

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment which must be made by the user of the report.

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Scan for Publisher's contact information

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

### BRAND REPORT PURPOSE

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

## CHANNELS

### OCCUPATIONAL HEALTH & SAFETY MAGAZINE



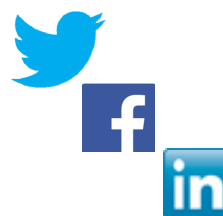
6 issues in the period  
82,824 average circulation

### OCCUPATIONAL HEALTH & SAFETY WEBSITE



173,070 average users

### 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)	82,640	184	82,824
a. Print	41,151	183	41,334
b. Digital	41,489	1	41,490
1. Requested	29,806	1	29,807
2. Non-Requested	11,683	-	11,683
<b>OCCUPATIONAL HEALTH &amp; SAFETY WEBSITE</b> (Monthly Users with 408,630 average Pageviews)	173,070	-	173,070
<b>OCCUPATIONAL HEALTH &amp; SAFETY SOCIAL MEDIA</b>			
a. Twitter followers	*26,454	-	*26,454
b. Facebook likes	*5,495	-	*5,495
b. LinkedIn group members	*4,063	-	*4,063

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

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018**

Qualification Source	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	<b>33,916</b>	<b>23,155</b>	-	<b>31,654</b>	<b>25,417</b>	<b>57,071</b>	<b>70.4</b>
II. Request from recipient's company:	<b>267</b>	<b>323</b>	-	<b>557</b>	<b>33</b>	<b>590</b>	<b>0.7</b>
III. Membership Benefit:	-	-	-	-	-	-	-
IV. *Communication from recipient or recipient's company (other than request):	<b>4</b>	<b>4,169</b>	-	<b>3</b>	<b>4,170</b>	<b>4,173</b>	<b>5.1</b>
V. <b>TOTAL – Sources other than above (listed alphabetically):</b>	<b>17,670</b>	<b>1,615</b>	-	<b>7,597</b>	<b>11,688</b>	<b>19,285</b>	<b>23.8</b>
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	17,670	1,615	-	7,597	11,688	19,285	23.8
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>51,857</b>	<b>29,262</b>	-	<b>39,811</b>	<b>41,308</b>	<b>81,119</b>	<b>100.0</b>
<b>PERCENT</b>	<b>63.9</b>	<b>36.1</b>	-	<b>49.1</b>	<b>50.9</b>	<b>100.0</b>	

\*See Additional Data

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018\***

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	214	185	399		Kentucky	679	629	1,308	
New Hampshire	210	198	408		Tennessee	896	895	1,791	
Vermont	99	71	170		Alabama	691	728	1,419	
Massachusetts	883	900	1,783		Mississippi	326	368	694	
Rhode Island	154	163	317		<b>EAST SO. CENTRAL</b>	<b>2,592</b>	<b>2,620</b>	<b>5,212</b>	<b>6.4</b>
Connecticut	535	570	1,105		Arkansas	390	302	692	
<b>NEW ENGLAND</b>	<b>2,095</b>	<b>2,087</b>	<b>4,182</b>	<b>5.2</b>	Louisiana	321	299	620	
New York	1,768	1,932	3,700		Oklahoma	525	447	972	
New Jersey	1,102	1,011	2,113		Texas	2,897	2,458	5,355	
Pennsylvania	2,270	1,950	4,220		<b>WEST SO. CENTRAL</b>	<b>4,133</b>	<b>3,506</b>	<b>7,639</b>	<b>9.4</b>
<b>MIDDLE ATLANTIC</b>	<b>5,140</b>	<b>4,893</b>	<b>10,033</b>	<b>12.4</b>	Montana	149	155	304	
Ohio	2,424	1,992	4,416		Idaho	202	222	424	
Indiana	1,259	1,090	2,349		Wyoming	83	106	189	
Illinois	2,169	1,983	4,152		Colorado	529	682	1,211	
Michigan	1,510	1,293	2,803		New Mexico	176	238	414	
Wisconsin	1,576	1,087	2,663		Arizona	448	536	984	
<b>EAST NO. CENTRAL</b>	<b>8,938</b>	<b>7,445</b>	<b>16,383</b>	<b>20.2</b>	Utah	347	285	632	
Minnesota	1,023	961	1,984		Nevada	184	238	422	
Iowa	639	578	1,217		<b>MOUNTAIN</b>	<b>2,118</b>	<b>2,462</b>	<b>4,580</b>	<b>5.7</b>
Missouri	955	768	1,723		Alaska	40	104	144	
North Dakota	229	206	435		Washington	575	552	1,127	
South Dakota	110	144	254		Oregon	468	361	829	
Nebraska	435	296	731		California	3,053	2,584	5,637	
Kansas	548	434	982		Hawaii	94	138	232	
<b>WEST NO. CENTRAL</b>	<b>3,939</b>	<b>3,387</b>	<b>7,326</b>	<b>9.0</b>	<b>PACIFIC</b>	<b>4,230</b>	<b>3,739</b>	<b>7,969</b>	<b>9.8</b>
Delaware	132	128	260		<b>UNITED STATES</b>	<b>39,707</b>	<b>40,842</b>	<b>80,549</b>	<b>99.3</b>
Maryland	654	1,612	2,266		U.S. Territories	64	122	186	
Washington, DC	235	1,742	1,977		Canada	12	48	60	
Virginia	860	1,885	2,745		Mexico	1	17	18	
West Virginia	220	217	437		Other International	25	265	290	
North Carolina	1,250	1,258	2,508		APO/FPO	2	13	15	
South Carolina	618	581	1,199		Email Only	-	1	1	
Georgia	1,082	1,217	2,299		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>39,811</b>	<b>41,308</b>	<b>81,119</b>	<b>100.0</b>
Florida	1,471	2,063	3,534						
<b>SOUTH ATLANTIC</b>	<b>6,522</b>	<b>10,703</b>	<b>17,225</b>	<b>21.2</b>					

