



DIGITAL AUDIENCE PROFILE

ADVERTISE WITH PLUMBING & MECHANICAL

Plumbing & Mechanical provides information to manage and grow businesses in the plumbing, piping, hydronic/radiant heating, geothermal, solar thermal and water treatment industries.

www.pmmag.com

* Effective October 2024, PLUMBING & MECHANICAL, and PM ENGINEERING have merged under the PLUMBING & MECHANICAL brand.





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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.

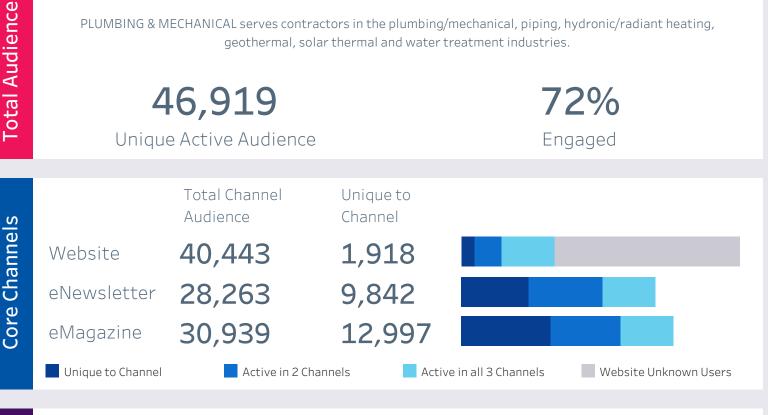
Alliance for Audited Media

Alliance for Audited Media March 31, 2024



Audience Profile

PLUMBING & MECHANICAL serves contractors in the plumbing/mechanical, piping, hydronic/radiant heating, geothermal, solar thermal and water treatment industries.



Additional Channels

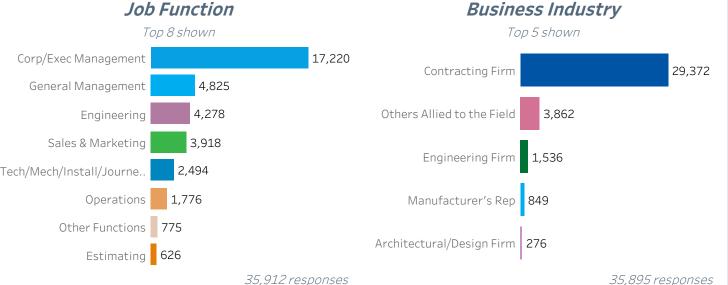
Demographics

132

Webinar Average Registrants

17,206 Standard eBlast Delivery

17,612 Social Media Total Followers





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.

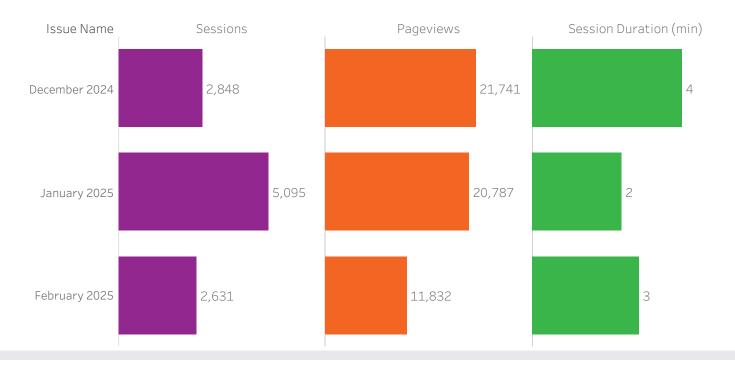
Table A

* 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



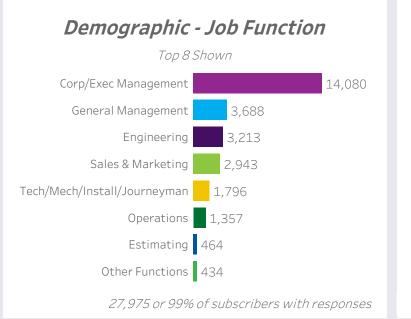
eMagazine Notification Email Metrics

Issue Name	Sends	Unique Delivered	* Unique Opens	* Open Rate	tal Clicks	CTR
December 2024	4	30,101	12,787	42.5%	1,469	2.5%
January 2025	4	29,480	12,610	42.8%	2,252	3.9%
February 2025	4	29,105	13,701	47.1%	3,127	5.5%

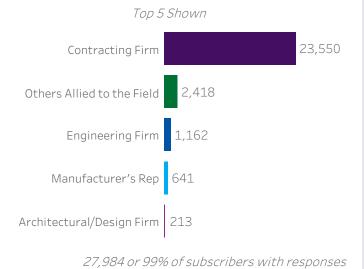
* Due to Apple Mail Privacy enabled on user devices, open rates may be inflated as of November 2021. Clicks are not impacted.



