 – DECEMBER 31, 2016**

ISSUE DATE	Sent	Net Delivered
03/16/16	30,252	28,544
05/18/16	29,749	28,836
07/20/16	29,608	28,787
09/21/16	30,040	29,169
10/17/16	20,189	19,762
11/16/16	20,681	20,298
12/15/16	20,653	20,322
AVERAGE	25,882	25,103

Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Monthly Average – Calculated by dividing total net delivered by number of newsletters delivered. Average calculated by combining monthly averages and dividing by 7.

E-NEWSLETTER DELIVERY BY ISSUE**WHITEPAPER CONNECTION: JANUARY 1, 2016 – DECEMBER 31, 2016**

ISSUE DATE	Sent	Net Delivered
03/23/16	19,145	18,891
05/05/16	18,948	18,807
09/12/16	18,714	18,587
09/29/16	18,685	18,583
11/03/16	18,404	18,259
AVERAGE	18,779	18,625

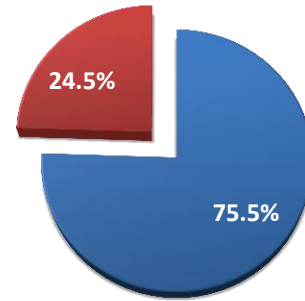
Information obtained by a review of publisher's phpList reports for the period January 1, 2016 – December 31, 2016. Definitions: Average Net Delivery – Calculated by subtracting undelivered messages from sent messages. Average – Calculated by dividing total net delivered by number of newsletters delivered.

WEB VISITOR ACTIVITY – www.plantengineering.com

VISITOR ACTIVITY 2016	
Sessions	990,333
Users	753,816
Page views	1,360,375
Average Pages per Session	1.37
Average Session Duration	00:01:02
Bounce Rate	84.4%

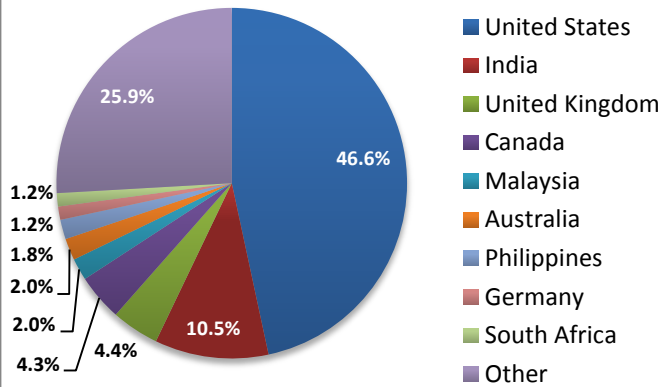
Information for web visitor activity was obtained by a review of publisher's Google Analytics for the period January 1, 2016 – December 31, 2016. The review was done independently. In Verified's opinion, the web visitor activity is fairly stated in this report.

Types of Visitors

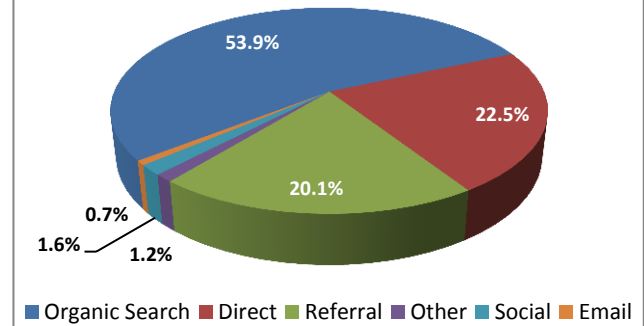


- New Visitor (747,486 visits)
- Returning Visitor (242,847 visits)

