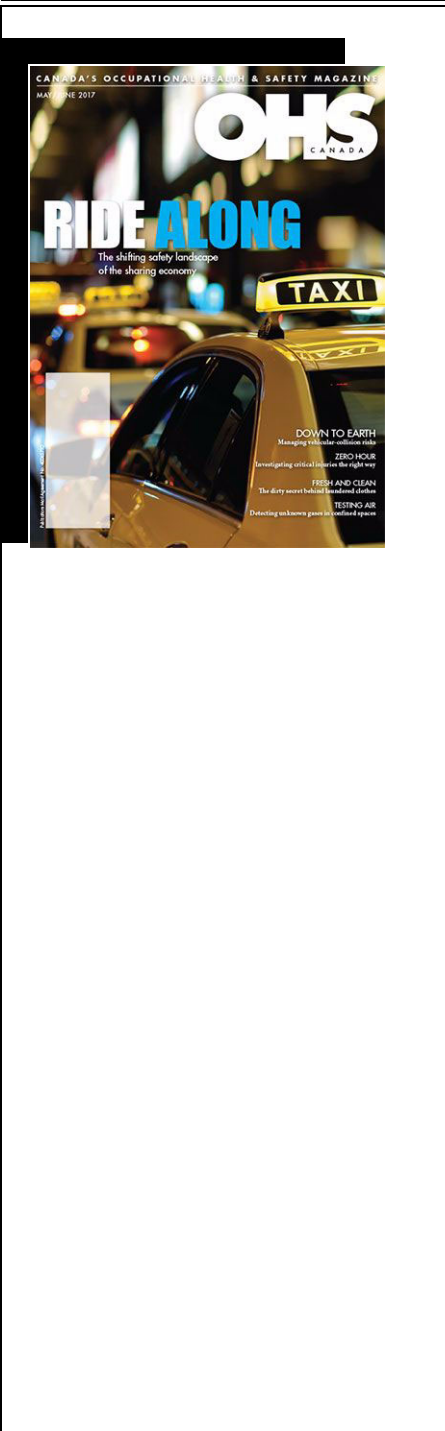


BUSINESS PUBLICATION
Publisher's Statement
 6 months ended June 30, 2017

Field Served:
 Occupational health, safety and environmental audience.

TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION 10,342



1A AVERAGE QUALIFIED PAID CIRCULATION None Claimed

1B AVERAGE QUALIFIED NONPAID CIRCULATION

Print Only, See Par. 11(a)	7,895	
Digital Only, See Par. 11(b)	1,163	
Print & Digital (Unduplicated), See Par. 11(c)	1,284	
Total Individual	<u>10,342</u>	
Total Average Qualified Nonpaid Circulation		10,342

1C AVERAGE NONQUALIFIED CIRCULATION

Allocated for Shows & Conventions	133
Miscellaneous, Including Staff Copies - Print Only	283
Miscellaneous, Including Staff Copies - Digital Only	82
Miscellaneous, Including Staff Copies - Print & Digital (Unduplicated)	<u>83</u>
Total Miscellaneous, Including Staff Copies, See Par. 11(d)	<u>448</u>
Total Average Nonqualified Circulation	581

1D AVERAGE QUALIFIED PAID & NONPAID CIRCULATION OF REGIONAL AND DEMOGRAPHIC EDITIONS
 None

2

QUALIFIED PAID & NONPAID CIRCULATION BY ISSUES

2017 Issue	Total	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Jan/Feb	10,193		7,692	1,183	1,318	10,193
Mar/Apr	10,136		7,658	1,178	1,300	10,136
May/Jun	10,697		8,337	1,127	1,233	10,697

THE INFORMATION IN PARAGRAPHS 3A, 3B, 3C AND 4 IS FROM AN ANALYSIS OF THE MAY/JUNE 2017 ISSUE IN WHICH:
 • QUALIFIED NONPAID CIRCULATION WAS 3.4% GREATER THAN THE PERIOD AVERAGE