\*See Additional Data

## WEBSITE CHANNEL

### WWW.OHSONLINE.COM

2018	Pageviews	Sessions	Users	Average Session Duration
January	369,472	167,004	140,403	1:59
February	361,647	163,677	139,153	1:57
March	424,540	194,238	166,094	1:51
April	467,846	244,974	218,721	1:23
May	439,872	233,316	205,292	1:23
June	388,406	192,917	168,757	1:32
<b>AVERAGE:</b>	<b>408,630</b>	<b>199,354</b>	<b>173,070</b>	<b>1:40</b>

January – June 2018 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

#### 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 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 Browser that accesses Internet content or advertising during a measurement period.

**Average Session Duration:** The time visitors remain on a site per session.

## 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>

2018	Twitter followers	Facebook likes	LinkedIn company
Beginning Balance	25,873	5,016	3,098
January	26,011	5,135	3,258
February	26,111	5,240	3,415
March	26,227	5,358	3,601
April	26,326	5,400	3,745
May	26,452	5,447	3,933
June	26,454	5,495	4,063

# ADDITIONAL DATA

## MAGAZINE: METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient 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.

## PARAGRAPH 3b:


Communication from recipient or recipient's company (other than request) includes 3 sources of circulation for quantities of 1 copy or -% to 3,896 copies or 4.8%, including FCW Magazine.

Other sources include 1 source of circulation for a quantity of 19,285 copies or 23.8%, including InfoUSA.

## 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:



**Sign up today for a  
FREE Subscription**

**YES**, I wish to receive/continue to receive a FREE subscription to *Occupational Health & Safety* magazine.  No

Signature \_\_\_\_\_ Date \_\_\_\_\_

E-MAIL (required): \_\_\_\_\_

FIRST NAME: \_\_\_\_\_ LAST NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_ TITLE: \_\_\_\_\_

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)
 

<input type="checkbox"/> 01 Safety Equipment	<input type="checkbox"/> 05 Emergency Response	<input type="checkbox"/> 09 Environmental Compliance
<input type="checkbox"/> 02 Industrial Hygiene	<input type="checkbox"/> 06 Security	<input type="checkbox"/> 10 Ergonomics
<input type="checkbox"/> 03 Training	<input type="checkbox"/> 07 Fire Protection	<input type="checkbox"/> 90 None of the above
<input type="checkbox"/> 04 Software	<input type="checkbox"/> 08 Occupational Health	
2. Please indicate ALL functions for which you are responsible:
 

<input type="checkbox"/> 01 Safety	<input type="checkbox"/> 07 Security/Fire Protection	<input type="checkbox"/> 12 Law Enforcement
<input type="checkbox"/> 02 Executive Mgmt/Administration	<input type="checkbox"/> 08 Industrial Hygiene/Environment	<input type="checkbox"/> 13 Safety Product Distributor
<input type="checkbox"/> 03 Production Operations	<input type="checkbox"/> 09 Personnel Management	<input type="checkbox"/> Medical
<input type="checkbox"/> 04 Facility Management	<input type="checkbox"/> 17 Risk Management	<input type="checkbox"/> 14 Nurse
<input type="checkbox"/> 05 Engineering	<input type="checkbox"/> 10 Emergency Planning	<input type="checkbox"/> 15 Physician
<input type="checkbox"/> 06 Purchasing	<input type="checkbox"/> 11 First Responder	<input type="checkbox"/> 16 Other Medical Professional
		<input type="checkbox"/> 99 Other (please specify) _____
3. Which category best describes the primary end product manufactured or service performed at your business? (mark only one)
 

