# PHONE POR CANADIAN PHOTOGRAPHY

## **BRAND REPORT**

## FOR THE 6 MONTH PERIOD ENDED DECEMBER 2015



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.

Zak Media 189 Alfred-Desrochers Saint-Augustin-De-Desmaures, Qu, G3A 2T1, Canada

Tel. No.: 418-871-4292 Fax No.: 418-871-4295 Web Site: www.zakmedia.ca **PHOTO NEWS** is a photography magazine which serves those interested in photography.

## **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**

## **PHOTO NEWS**



2 issues in the period 107,087 average circulation

## PHOTO NEWS E-NEWSLETTER



4 issued in the period 13,504 average per occurrence

## PHOTO NEWS WEBSITE



5,190 average unique browsers

## PHOTO NEWS SOCIAL MEDIA



1,640 Twitter followers 7,142 Facebook likes

## **EXECUTIVE SUMMARY**

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

|   | Paid | Non-Paid | Average |
|---|------|----------|---------|
| PHOTO NEWS MAGAZINE (2 issues in period)  | -    | 107,087  | 107,087 |
| PHOTO NEWS E-NEWSLETTER (4 issued in the period)                                  | -    | 13,504   | 13,504  |
| PHOTO NEWS Website (Monthly Unique Browsers with 14,486 average Page Impressions) | -    | 5,190    | 5,190   |
| PHOTO NEWS Social Media   |      |          |         |
| a. Twitter followers  | -    | *1,640   | *1,640  |
| b. Facebook likes   | -    | *7,142   | *7,142  |

<sup>\*</sup>Social Media Claims is a cumulative figure, not an average.

107,087

100.0

## **MARKET SERVED**

**PHOTO NEWS** is a photography magazine which serves those interested in photography. Qualified recipients are non-paid direct request subscribers, non-paid Multi-Copy Same Addressee distribution to photo stores, and copies inserted into Globe and Mail newspapers.

| PRICE AND  | PRICE AND FREQUENCY  |  |  |  |  |
|------------|--|--|--|--|--|
| **NC       | Average Annual Subscription Order Price<br>for the Period Reported(Excluding<br>Sponsored Subscriptions) |  |  |  |  |
| 4          | Issues Per Year  |  |  |  |  |
| **NC       | All Single-Copy Sales Prices for the Period  |  |  |  |  |
| **NC = Non | **NC = None Claimed  |  |  |  |  |

TOTAL

| AVERAGE TOTAL QUALIFIED BASED ON 2 ISSUES IN THE PERIOD |         |  |  |
|---|---------|--|--|
| Total Qualified   | 107,087 |  |  |
| Qualified Paid  | -       |  |  |
| Subscriptions   | -       |  |  |
| Sponsored   | -       |  |  |
| Single-Copy Sales                                       | -       |  |  |
| Qualified Non-Paid                                      | 107,087 |  |  |

100.0

| 1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD |                |         |           |                    |         |                 |  |
|--|----------------|---------|-----------|--------------------|---------|-----------------|--|
|  | Qualified Paid |         | Qualified | Qualified Non-Paid |         | Total Qualified |  |
|  | Copies         | Percent | Copies    | Percent            | Copies  | Percent         |  |
| Individual   | -              | -       | 21,297    | 19.9               | 21,297  | 19.9            |  |
| Delivered Unlabelled Single Copies                   | -              | -       | 63,100    | 58.9               | 63,100  | 58.9            |  |
| Membership Benefit                                   | -              | -       | -         | -                  | -       | -               |  |
| Multi-Copy Same Addressee                            | -              | -       | 22,690    | 21.2               | 22,690  | 21.2            |  |
| Sponsored Individually Addressed                     | -              | -       | -         | -                  | -       | -               |  |
| Sponsored Multi-Copy Same Addressee                  | -              | -       | -         | -                  | -       | -               |  |
| Sub-Total Subscriptions:                             | -              | -       | 107,087   | 100.0              | 107,087 | 100.0           |  |
| Single-Copy Sales                                    | -              | -       | -         | -                  | -       | -               |  |
| Sponsored Single-Copy Sales                          | -              | -       | -         | -                  | -       | -               |  |