3A

BUSINESS/OCCUPATIONAL ANALYSIS

Classification by Business & Industry	Total	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)
Manufacturing	4,994	46.7	4,332	374	288
Government	1,505	14.1	1,116	185	204
Construction.....	880	8.2	605	100	175
Education, Health and Social Services.....	621	5.8	407	87	127
Business Services	459	4.3	320	71	68
Transportation and Storage	416	3.9	270	63	83
Wholesale/Retail Trade	401	3.7	306	53	42
Mining, Quarrying, Forestry and Oil Well Industries	312	2.9	170	47	95
Utilities	264	2.5	202	32	30
Finance, Insurance Agents, Real Estate Operators	93	0.9	58	20	15
Agriculture and Related Service Industries.....	65	0.6	32	10	23
Others Allied to the Field	687	6.4	519	85	83
Other Paid Circulation					
Subscriptions					
Single Copy Sales					
Total Qualified Circulation	10,697	100.0	8,337	1,127	1,233

SUPPLEMENTAL ANALYSIS

Classification by Job Title	Total	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)
1. SAFETY includes: Health + Safety Managers, Health + Safety Directors, Safety Officers, Safety Specialists, Safety Representatives (includes Occupational + Environmental), Safety Engineers, Safety Advisors, Fire + Security Officers, Nurses, Human Resources Managers, Loss Prevention Personnel, Other related Safety and HR Titles	4,149	38.8	2,971	527	651
2. EXECUTIVE/ADMINISTRATIVE includes: Presidents, Vice Presidents, Owners, Directors, General Managers, Personnel Managers, Office Managers, Administrative Assistants, Administrative Managers, and other related Administrative Titles	4,612	43.1	3,887	389	336
3. PLANT/PRODUCTION/FACILITIES includes: Plant Managers, Operations Managers, Production Managers, Facilities Managers and Foremen/Supervisor/Facility Personnel	738	6.9	567	83	88
4. ENGINEERING/MAINTENANCE includes: Engineers, Technical Managers, Quality Control Managers, Quality Control Supervisors, Maintenance Managers, Maintenance Supervisors, Technicians, Designers and Chemists	230	2.2	155	40	35
5. PURCHASING/MATERIALS/TRANSPORTATION includes: Purchasing Managers, Buyers, Materials Managers, Traffic Managers, Logistics Managers, Distribution Managers, Purchasing Supervisors, Materials Supervisors and Transportation Supervisors	122	1.1	98	12	12
6. OTHER Titles or No Job Title	846	7.9	659	76	111
Total Qualified Circulation	10,697	100.0	8,337	1,127	1,233

AGE OF SOURCE DATA ANALYSIS

Source	Print Only	Digital Only	Print & Digital (Unduplicated)	Qualified Within			Total	%
				1 Year	2 Years	3 Years		
Qualified Nonpaid Circulation:								
Total Direct request from recipient:	4,083	969	1,160	3,284	1,141	1,787	6,212	58.1
Written	273	8	105	134	156	96	386	3.6
Telecommunication	1,954	231	138	1,114	165	1,044	2,323	21.7
Internet and E-mail	1,856	730	917	2,036	820	647	3,503	32.8
Total Direct request from recipient's company:	2,193	148	62	2,315	40	48	2,403	22.5
Written	25	25	8	33	11	14	58	0.5
Telecommunication	1,605	64	39	1,667	16	25	1,708	16.0
Internet and E-mail	563	59	15	615	13	9	637	6.0
Total Communication other than request:	1			1			1	0.0
Written								
Telecommunication	1			1			1	0.0
Internet and E-mail								
Association								
Business Directories, See Par. 11(e)	2,060	10	11	1,656		425	2,081	19.4
Lists								
Acquired Circulation								
Other Sources								
Total Qualified Nonpaid Circulation	8,337	1,127	1,233	7,256	1,181	2,260	10,697	100.0
Percent	77.9	10.6	11.5	67.8	11.1	21.1	100.0	
Paid Subscription Circulation								
Paid Acquired Circulation								
Single Copy Sales								
Total Qualified Circulation							10,697	