<b>INDUSTRIAL OR MANUFACTURING:</b>		
<input type="checkbox"/> 38 Oil & Gas Extraction	<input type="checkbox"/> 17 Industrial Machinery & Equip.	<b>GOVERNMENT:</b>
<input type="checkbox"/> 01 Mining	<input type="checkbox"/> 18 Electronic & Other Electric Equip.	<input type="checkbox"/> 31 Fire/Rescue/Hazmat/
<input type="checkbox"/> 02 Construction/Contracting	<input type="checkbox"/> 19 Transportation Equipment	<input type="checkbox"/> First Response
<input type="checkbox"/> 03 Food & Beverage Products	<input type="checkbox"/> 20 Instruments & Related Products	<input type="checkbox"/> 32 Law Enforcement
<input type="checkbox"/> 04 Tobacco Products	<input type="checkbox"/> 21 Miscellaneous Manufacturing Ind.	<input type="checkbox"/> 33 Federal Government
<input type="checkbox"/> 05 Apparel & Other Textile Products	<input type="checkbox"/> 22 Utilities/Waste Management	<input type="checkbox"/> 34 State Government
<input type="checkbox"/> 06 Lumber & Wood Products	<input type="checkbox"/> 23 Transportation & Warehousing	<input type="checkbox"/> 35 County Government
<input type="checkbox"/> 07 Furniture & Fixtures		<input type="checkbox"/> 36 City/Local Government
<input type="checkbox"/> 08 Paper & Allied Products	<b>SERVICE INDUSTRIES:</b>	<input type="checkbox"/> 37 Military
<input type="checkbox"/> 09 Printing & Publishing	<input type="checkbox"/> 24 Wholesale/Distribution	
<input type="checkbox"/> 10 Chemicals & Allied Products	<input type="checkbox"/> 25 Retail	<b>OTHER:</b>
<input type="checkbox"/> 11 Petroleum & Coal Products	<input type="checkbox"/> 26 Financial/Insurance/Real Estate	<input type="checkbox"/> 99 Other (specify) _____
<input type="checkbox"/> 12 Rubber & Misc. Plastic Products	<input type="checkbox"/> 27 Professional/Scientific/Technical Svcs.	
<input type="checkbox"/> 13 Leather & Leather Products	<input type="checkbox"/> 28 Health Services	
<input type="checkbox"/> 14 Stone, Clay & Glass Products	<input type="checkbox"/> 29 Education Services	
<input type="checkbox"/> 15 Primary Metal Industries	<input type="checkbox"/> 30 Engineering, Research & Related Svcs.	
<input type="checkbox"/> 16 Fabricated Metal Products		

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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  
Irene Fincher, 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 20, 2018
State	Texas
City	Dallas
Received by BPA Worldwide	August 20, 2018
Type	BSJ
ID Number	0007B0J8

### 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	-
Advertiser and Agency	768
Allocated for Trade Shows and Conventions	187
All Other	675
<b>TOTAL</b>	<b>1,630</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD**

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	82,816	100.0	82,640	99.8	176	0.2
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	8	-	-	-	8	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>82,824</b>	<b>100.0</b>	<b>82,640</b>	<b>99.8</b>	<b>184</b>	<b>0.2</b>

**2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD**

2018 Issue	Print	Digital	Total Qualified
January	44,707	41,516	86,223
February	44,640	41,668	86,308
March	39,558	41,660	81,218
April	39,478	41,483	80,961
May	39,811	41,308	81,119
June	39,811	41,308	81,119

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018**

This issue is 2.5% or 2,047 copies below the average of the other 5 issues reported in Paragraph 2.

