

SECURITY SYSTEMS NEWS
Established 1998
Issues Per Year: 12
Issues This Report: 12

UNITED PUBLICATIONS, INC.
106 Lafayette St., P.O. Box 998
Yarmouth, ME 04096
(207) 846-0600 (207) 846-0657 FAX
tpurpura@securitysystemsnews.com
www.securitysystemsnews.com

PUBLICATION DESCRIPTION

SECURITY SYSTEMS NEWS is the complete source of B2B news for the security integration industry. Our professional editors report news and trends from the major market sectors - Commercial Fire, Monitoring, Residential, and Suppliers - through eMedia and print resources. We report unbiased information, providing a vital resource that gives insight to the industry like no other. Visit www.securitysystemsnews.com.

FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION

SECURITY SYSTEMS NEWS serves security installing dealers; security installing dealers with central stations; security service companies that install; central station services (non-installing); computer integrated systems design; systems integrators; access control/systems specialists; communications/utility/telecom/cable companies/ government/military; end users of security products; security product distributors; security systems resellers; IT Resellers; engineered systems distributors/fire; security product/components manufacturers; manufacturer's representatives; security consultants; and others allied to the field.

Qualified recipients are owner/president/partner/VP/general manager; security manager/director/supervisor, financial manager, controller, purchasing manager, buyer, service/installation manager, and other managers/directors/supervisors; systems architect/designer/engineer; installation/service staff; sales manager/rep; consultants; and other titled personnel.

AVERAGE MONTHLY CIRCULATION: JULY 1, 2016 – JUNE 30, 2017

QUALIFIED CIRCULATION	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated*
Individual Subscription	16,297	6,097	18,754
Association/Group/Directory Lists	5,495	-	5,495
Rotated	-	-	-
Bulk Distribution	-	-	-
Single Copy Sales	-	-	-
TOTAL QUALIFIED CIRCULATION	21,792	6,097	24,249
TOTAL NON-QUALIFIED CIRCULATION			1,275

* Combined print and digital may not equal Total Qualified Unduplicated. Qualified print includes recipients who receive the print edition and the print and digital edition. Qualified digital includes recipients who receive the digital edition and the print and digital edition.

Please see the following pages for Recipient Classification, Subscription Source, Recency of Renewal, Business/Industry Classification, Geographical Distribution, Qualified Circulation by Issue, Explanation, Audit of Internal Records, and Affidavit.

RECIPIENT CLASSIFICATION

RECIPIENT	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated*	Percent
Individual by Name and Title and/or Company	21,545	6,232	24,250	100.0%
Individual by Name Only	-	-	-	-
Title Only	-	-	-	-
Company Name Only	-	-	-	-
Total Qualified Circulation	21,545	6,232	24,250	100.0%

* Combined print and digital may not equal Total Qualified Unduplicated.

SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL

RECIPIENT	Non-Paid Print	Non-Paid Digital	Renewed, Requested, or Updated Within				Total Qualified Unduplicated*	Percent
			1 Year	2 Years	3 Years	3+ Years		
Direct Request from the Recipient	15,061	6,125	12,740	4,997	-	-	17,737	73.1%
Request from Recipient's Company	440	107	162	307	-	-	469	1.9%
Association/Group/Directory Lists	6,044	-	6,044	-	-	-	6,044	24.9%
Total Qualified Circulation	21,545	6,232	18,946	5,304	-	-	24,250	100.0%

* Combined print and digital may not equal Total Qualified Unduplicated.

BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

Business Description	Non-Paid Print	Non-Paid Digital	Gen. Executive Mgmt./Security							Other Titled Personnel	Total Qualified Unduplicated*	Percent
			Executive Mgmt./Owner/ President/ Partner/VP/ Gen. Mgr.	Mgr./Director/ Supervisor/ Financial Mgr./ Controller	Sales Manager/ Representative	Systems Architect/ Designer/ Engineer	Installation/ Service Staff	Consultant				
Security Installing Dealer; Security Installing Dealer with Central Station; Security Service Company that installs	10,049	2,420	8,381	1,497	646	218	205	51	69	11,067	45.6%	
Systems Integrator, Computer Integrated Systems Design; Access Control/Systems Specialist; Engineered Systems Distributor/Fire	7,384	1,489	6,348	865	395	312	72	63	30	8,085	33.3%	
Subtotal	17,433	3,909	14,729	2,362	1,041	530	277	114	99	19,152	78.9%	
Central Station Service (non-installing)	326	176	166	134	63	8	4	4	16	395	1.6%	
Security Product Distributor; Security Systems Reseller; IT Reseller	944	549	553	268	205	72	12	18	40	1,168	4.8%	
Government/Military; Communications/Utility/Cable/ Telecom Company	613	273	280	280	26	59	29	27	44	745	3.1%	
Security Consultant	792	458	520	77	58	56	12	256	9	988	4.1%	
Security Product Distributor	261	128	114	57	98	15	2	6	9	301	1.2%	
Manufacturer's Representative	228	148	101	28	120	8	2	8	9	276	1.1%	
End User of Security Products; Other allied to the field	948	591	396	460	59	49	28	75	158	1,225	5.1%	
Total Qualified Circulation	21,545	6,232	16,859	3,666	1,670	797	366	508	384	24,250	100.0%	

* Combined print and digital may not equal Total Qualified Unduplicated.