MAILING ADDRESS ANALYSIS

	Total	%	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)
Individual by name and title and/or occupation	10,187	95.2	7,883	1,101	1,203
Individual by name only	402	3.8	350	26	26
Title or occupation only	44	0.4	43		1
Company name only	56	0.5	56		
Multi-Copy Same Addressee	8	0.1	5		3
Total Qualified Paid Subscription & Nonpaid Circulation.	10,697	100.0	8,337	1,127	1,233
Single Copy Sales					
Total Qualified Circulation	10,697				

4

GEOGRAPHIC ANALYSIS

Province	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Alberta	890	155	268	1,313
British Columbia	691	98	87	876
Manitoba	334	37	45	416
New Brunswick	169	23	21	213
Newfoundland/Labrador	180	53	44	277
Northwest Territories	13	1	3	17
Nova Scotia	184	30	35	249
Nunavut	18	2		20
Ontario	4,267	609	629	5,505
Prince Edward Island	25	3	1	29
Quebec	1,299	85	50	1,434
Saskatchewan	253	27	44	324
Yukon Territory	8	2	3	13
Canadian Unclassified				
Total Canada	8,331	1,125	1,230	10,686
United States	2	1	3	6
Military or Civilian Personnel Overseas				
Other International	4	1		5
Total International	6	2	3	11
E-Mail Address Only				
Other Unclassified				
Grand Total	8,337	1,127	1,233	10,697

**ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS
Sold During 6 Month Period Ended June 30, 2017**

5 **PRICE DATA** Reporting not required

7 **SALES CHANNELS** Reporting not required

6 **TERM DATA** Reporting not required

8 **PREMIUM USAGE** Reporting not required

ADDITIONAL CIRCULATION INFORMATION

9

POST EXPIRATION COPIES INCLUDED IN PAID CIRCULATION

Reporting not required

10

RENEWAL ANALYSIS OF PAID CIRCULATION

Reporting not required

11

EXPLANATORY

Audit Cycle: June Ending.

(a) Print Only Individual subscriptions, averaging 7,895 copies per issue, represent copies served to individuals receiving the print version only of OHS CANADA.

(b) Digital Only Individual subscriptions, averaging 1,163 copies per issue, represent copies served to individuals receiving the digital version only. The digital version of OHS CANADA is made available to subscribers through a password secure website wherein an e-mail notice is sent to recipients notifying them of the availability of each issue.

(c) Print and Digital (Unduplicated) Individual subscriptions, averaging 1,284 copies per issue, represent copies served to individuals receiving the print and digital version of OHS CANADA. The digital version of OHS CANADA is made available to subscribers through a password secure website wherein an e-mail notice is sent to recipients notifying them of the availability of each issue.

(d) Miscellaneous includes checking and promotion copies, averaging 158 copies per issue, served to advertisers and agencies.

(e) Business Directories represent copies served to subscribers obtained from recognized agencies.

Definition of Recipient Qualification:

Qualified recipients are: health, safety and environmental managers, industrial hygienists, occupational physicians, nurses, professional engineers, plant managers, purchasing agents, personnel and human resources vice presidents, directors and managers, union leaders, loss control managers, senior management and other professionals concerned with health, safety and environment in Canadian Business and Industry.

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Parent Company: Annex Publishing & Printing Inc.

ANITA MADDEN

Circulation Manager

PETER BOXER

Publisher

Frequency: 6 times per year

Format: Standard

Established: 1985

AAM Member Since: 1988

Member No. 06-1430-0

CARD: 624

Published by:

Annex Publishing & Printing Inc.

80 Valleybrook Dr.

Toronto, ON M3B 2S9

T: (416) 442-5600 • F: (416) 442-2191

www.annexnewcom.ca

Publisher: Peter Boxer

Editor: Jean Lian

06-1430-0	Analyzed Issue Date	05-06/01/17
	Analyzed Issue Text (for double month issue date)	
	Single Copy Price	
	Association Subscription Price	
	U.S. Subscription Price	
	Canadian Subscription Price	
	International Subscription Price	