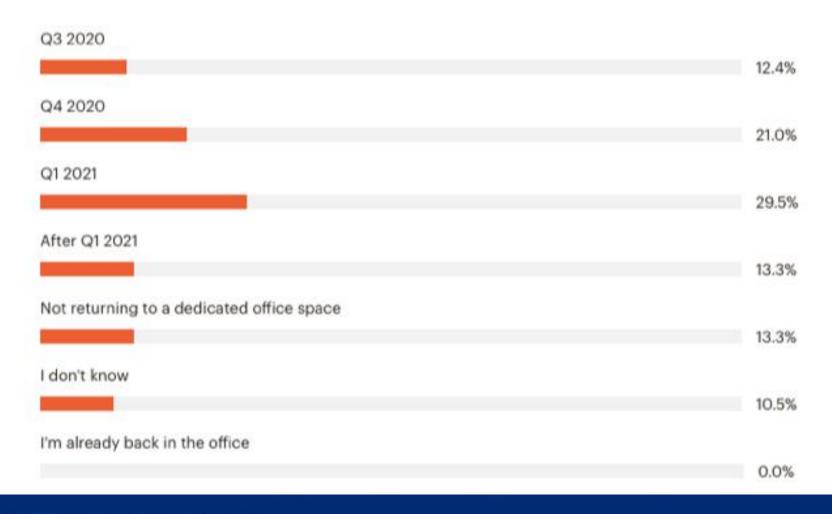
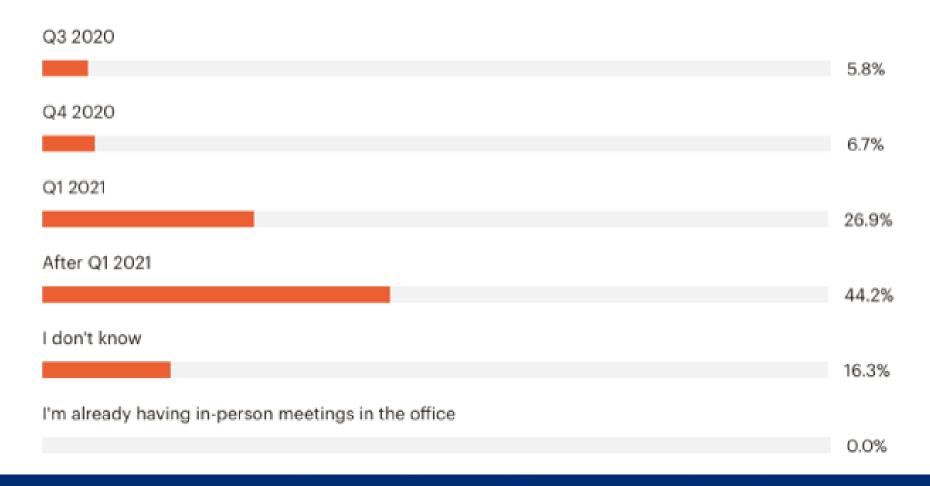


Question 1 has 105 answers (Radio Buttons)

"When are you planning to return to the office full time?"



"When do you plan to start having in-person meetings with vendors in your office again?"



More than half of advertisers still plan to resume or ramp up ad spending in Q3. 1 in 8 have already resumed activity

When do you anticipate your/your client's spending will resume or start to ramp up their advertising







Program Analytics

General Views are defined as the number of times that your profile is served up for consideration in the search results after a query is performed

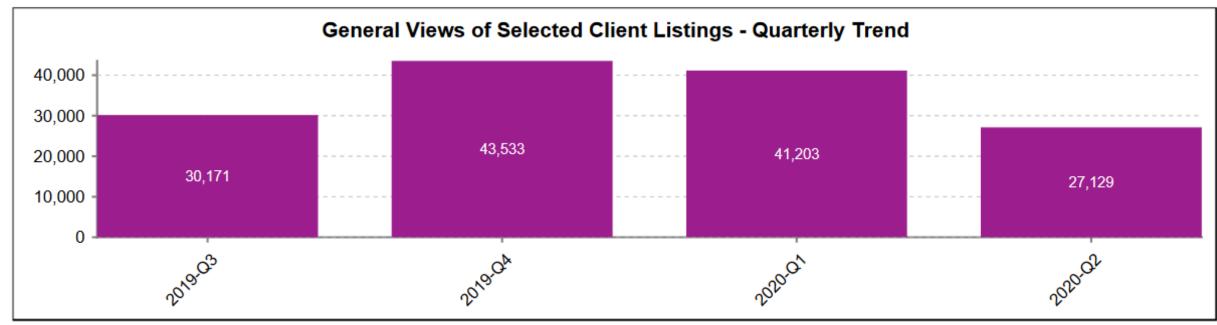
Listing Engagements are defined as actions taken by our users on the listing itself.