Source – Security Systems News

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated*	Percent	REGION	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated*	Percent
Maine	84	24	97	0.4%	Kentucky	221	56	249	1.0%
New Hampshire	127	29	146	0.6%	Tennessee	424	121	476	2.0%
Vermont	44	4	46	0.2%	Alabama	280	48	303	1.2%
Massachusetts	684	229	780	3.2%	Mississippi	161	26	169	0.7%
Rhode Island	90	37	107	0.4%	E. S. Central	1,086	251	1,197	4.9%
Connecticut	381	113	419	1.7%	Arkansas	144	17	151	0.6%
New England	1,410	436	1,595	6.6%	Louisiana	282	63	311	1.3%
New York	1,799	455	1,972	8.1%	Oklahoma	218	48	238	1.0%
New Jersey	871	213	952	3.9%	Texas	1,387	475	1,594	6.6%
Pennsylvania	936	258	1,038	4.3%	W. S. Central	2,031	603	2,294	9.5%
Mid Atlantic	3,606	926	3,962	16.3%	Montana	70	12	75	0.3%
Delaware	86	21	90	0.4%	Idaho	73	22	87	0.4%
Maryland	539	126	588	2.4%	Wyoming	30	1	30	0.1%
D.C.	46	15	59	0.2%	Colorado	349	142	421	1.7%
Virginia	670	218	783	3.2%	New Mexico	125	33	143	0.6%
West Virginia	100	27	111	0.5%	Arizona	339	107	390	1.6%
North Carolina	718	142	778	3.2%	Utah	177	66	211	0.9%
South Carolina	301	52	332	1.4%	Nevada	143	29	157	0.6%
Georgia	813	228	919	3.8%	Mountain	1,306	412	1,514	6.2%
Florida	1,640	463	1,839	7.6%	Alaska	23	10	27	0.1%
S. Atlantic	4,913	1,292	5,499	22.7%	Washington	297	102	354	1.5%
Ohio	748	183	817	3.4%	Oregon	189	48	206	0.8%
Indiana	385	99	429	1.8%	California	1,923	686	2,249	9.3%
Illinois	875	282	969	4.0%	Hawaii	57	3	58	0.2%
Michigan	519	114	560	2.3%	Pacific	2,489	849	2,894	11.9%
Wisconsin	335	82	368	1.5%	U.S. Territories	36	18	41	0.2%
E. N. Central	2,862	760	3,143	13.0%	U.S. Total	21,086	5,887	23,650	97.5%
Minnesota	401	115	455	1.9%	Canada	459	345	600	2.5%
Iowa	164	38	183	0.8%	Foreign	-	-	-	-
Missouri	356	102	404	1.7%	Foreign Total	459	345	600	2.5%
North Dakota	71	9	75	0.3%					
South Dakota	42	7	46	0.2%					
Nebraska	138	24	151	0.6%					
Kansas	175	45	197	0.8%					
W. N. Central	1,347	340	1,511	6.2%	TOTAL QUALIFIED	21,545	6,232	24,250	100.0%

* Combined print and digital may not equal Total Qualified Unduplicated.

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Non-Paid Print Only	Non-Paid Print & Digital Unduplicated	Non-Paid Digital Only	Total Qualified Unduplicated
July 2016	18,717	3,377	2,156	24,250
August 2016	18,552	3,474	2,217	24,243
September 2016	18,486	3,540	2,224	24,250
October 2016	18,370	3,582	2,298	24,250
November 2016	18,315	3,618	2,317	24,250
December 2016	18,297	3,638	2,315	24,250
January 2017	18,304	3,631	2,315	24,250
February 2017	18,251	3,651	2,348	24,250
March 2017	17,366	4,003	2,881	24,250
April 2017	17,091	4,147	3,012	24,250
May 2017	18,018	3,527	2,705	24,250
June 2017	18,061	3,496	2,693	24,250
6 Month Average	18,456	3,538	2,255	24,249
12 Month Average	18,152	3,640	2,457	24,249

EXPLANATION

This audit report does not include an analysis of Additions and Removals by Issue. Qualified Print contains those recipients who receive the print only edition and the print and digital both edition. Qualified Digital contains those recipients who receive the digital only edition and the print and digital both edition.

Source for Association/Group/Directory Distribution Lists (Print):

	Date(s) Added to File
Info USA	05/2017

Trade Show/Special Event Distribution Locations:

	Date(s) Attended	City, State	# of Copies
ASIS 2016	09/12/16 – 09/14/16	Orlando, FL	400
ISC East Show	11/16/16 – 11/17/16	Maspeth, NY	400
Cloud+ Conference	11/29/16 – 11/30/16	Lost Pines, TX	200
TechSec Solutions Conference	02/27/17 – 02/28/17	Delray Beach, FL	200
ISC West Show	04/04/17 – 04/06/17	Las Vegas, NV	1,400
PSA Security Network	05/07/17 – 05/11/17	Westminster, CO	300
ESX 2017	06/14/17 – 06/16/17	Nashville, TN	500
TOTAL			3,400

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.