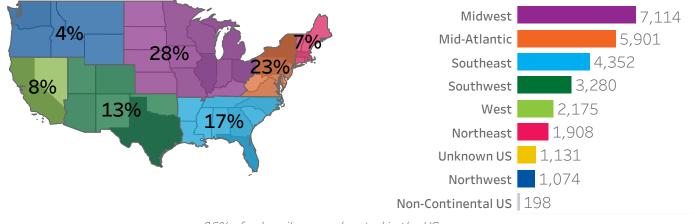
eMagazine - Subscriber Demographics & Locations



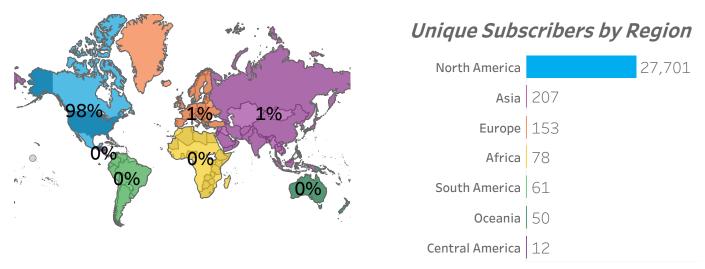
Demographic - Business/Industry



Unique Subscribers by Region



96% of subscribers are located in the US



4% 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

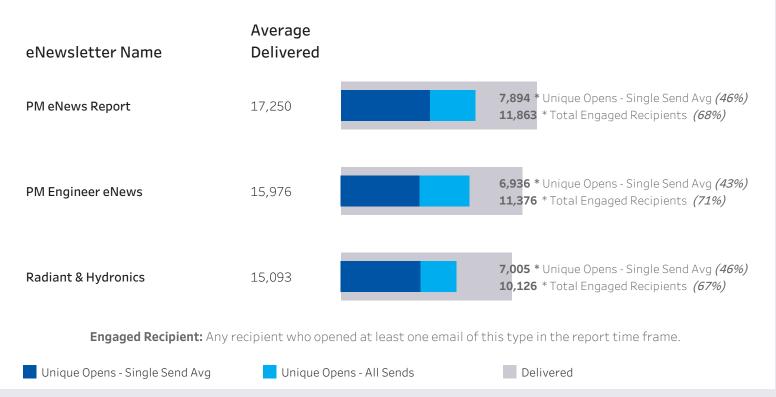
- *Issue Date:* eMagazine issue date.
- **Sessions:** Number of times users interacted with the eMagazine. Sessions are terminated after 30 minutes of inactivity.
- Session Duration (min): The average session length.
- **Pageviews:** The total number of eMagazine pageviews.

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

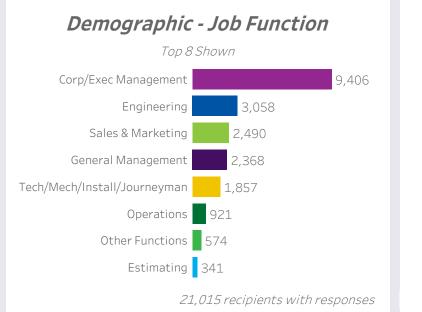


eNewsletter Activity Averages

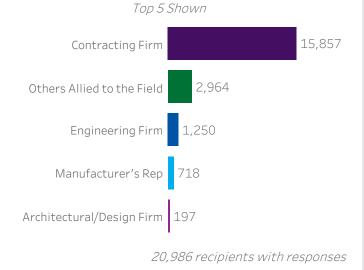
eNewsletter Name	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
PM eNews Report	1.7	17,250	7,894	45.8%	950	5.5%
PM Engineer eNews	2.0	15,976	6,936	43.4%	790	4.9%
Radiant & Hydronics	1.7	15,093	7,005	46.4%	1,117	7.4%