Tagging Engagements: Adding the listing to the users report for further consideration

Listing Activity Summary (July 2019 – June 2020)

Paperchain

Total Views: 142,036



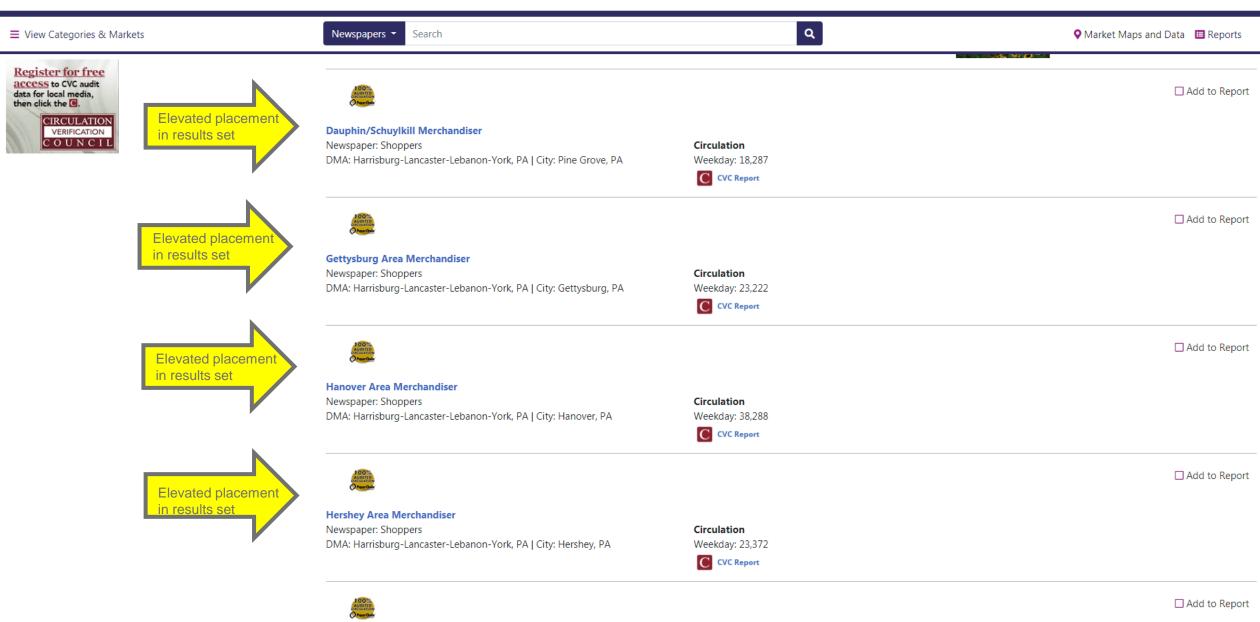
Total General Views - 142,036

General Views

The number of times a listing was served up for consideration on a search results page.









Listing Activity Summary (July 2019 – June 2020)

Paperchain

Total Engagements: 15,360 (approx. 59x per day)



Total Engagements - 15,360

Engagements

Any action taken on the listing at the search results, listing detail, or report level. These actions may include, but are not limited to: clicks to URLs (websites, programming, etc.), viewing any listing detail tab, third party research, social media links, video media kits, featured marketing opportunities, tagging for further evaluation, exporting in a report.



YOUR TARGET IN FOCUS

■ View Categories & Markets

Media ▼

Search

Q

Market Maps and Data Reports

Add to Report 🏖 RFI





■ Video Media Kit

▲ General Information

Hanover Area Merchandiser

Newspaper Website: http://www.themerchandiser.com

Frequency: Published weekly-Wednesday.

Digital Media Listing

Kapp Merchandiser

066336-000 | Newspaper: Shoppers | DMA: Harrisburg-Lancaster-Lebanon-York, PA | City: Hanover, PA

- ▼ Contacts & Reps
- Circulation
- ▼ Rates & Policies
- ▼ Issues & Specs
- Classified Rates And Data



SRDS Users Also Viewed

Hershey Area Merchandiser Kapp Advertising Services, Inc. Merchandiser Gettysburg Area Merchandiser Northern Adams/York Merchandiser Dauphin/Schuylkill Merchandiser Myerstown Area Merchandiser Lebanon Merchandiser **Engle Publishing Company** Harrisburg-Lancaster-Lebanon-York Power Buy LNP