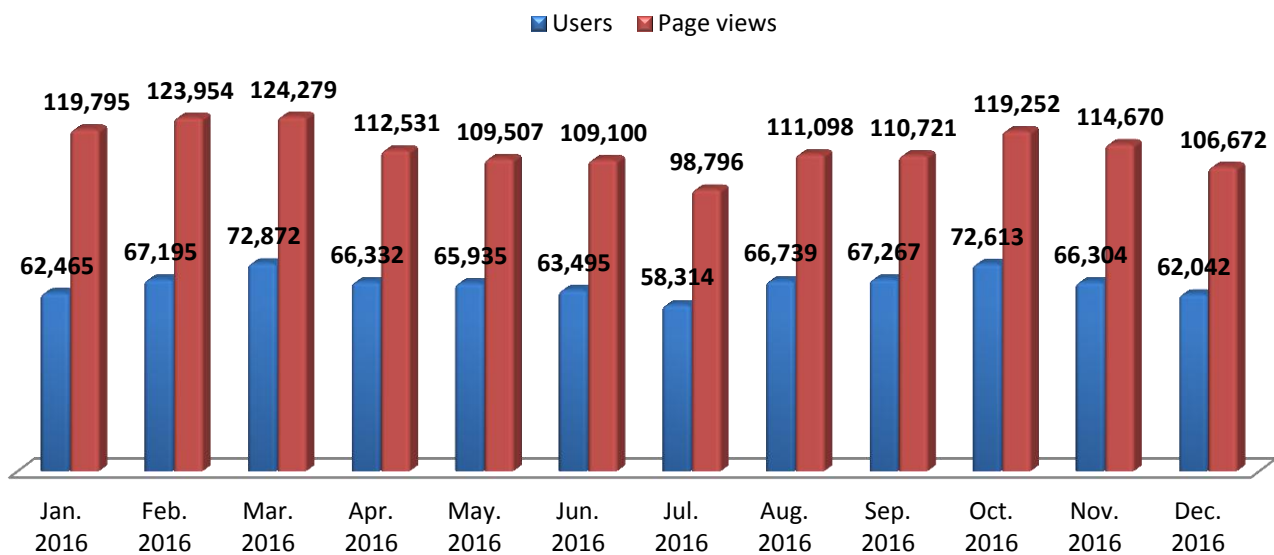
Visitor Geographic Location



Traffic Source



Plant Engineering Monthly Web Traffic



WEBCASTS: JANUARY 1, 2016 – DECEMBER 31, 2016

Date	Webcast	Total Registrants
02/25/16	Working as a Team: How operations and maintenance interact for higher reliability	242
03/16/16	How to Cut AEC Costs Down in a Demanding Market with High Definition Laser Scanning (HDLS)	74
03/31/16	Industrial Internet of Things Webcast Series 2016, Part One: Effective Change Management	718
04/21/16	Arc Flash University: A Checkup on Your Electrical Safety Program	482
05/19/16	Energy Management Strategies for Manufacturing	341
06/02/16	Industrial Internet of Things Webcast Series 2016, Part Two: Information Management for IIoT	365
07/14/16	The Link Between Maintenance and Electrical Safety	284
07/26/16	Keep Your Cool While Keeping Your Facilities Cool	294
09/21/16	2017 NEC® and Machinery: How SCCR Code Changes Will Impact Procurement, Installation and Safety	693
09/29/16	Standards for Robotics Safety	359
10/06/16	Increase Reliability and Decrease Cost with the New Generation of Medium Voltage Switchgear	376
10/20/16	Industrial Internet of Things Webcast Series 2016, Part Three: Security for IIoT	397
11/10/16	Demystifying Lubrication in Bearing Applications	261
11/09/16	IIoT and the Digital Oilfield: Making data actionable	223
11/17/16	Why Do You Need an Incident Energy/Arc Flash Hazard Analysis?	245
12/07/16	Cloud ERP Streamlines Operations in an Era of IIoT Data	95
12/15/16	Industrial Internet of Things Webcast Series 2016, Part Four: Smart manufacturing, IIoT, Industry 4.0 case studies	398
Total		5,847
Average Registrants		344

Information obtained by a review of publisher's TalkPoint vendor reports for the period January 1, 2016 – December 31, 2016. Total may contain duplicate registrants. Average calculated by dividing total registrants for the period of January 1, 2016 – December 31, 2016 by the number of webcasts during the audit period.

E-GUIDES: JANUARY 1, 2016 – DECEMBER 31, 2016

Date	E-Guide	Total Downloads
01/11/16	Energy Efficiency: Your Hidden Advantage	52
02/11/16	How Equipment Reliability Delivers Profits	79
Total		131
Monthly Download Average		11

Information obtained by a review of publisher’s download data for the period January 1, 2016 – December 31, 2016.

Definitions: E-Guides are electronic documents containing premium editorial content focused on a particular subject. E-guides are obtained by registering for a direct download from the Plant Engineering website. Average calculated by dividing total downloads for the period of January 1, 2016 – December 31, 2016 by the number of months that the E-Guides are available for download (11).

DIGITAL REPORT: JANUARY 1, 2016 – DECEMBER 31, 2016

Date	E-Guide	Total Downloads
02/09/16	Compressed Air Strategies Digital Report	464
03/14/16	IIoT Digital Report	1,202
05/13/16	Maintenance Strategies Digital Report	411
Total		2,077
Monthly Download Average		189

Information obtained by a review of publisher’s download data for the period January 1, 2016 – December 31, 2016.

Definitions: E-Guides are electronic documents containing premium editorial content focused on a particular subject. Digital Reports are obtained by registering for a direct download from the Plant Engineering website. Average calculated by dividing total downloads for the period of January 1, 2016 – December 31, 2016 by the number of months that the Digital Reports are available for download (12).



FACEBOOK ACTIVITY – PLANT ENGINEERING

VISITOR ACTIVITY	
Total Lifetime Likes	2,516

Information for Facebook activity was obtained by a review of publisher’s Facebook likes on December 31, 2016. The review was done independently. In Verified’s opinion, the Facebook activity is fairly stated in this report.

Definitions:

Lifetime Likes –The total number of Likes a Facebook Page received, as of the end of a specified date range.



TWITTER ACTIVITY – PLANT ENGINEERING

VISITOR ACTIVITY	
Tweets	2,557
Followers	2,783

Information for Twitter activity was obtained by a review of publisher’s Twitter page on December 31, 2016. The review was done independently. In Verified’s opinion, the Twitter activity is fairly stated in this report.



LINKEDIN GROUP MEMBERSHIP PLANT ENGINEERING PROFESSIONALS

ACTIVITY	
Members	5,860

Information obtained by a review of publisher’s LinkedIn group account on December 31, 2016. The review was done independently. In Verified’s opinion, the Twitter activity is fairly stated in this report.

Definitions: Group Member – Group membership is open to LinkedIn members who request membership from the Automation & Control Engineering group manager.

EXPLANATION

Publisher is not required to submit data for all paragraphs/tables.

Qualified recipients of the digital edition are notified via email when the digital version is available. Digital Qualified Individual Subscriptions have opted-in to receive the digital edition.

Digital Activity Report features data that has not been audited.

Audit of Records and Affidavit

Verified has conducted an audit of printing, distribution, and financial records, as well other data to substantiate circulation data submitted to Verified. This audit followed guidelines prepared in conformity with generally accepted circulation auditing procedures involving records covering all distribution methods utilized for qualified circulation during the period(s) covered by the reports. The results of this audit warrant the issuance of this audit report as a true and accurate statement of the qualified circulation of the client publication.

Verified Audit Circulation swears that to the best of its knowledge, all statements contained in this report are true and accurate.