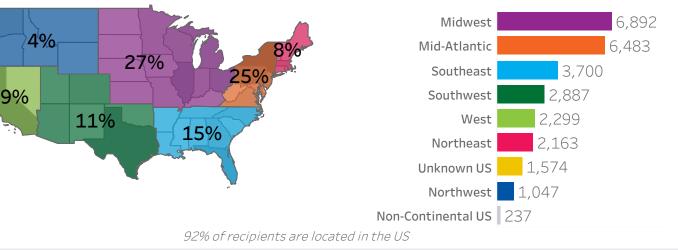
eNewsletters - Recipient Demographics & Locations

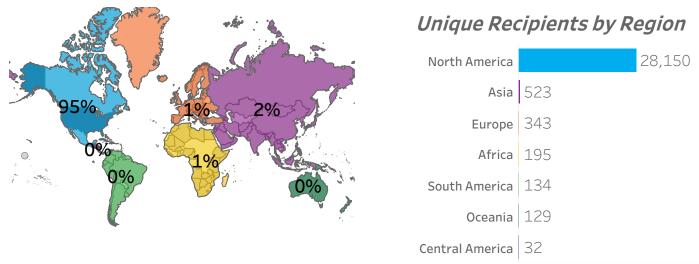


Demographic - Business/Industry



Unique Recipients by Region





8% 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.

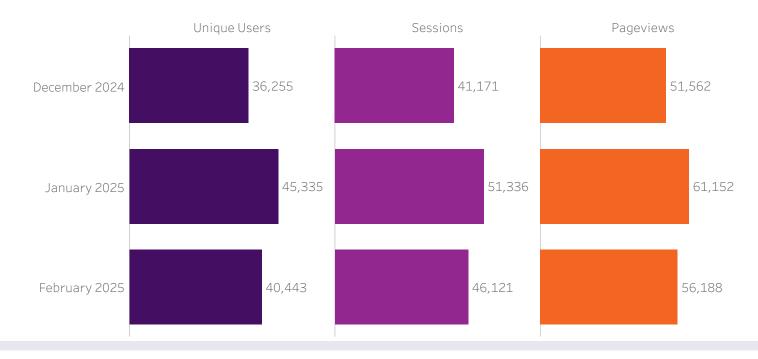
eNewsletter Activity Averages

- *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.

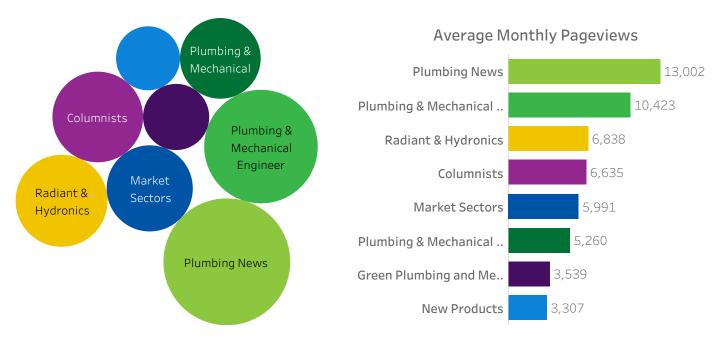
*Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