107,087

| 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD |                 |
|---|-----------------|
|   |                 |
|   | Total Qualified |
| Autumn  | 105,340         |
| Winter  | 108,834         |

| <ol> <li>BREAKOUT OF QUALIFIED CIRCULATION TO THE CONSUMER MARKET FOR ISSUE OF WINTER<br/>This issue is 3.3% or 3,494 copies above the other issue reported in Paragraph 2.</li> </ol> | R 2015             |                     |
|--|--------------------|---------------------|
| MARKET SERVED  | TOTAL<br>QUALIFIED | PERCENT<br>OF TOTAL |
| Non-paid individual subscribers  | 21,619             | 19.9                |
| Copies inserted into Globe and Mail Newspapers   | 64,350             | 59.1                |
| Multi Copy Same Addressee (Non-Paid)   | 22,865             | 21.0                |
| TOTAL QUALIFIED CIRCULATION  | 108,834            | 100.0               |
| PERCENT  | 100.0              |                     |
|  |                    |                     |

#### 4. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF WINTER 2015 Qualified Within Total Qualified QUALIFICATION SOURCE 1 Year 2 Years 3 Years Percent 21,619 I. Direct Request: 21,619 19.9 Request from recipient's company: III. Membership Benefit: 22,865 IV. Communication from recipient or re-distributor (other than request): 22,865 21.0 V. **TOTAL** – Sources other than above (listed alphabetically): 64,350 64,350 59.1 Rosters and Directories \_ Manufacturer's, distributor's and wholesaler's lists Delivered Unlabelled Single Copies 64,350 64,350 59.1 Other sources VI. Single Copy Sales: TOTAL QUALIFIED CIRCULATION 44,484 108,834 100.0 64,350 **PERCENT** 40.9 100.0

**59.1** 

|   | Audited Data           | Audited Data            | Audited Data           | Circulation Claim        |
|---|------------------------|-------------------------|------------------------|--------------------------|
| 6-Month Period Ended:                                       | January - June<br>2014 | July – December<br>2014 | January - June<br>2015 | July – December<br>2015* |
| Total Audit Average Qualified:                              | 105,250                | 95,403                  | 92,754                 | 107,087                  |
| Qualified Paid :  | -                      | -                       | -                      | -                        |
| Subscriptions   | -                      | -                       | -                      | -                        |
| Sponsored   | -                      | -                       | -                      | -                        |
| Single-Copy Sales   | -                      | -                       | -                      | -                        |
| Qualified Non-Paid:   | 105,250                | 95,403                  | 92,754                 | 107,087                  |
| Post Expire Copies included in Total Qualified Circulation: | **NC                   | **NC                    | **NC                   | **NC                     |
| Average Annual Order Price:                                 | **NC                   | **NC                    | **NC                   | **NC                     |

| P                          | rovince                     | Total Qualified | Percent |
|----------------------------|-----------------------------|-----------------|---------|
| Newfoundland and Labrador  |                             | 268             | 0.2     |
| Prince Edward Island       |                             | 61              | 0.1     |
| Nova Scotia                |                             | 1,029           | 0.9     |
| New Brunswick              |                             | 585             | 0.5     |
| Quebec                     |                             | 12,490          | 11.5    |
| Ontario                    |                             | 86,506          | 79.5    |
| Manitoba                   |                             | 976             | 0.9     |
| Saskatchewan               |                             | 603             | 0.6     |
| Alberta, N.W.T and Nunavut |                             | 2,544           | 2.3     |
| B.C. and Yukon             |                             | 3,772           | 3.5     |
|                            | TOTAL FOR CANADA            | 108,834         | 100.0   |
| United States              |                             | -               | -       |
| Other Foreign              |                             | -               | -       |
|                            | TOTAL OUTSIDE CANADA        | -               | -       |
|                            | TOTAL QUALIFIED CIRCULATION | 108,834         | 100.0   |