This is a multiple analysis of 56.9% or 46,124 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 (Note 1)	Total Qualified	Percent of Total	Print	Digital	Number of Respondents	Safety Equipment	Industrial Hygiene	Training	Software	Emergency Response	Security	Fire Protection	Occupational Health	Environmental Compliance	Ergonomics
Oil & Gas Extraction, Mining	1,850	2.3	1,256	594	1,085	895	616	724	458	606	461	622	681	648	550
Construction/Contracting	10,334	12.7	3,065	7,269	3,994	3,523	1,978	2,751	1,601	1,863	1,586	2,250	2,407	2,154	1,825
Food, Beverage and Tobacco Products	6,237	7.7	3,617	2,620	3,571	2,917	2,189	2,418	1,671	1,986	1,951	2,178	2,250	2,251	2,185
Apparel, Leather & Other Textile Products	457	0.6	218	239	375	301	188	220	139	169	151	214	204	170	188
Lumber & Wood Products	1,200	1.5	992	208	520	453	318	371	217	282	256	354	342	308	305
Furniture & Fixtures	596	0.7	440	156	284	229	162	185	112	154	142	185	186	177	184
Paper and Allied Products	730	0.9	410	320	636	527	328	385	237	323	277	369	358	342	375
Printing and Publishing	836	1.0	476	360	699	573	398	461	339	392	401	443	439	440	407
Chemicals and Allied Products	6,037	7.5	5,447	590	2,784	2,237	1,637	1,749	1,075	1,498	1,230	1,522	1,592	1,651	1,495
Petroleum & Coal Products	1,123	1.4	891	232	482	381	253	295	178	262	196	250	261	249	223
Rubber, Miscellaneous Plastic, Stone, Clay, and Glass Products	2,449	3.0	1,909	540	1,345	1,154	812	896	558	720	604	777	809	834	788
Primary Metal Industries	2,519	3.1	2,270	249	948	816	578	651	406	517	455	565	575	573	559
Fabricated Metal Products	7,379	9.1	2,873	4,506	2,628	2,239	1,510	1,772	1,005	1,438	1,127	1,508	1,639	1,573	1,479
Industrial Machinery and Equipment	2,215	2.7	1,801	414	1,587	1,325	870	981	684	818	710	862	929	897	882
Electronic & Other Electric Equipment	1,462	1.8	882	580	1,243	915	531	723	540	593	618	623	608	615	600
Transportation Equipment	942	1.2	692	250	757	626	418	479	304	404	329	406	457	451	462
Instruments & Related Products	385	0.5	245	140	305	238	166	172	138	161	143	153	174	172	149
Miscellaneous Manufacturing Industries	3,270	4.0	1,768	1,502	2,822	2,160	1,498	1,725	1,250	1,484	1,242	1,478	1,563	1,538	1,493
Utilities/Waste Management	1,279	1.6	603	676	1,122	966	533	732	396	561	392	514	609	553	542
Transportation and Warehousing	670	0.8	284	386	591	490	287	397	203	323	261	321	369	324	340
Sub-Total Industrial/Manufacturing	51,970	64.1	30,139	21,831	27,778	22,965	15,270	18,087	11,511	14,554	12,532	15,594	16,452	15,920	15,031
Wholesale/Distribution	2,277	2.8	1,249	1,028	1,978	1,649	1,021	1,163	737	968	932	1,093	1,081	1,040	1,044
Retail	1,370	1.7	860	510	1,153	880	608	717	505	554	601	662	643	636	582
Financial/Insurance/Real Estate	845	1.0	289	556	723	539	327	499	244	292	324	367	396	245	404
Professional/Scientific/Technical Services	3,021	3.7	1,343	1,678	2,689	1,971	1,269	1,670	1,128	1,241	1,179	1,234	1,403	1,376	1,216
Health Services	2,420	3.0	1,302	1,118	2,111	1,466	967	1,216	743	1,038	872	1,109	1,356	1,159	1,180
Education Services	1,631	2.0	289	1,342	1,470	992	561	989	585	682	557	618	694	607	584
Engineering, Research and Related Services	1,750	2.2	976	774	1,554	1,176	739	858	648	696	650	793	781	879	695
Sub-Total Service Industries	13,314	16.4	6,308	7,006	11,678	8,673	5,492	7,112	4,590	5,471	5,115	5,876	6,354	5,942	5,705
Government (Note 2)	11,752	14.5	1,627	10,125	5,372	3,579	1,983	3,042	2,170	2,628	2,208	2,125	2,529	2,230	2,196
Sub-Total Government	11,752	14.5	1,627	10,125	5,372	3,579	1,983	3,042	2,170	2,628	2,208	2,125	2,529	2,230	2,196
Other allied to the field	4,083	5.0	1,737	2,346	1,296	964	675	786	650	681	645	686	682	689	629
Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>81,119</b>	<b>100.0</b>	<b>39,811</b>	<b>41,308</b>	<b>46,124</b>	<b>36,181</b>	<b>23,420</b>	<b>29,027</b>	<b>18,921</b>	<b>23,334</b>	<b>20,500</b>	<b>24,281</b>	<b>26,017</b>	<b>24,781</b>	<b>23,561</b>

Note 1: Qualified recipients are in Safety, Executive Mgmt/Admin, Production/Operations, Facility Management, Engineering, Purchasing, Security/Fire Protection, Industrial Hygiene/Environment, Personnel Mgmt, Medical Professional, Safety Product Distributor, Emergency Planning, Risk Management, First Responder and Law Enforcement. Other functions, functions not available, and company copies

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