Monthly Website Statistics

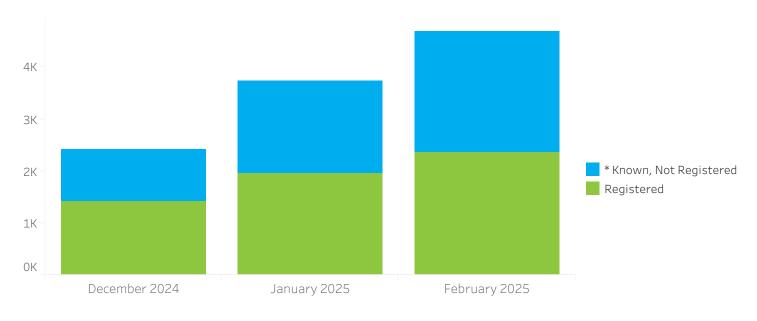


Top 8 Content Topics Viewed

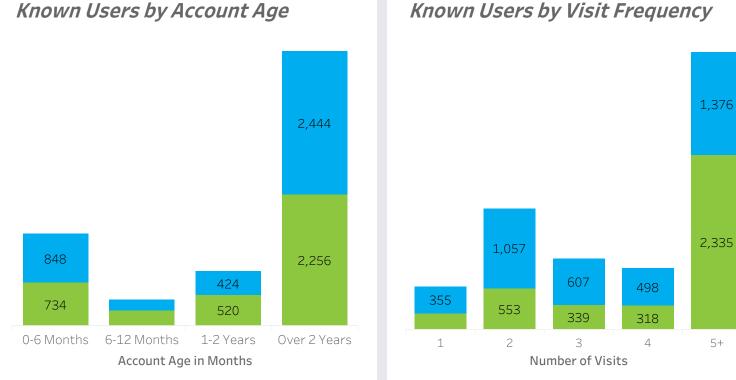




Website Users



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

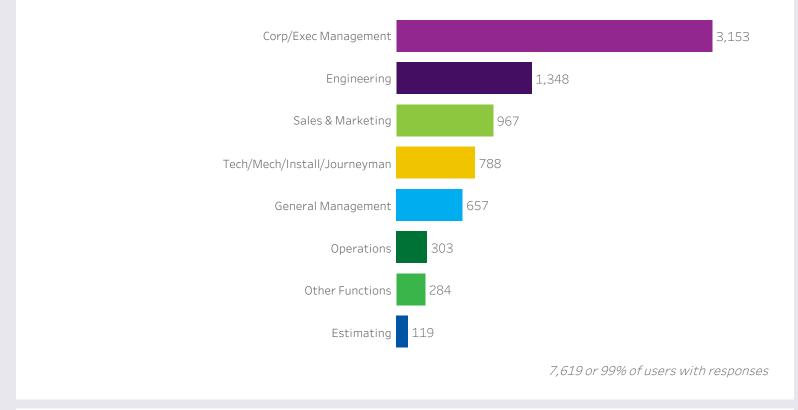




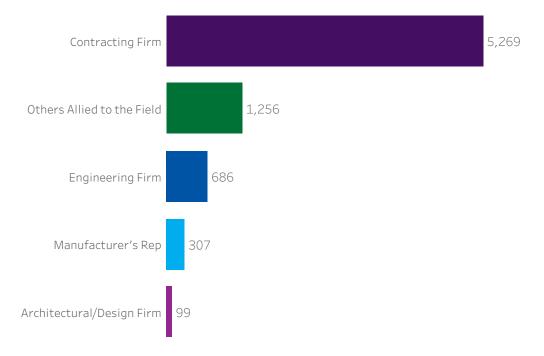
Plumbing & Mechanical December 2024 - February 2025