## **E-NEWSLETTER CHANNEL**

| 2015                                      | Photo News Flash |   |
|---|------------------|---|
| July                                      | 13,221           |   |
| September                                 | 13,317           |   |
| November                                  | 13,697           |   |
| December                                  | 13,781           |   |
| AVERAGE:                                  | 13,504           |   |
| Photo News Flash (4 issued in the period) |                  | , |

## WEBSITE CHANNEL

| WWW.PHOTONEWS.CA |                     |                  |                    |                             |                  |                       |
|------------------|---------------------|------------------|--------------------|-----------------------------|------------------|-----------------------|
| 2015             | PAGE<br>IMPRESSIONS | USER<br>SESSIONS | UNIQUE<br>BROWSERS | UNIQUE BROWSER<br>FREQUENCY | PAGE<br>DURATION | USER SESSION DURATION |
| July             | 15,189              | 6,769            | 5,441              | 1.24                        | 01:48            | 02:14                 |
| August           | 9,137               | 4,236            | 3,363              | 1.26                        | 01:36            | 01:52                 |
| September        | 17,361              | 7,573            | 6,032              | 1.26                        | 01:44            | 02:15                 |
| October          | 11,914              | 5,446            | 4,432              | 1.23                        | 01:49            | 02:12                 |
| November         | 14,481              | 6,748            | 5,419              | 1.25                        | 01:52            | 02:10                 |
| December         | 18,838              | 8,272            | 6,455              | 1.28                        | 01:52            | 02:27                 |
| AVERAGE:         | 14,486              | 6,507            | 5,190              | 1.25                        | 01:46            | 02:11                 |

July - December 2015 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

#### WEBSITE GLOSSARY

Page Impressions: A Page Impression 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.

User Sessions: A single continuous set of activity attributable to a cookied 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.

Unique Browsers: An identified and unduplicated Cookied Browser that accesses Internet content or advertising during a measurement period.

Unique Browser Frequency: Unique Browser Frequency represents the average number of times a Unique Browser visits a site during a reporting period. This is calculated by dividing the total number of User Sessions by the number of Unique Browsers.

Page Duration: The average time spent viewing any page on a web site.

User Session Duration: The average time visitors remain on a site per session.

For info on how to obtain online ad campaign performance metrics across multiple sites, visit www.adicompli.com

## **SOCIAL MEDIA CHANNEL**

|                   | Photo New                          | Photo News Social Media                 |  |  |  |
|-------------------|------------------------------------|---|--|--|--|
|                   | Twitter followers                  | Facebook likes                          |  |  |  |
| 2015              | http://twitter.com/PhotoNewsCanada | http://www.facebook.com/PhotoNewsCanada |  |  |  |
| Beginning Balance | -                                  | -                                       |  |  |  |
| July              | -                                  | 6,527                                   |  |  |  |
| August            | -                                  | 6,596                                   |  |  |  |
| September         | -                                  | 6,724                                   |  |  |  |
| October           |                                    | 6,942                                   |  |  |  |
| November          | 1,609                              | 7,042                                   |  |  |  |
| December          | 1,640                              | 7,142                                   |  |  |  |

## **ADDITIONAL DATA**

Copies are addressed to individuals and mailed via Canada Post. Copies are shipped in bulk to photography stores. Copies are inserted as Delivered Unlabeled Single Copies into Globe and Mail newspapers.

## **GEOGRAPHIC DISTRIBUTION:**

Geographic data for E-Newsletter, Website and Social Media are not reported at the media owner's option.

## PUBLISHER'S AFFIDAVIT

We hereby make oath and say that all data set forth in this statement are true.

J. Dumont, Président

Jacques Dumont, Sales

(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 City State Received by BPA Worldwide

March 1, 2016 Montreal Ouébec March 1, 2016

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A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.