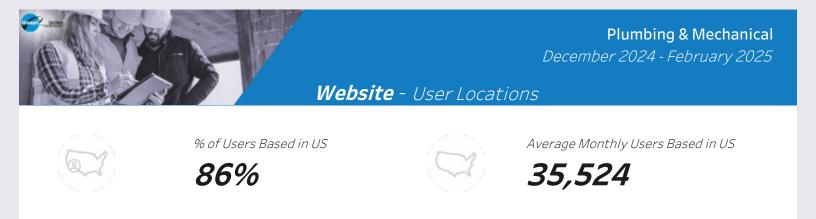
Website - User Demographics

Demographic - Job Function Top 8 Shown

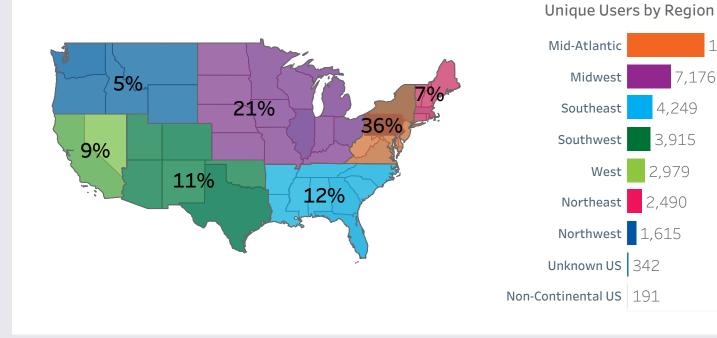


Demographic - Business/Industry Top 5 Shown

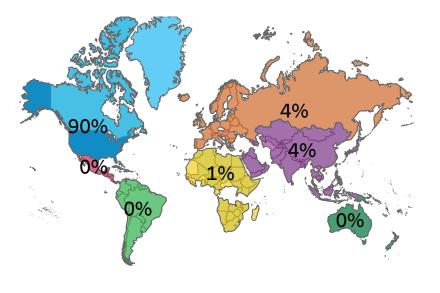


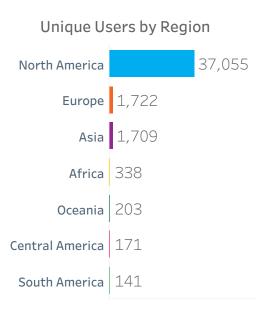


Geographic - US Regions



Geographic - World Regions





12,566



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

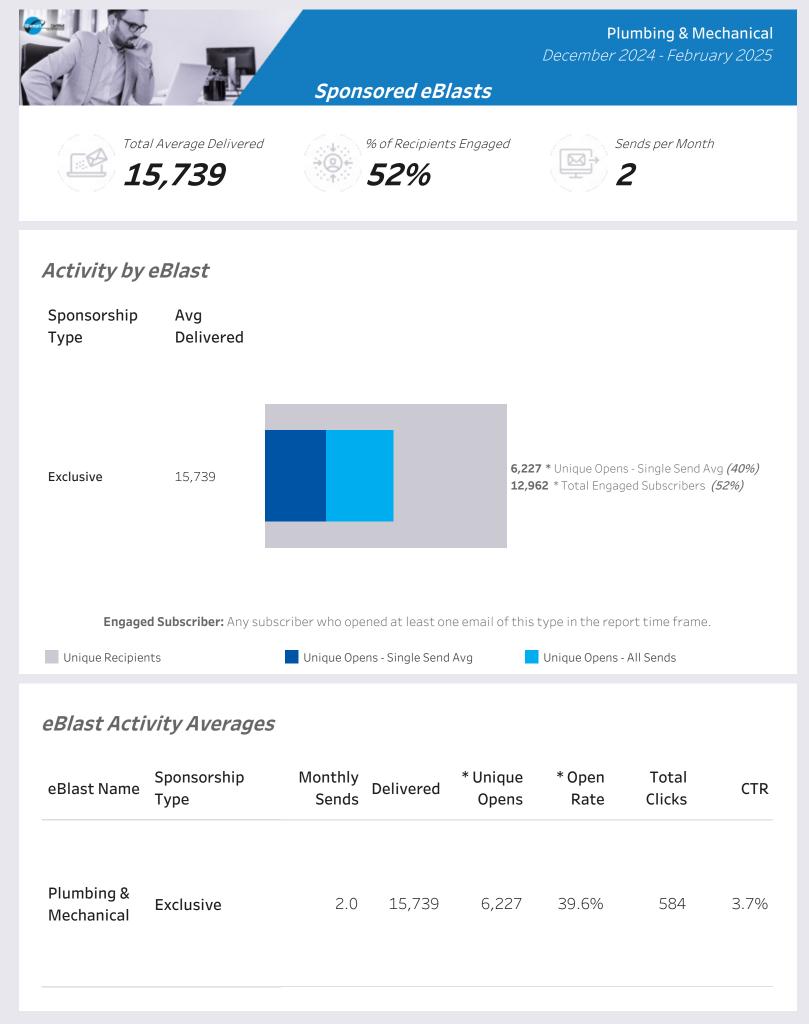
- Average Monthly Users: Average number of monthly users who have had at least one session on the website.
- **Average Monthly Sessions:** Average number of monthly sessions on the website. A session is anytime a user has interacted with the website.
- Average Monthly Pageviews: Average number of total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

Web Visitors

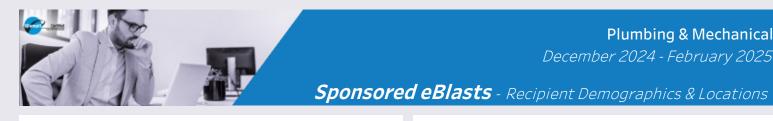
- Users: Number of Users per month.
- **Sessions:** Number of times users interacted with the digital edition. Sessions are terminated after 30 minutes of inactivity.
- Pageviews: Number of Pageviews per month.

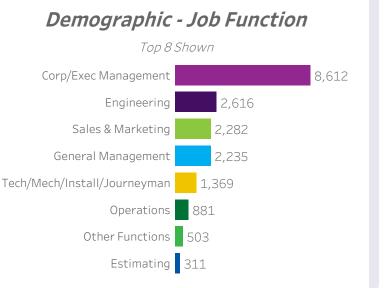
Top 8 Content Topics

• 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.





4%

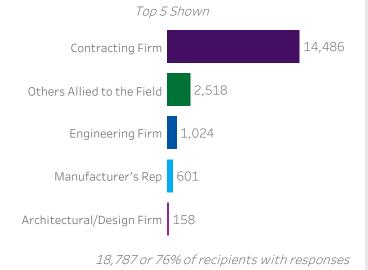
8%

18,809 or 76% of recipients with responses

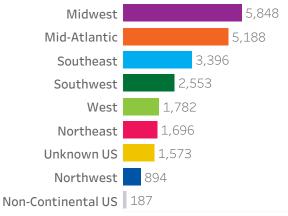
27%

12%

Demographic - Business/Industry



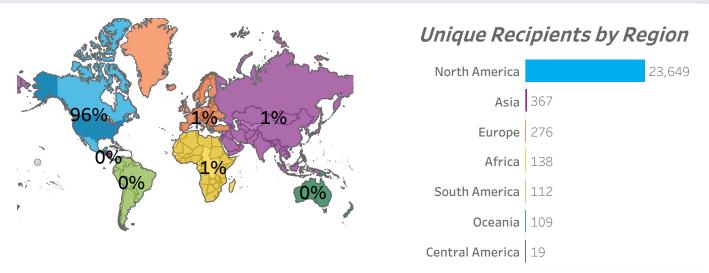
Unique Recipients by Region





24%

16%



6% 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.

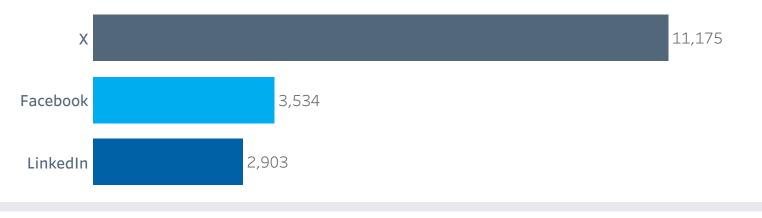
eBlast Activity Averages

- *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.



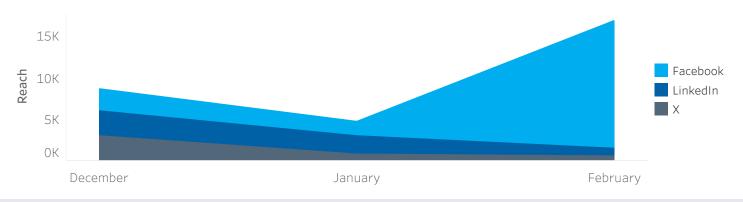
Followers by Channel



Total Engagements









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

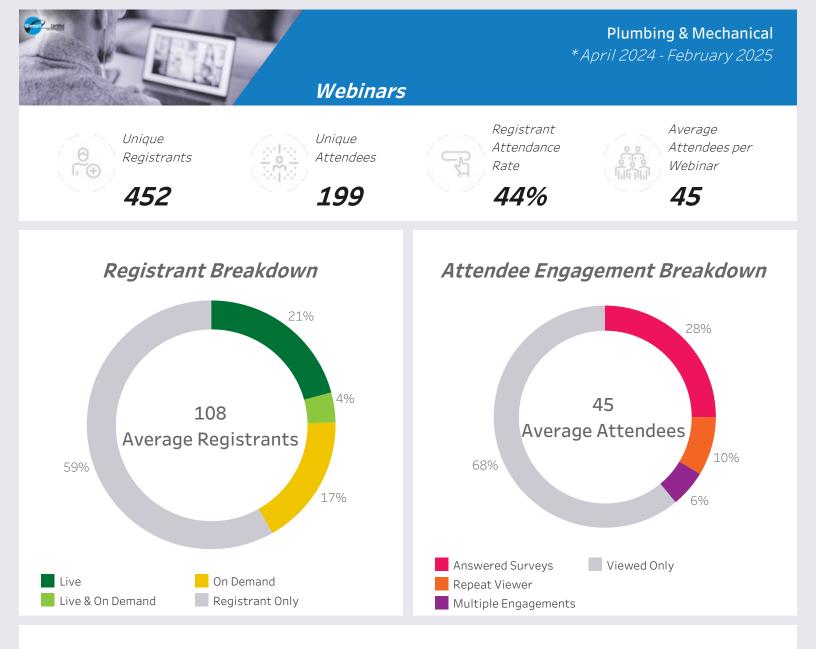
- Breakdown of followers by the specific social network.
- Followers is the total number who have followed the brand.

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

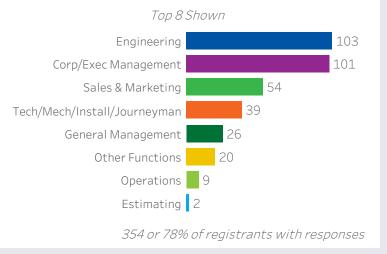


* All data is calculated from the 5 most recent webinars

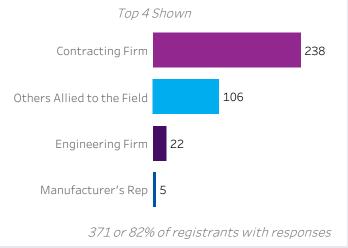


Webinars - Registrant Demographics & Locations

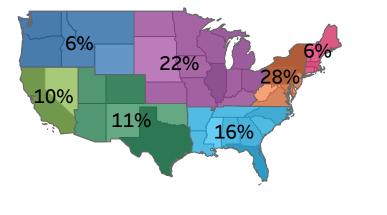
Demographic - Job Function

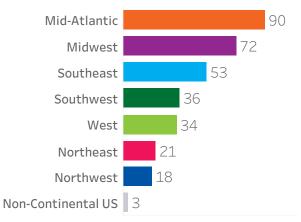


Demographic - Business/Industry



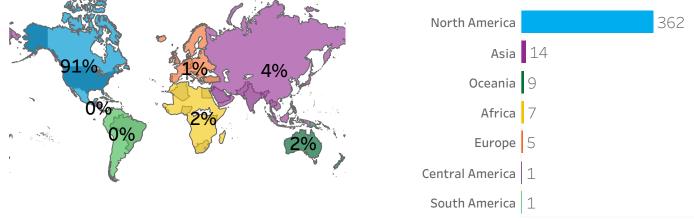
Unique Registrants by Region





82% of registrants are located in the US

Unique Registrants by Region



18% 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 Management	Corporate/Executive Management
Engineering	Eng for Maintenance/(MRO)
	Engfor Mech Systems Design/Spec
	Engineering
	Facility Engineering
	Other Engineering
Estimating	Estimating
General Management	General Management
Operations	Operations
Other Functions	Consulting
	Must Pay
	Need More Information
	Other
	Purchasing
Sales & Marketing	Sales & Marketing
Tech/Mech/Install/Journeyman	Tech/Mech/Install/Journeyman

Audience Profile Glossary DEMOGRAPHICS APPENDIX (BUSINESS INDUSTRY)

Display Name	Included Demographics
Architectural/Design Firm	Architectural/Design Firm
Contracting Firm	Contracting Firm
	Drain & Sewer Contracting Firm
	Drilling/Well Services
	Facility/Maintenance Contracting
	HVACR
	Hydronic/Radiant Heating Contracting Firm
	Mechanical Contracting Firm
	Other Contracting Firm (please specify)
	Plumbing Contracting Firm
	Pump Installation
	Sheet Metal
	Solar/Thermal Contracting Firm
Engineering Firm	Consulting Engineering
	Controls Contracting/Systems Integration
	Electrical Engineering
	Engineering Firm
	Facility Engineering/In-House Eng
	Mechanical Engineering
	Other Engineering Firm
	Systems Engineering
Manufacturer's Rep	Manufacturers Rep
Others Allied to the Field	Consulting Firm
	Distributor
	Educational Facility
	Facility Management
	Government/Military Facility
	Manufacturer
	Must Pay
	Need More Information
	Other (please specify)
	Wholesaler



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