YOUR TARGET IN FOCUS

LISTSOLUTIONS



Media ▼

Search

Q

Market Maps and Data EReports

Video Media Kit



II 0:14 / 0:57



Add to Report 🏖 RFI

■ Video Media Kit

Hanover Area Merchandise Newspaper Website: http://

Frequency: Published weekl

Digital Media Listing

066336-000 | Newspaper: Sh

Kapp Merchandiser

- ▼ Contacts & Reps

- Classified Rates And Data

SRDS Users Also Viewed

Hershey Area Merchandiser Kapp Advertising Services, Inc. Merchandiser Gettysburg Area Merchandiser Northern Adams/York Merchandiser Dauphin/Schuylkill Merchandiser Myerstown Area Merchandiser Lebanon Merchandiser **Engle Publishing Company** Harrisburg-Lancaster-Lebanon-York Power Buy LNP



▼ Rates & Policies

▼ Issues & Specs

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PUBLICATION AUDIT REPORT

Audit Period: April 1, 2017 - March 31, 2019

OUR DATA SPEAKS VOLUMES

KAPP - Advertising Services, Inc.

100 East Cumberland Street

Lebanon, PA 17042

EMAIL: sales@themerchandiser.com (717) 273-8127 www.themerchandiser.com (717) 273-0420 FAX

1. Audited Media Platforms

274,436 (Print Edition) Print Publication: Average Net Circulation: Digital Edition: Average Monthly Unique Users: 2,256 (Digital Edition) Website: Average Website Unique Users: 10,467

2. Publication Information

Number of Editions: Eleven

Format / Average Page Count: Tabloid / 28 Pages

Circulation Cycle: Weekly

Ownership: Kapp Advertising Services, Inc.

Year Established: 1950

Community Newspaper Publication Type:

100% Controlled / 0% Paid / 0% Sponsor Paid

Content: 75% Advertising / 25% Editorial

Primary Delivery Methods: 92% Carrier Delivery / 8% Controlled Bulk

Yes - ZIP Code / Route / Zone Insert Zoning Available:

CVC Member Number: 13-0905

Harrisburg, PA / Harrisburg--Lebanon--Carlisle, PA / Lebanon, PA DMA/MSA/CBSA:

Mid-Atlantic Community Papers Association Audit Funded By:

Independent Free Papers of America

3. Rate Card and Mechanical Data

Rate Card Effective Date: April 1, 2019

Mechanical Data: Five (5) columns X 16" column depth

Hanover Area Merchandiser

Kapp Advertising Service, Inc.



▲ General Information

Hanover Area Merchandiser

Newspaper Website: http://www.themerchandiser.com

Frequency: Published weekly-Wednesday.

Digital Media Listing

Kapp Merchandiser

066336-000 | Newspaper: Shoppers | DMA: Harrisburg-Lancaster-Lebanon-York,

▼ Contacts & Reps

Circulation

▼ Rates & Policies

Issues & Specs

Classified Rates And Data

Lebanon Merchandiser **Engle Publishing Company** Harrisburg-Lancaster-Lebanon-York Power Buy LNP

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Market Maps and Data 📙 Reports

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. Merchandiser andiser

iser

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Listing Activity Summary (July 2019 – June 2020)

Paperchain

Total "tagging" Engagements: 4,185



Total Tagging Engagements - 4,185

Tagging Engagements: Adding the listing to the users report for further consideration



Market Maps and Data EReports



■ View Categories & Markets

Hanover Area Merchandiser

Kapp Advertising Service, Inc.

Media ▼

Search





■ Video Media Kit



C CVC Report

Hanover Area Merchandiser

Newspaper Website: http://www.themerchandiser.com

Frequency: Published weekly-Wednesday.

Digital Media Listing

Kapp Merchandiser

066336-000 | Newspaper: Shoppers | DMA: Harrisburg-Lancaster-Lebanon-York, PA | City: Hanover, PA

- ▼ Contacts & Reps
- Circulation
- ▼ Rates & Policies
- ▼ Issues & Specs
- Classified Rates And Data



SRDS Users Also Viewed

Hershey Area Merchandiser Kapp Advertising Services, Inc. Merchandiser Gettysburg Area Merchandiser Northern Adams/York Merchandiser Dauphin/Schuylkill Merchandiser Myerstown Area Merchandiser Lebanon Merchandiser **Engle Publishing Company** Harrisburg-Lancaster-Lebanon-York Power Buy LNP



DMA: Harrisburg-Lancaster-Lebanon-York, PA, Philadelphia, PA

Of the 38 listings that are represented in this DMA:

Engle Publishing Company was the most 4th viewed listing
The Franklin Shopper was the 5th most viewed listing
Kapp Advertising Services was the 7th most viewed listing
Lebanon Merchandiser was the 12th most viewed listing
Hanover Area Merchandiser was the 14th most viewed listing
The Shopping News of Lancaster Country was the 15th most viewed listing
Dauphin/Schuylkill Merchandiser was the 16th most viewed lsiting



PaperChain®

Promoting Community Papers



Category Activity (August 2019 - June 2020)

Category: Harrisburg-Lancaster-Lebanon-York, PA

Media Type: Newspapers

Top Category Media Profiles

General Views

- 1. Harrisburg-Lancaster-Lebanon-York Power Buy (856066-000)
- 2. LNP (017299-000)
- 3. Lancaster County Magazine (993567-000)
- 4. Engle Publishing Company (250104-000)
- 5. Franklin Shopper (051732-000)
- 6. The York Dispatch*York Daily Record*York Sunday News (017762-000)
- 7. Kapp Advertising Services, Inc. Merchandiser (854347-000)
- 8. The Sentinel (017305-000)
- 9. The Patriot-News (017289-000)
- 10. The Record Herald (017344-000)

- 11. Gettysburg Times (017286-000)
- 12. Lebanon Merchandiser (066341-000)
- 13. Lebanon Daily News (017302-000)
- 14. Hanover Area Merchandiser (066336-000)
- 15. The Shopping News of Lancaster County (022498-000)
- 16. Dauphin/Schuylkill Merchandiser (066339-000)
- 17. The Sentinel (017272-000)
- 18. The Evening Sun (017288-000)
- 19. County Observer (064489-000)
- 20. Hershey Area Merchandiser (066335-000)



DMA: Washington, DC (Hagerstown, MD)

Of the 89 listings that are represented in this DMA:

The Washington Informer was the 3th most viewed listing Baltimore Times / Annapolis Times was the 11th most viewed listing The Beacon was the 13th most viewed listing







Category Activity (August 2019 - June 2020)

Category: Washington, DC (Hagerstown, MD)

Media Type: Newspapers

Top Category Media Profiles

General Views

- Classified Advertising Network of Maryland-Delaware-D.C.
 (864045-000)
 11. Baltimore Times/Anna (864045-000)
- Maryland-Delaware-District of Columbia Press Service, Inc. (205774-000)
- The Washington Informer (867653-000)
- 4. USSPI Media Suburban Washington D.C. (047324-000)
- 5. Washington Suburban Press Network (108959-000)
- 6. Washington, DC-Maryland Power Buy (923056-000)
- 7. Maryland-Delaware-DC Press Service, Inc. (205836-000)
- 8. The Washington Post (016295-000)
- 9. Cumberland Times-News (016682-000)
- 10. Franklin Shopper (051732-000)

- 11. Baltimore Times/Annapolis Times (055269-000)
- 12. The Free Lance-Star (017537-000)
- 13. The Beacon (916030-000)
- 14. The Frederick News-Post (016684-000)
- 15. Culpeper Star-Exponent (017534-000)
- 16. The Washington Times (028528-000)
- 17. Fauquier Times (027352-000)
- 18. The Herald-Mail (016685-000)
- 19. The Winchester Star (017554-000)
- 20. The Journal (017595-000)



DMA: Burlington, VT-Plattsburgh, NY | State: New York

Of the 30 listings that are represented in this DMA:

Sun Community News was the #1 most viewed listing Lakes Regional Free Press was the 5th most viewed listing







Category Activity (August 2019 - June 2020)

Category: Burlington, VT-Plattsburgh, NY

Media Type: Newspapers

Top Category Media Profiles

General Views

1. Sun Community News & Printing Media Group (351603-000)	11. Tupper Lake Free Press and Herald (049148-000)
2. The Adirondack Daily Enterprise (973095-000)	12. The Press-Republican (017027-000)
3. Burlington Free Press (017517-000)	13. Valley News (016928-000)
4. NENPA Ad Network Vermont Power Buy (862154-000)	14. The Rutland Herald (017519-000)
5. Lakes Region Free Press (871425-000)	15. The Vermont Eagle (860435-000)
6. Vermont Business Magazine (032533-000)	 New York Press Service/Burlington-Plattsburgh Market (213496-000)
7. The Caledonian-Record (017521-000)	17. Seven Days (131992-000)
8. Lake Placid News (083463-000)	18. The World (065500-000)
9. The Times Argus (017514-000)	19. St. Albans Messenger (017520-000)
10. Addison County Independent (023294-000)	20. Malone Telegram (355625-000)



DMA: Rochester, NY | City: Avon, NY

Of the 35 listings that are represented in this DMA:

Genesee Valley Penny Saver was the #1 most viewed listing Wayuga Community Newspapers was the #3 most viewed listing Messenger Post Media was the 4th most viewed listing Community Shopping Guide was the 14th most viewed listing Hamlin Clarkson herald was the 9th most viewed listing Newark Pennysaver was the 15th most viewed listing Chronicle Ad-Viser was the 19th most viewed listing







Category Activity (August 2019 - June 2020)

Category: Rochester, NY

Media Type: Newspapers

Top Category Media Profiles

General Views

- 1. Genesee Valley Penny Saver (047369-000)
- 2. Rochester Business Journal (053655-000)
- 3. Wayuga Community Newspapers, Inc (049146-000)
- 4. Messenger Post Media (022760-000)
- 5. Democrat and Chronicle (017030-000)
- 6. New York Press Service/Rochester Market (213487-000)
- 7. Catholic Courier (022790-000)
- 8. City Newspaper (022755-000)
- 9. Hamlin Clarkson Herald (450728-000)
- 10. Fairport-East Rochester Post (425677-000)

- 11. Community Post (902007-000)
- 12. Brighton-Pittsford Post (031330-000)
- 13. El Mensajero Catolico (907319-000)
- 14. Community Shopping Guide-Canandaigua/Victor (975132-000)
- 15. Newark Pennysaver (031239-000)
- 16. Westside News (109617-000)
- 17. Sodus Williamson Pennysaver (056698-000)
- 18. Finger Lakes Times (016995-000)
- 19. Chronicle Ad-Viser (860048-000)
- 20. Gates-Chili Post (047621-000)



DMA: Milwaukee, WI

Of the 49 listings that are represented in this DMA:

Wisconsin Community Papers was the #1 most viewed listing Washington Country Post was the 4th most viewed listing Janesville Messenger was the 15th most viewed listing The Sheboygan Sun was the 20th most viewed listing







Category Activity (August 2019 - June 2020)

Category: Milwaukee, WI

Media Type: Newspapers

Top Category Media Profiles

General Views

- 1. Wisconsin Community Papers (043291-000)
- 2. Greater Milwaukee Today Network (GMT) (395747-000)
- 3. USSPI Media Suburban Milwaukee (047325-000)
- 4. Washington County's Daily News (048765-000)
- 5. Waukesha Freeman (017634-000)
- 6. Washington County Post (031924-000)
- 7. Watertown Daily Times (017633-000)
- 8. Milwaukee Journal Sentinel (017623-000)
- 9. Express News Newspapers (436164-000)
- 10. Catholic Herald (022581-000)

- 11. Kenosha News (017617-000)
- 12. The Journal Times (017627-000)
- 13. APG Southern Wisconsin (023089-000)
- 14. Community Journal (022582-000)
- 15. Janesville Messenger (394847-000)
- 16. Wisconsin Jewish Chronicle (870033-000)
- 17. The Sheboygan Sun (371885-000)
- 18. The Daily Jefferson County Union (017613-000)
- 19. Daily Citizen (017608-000)
- 20. The Sheboygan Press (017630-000)



DMA: West Palm Beach, FL

Of the 28 listings that are represented in this DMA:

Hometown News was the #1 most viewed listing
Boca Times was the 7^h most viewed listing
Jewish Journal Palm Beach South was the 18th most viewed listing







SRDS Category Activity (August 2019 - June 2020)

Category: West Palm Beach-Ft. Pierce, FL

Media Type: Newspapers

Top Category Media Profiles

	General views	
	1. Hometown News (455640-000)	11. The Coastal Star (961206-000)
	2. Palm Beach Florida Weekly (932219-000)	12. Palm Beach Daily News (016327-000)
	3. Treasure Coast News/Press-Tribune (028344-000)	13. El Latino Semanal (941024-000)
	4. The Palm Beach Post (016338-000)	14. Stuart (953499-000)
	USSPI Media Suburban Fort Pierce-Port St. Lucie (850816-000)	15. Town Crier Newspapers (046643-000)
	6. Palm Beach Illustrated (000769-000)	16. Savings Guide Mag (976645-000)
	7. Boca Raton Magazine (020213-000)	17. Boca Times (907477-000)
	8. Boca Life Magazine (972802-000)	18. Jewish Journal Palm Beach South (907696-000)
	9. Living Magazine (947610-000)	19. Gateway Gazette (907498-000)
	10. Herald & Coastal Observer (022207-000)	20. Jewish Journal Palm Beach Central (907694-000)

DMA: Des Moines / Ames, IA

Of the 66 listings that are represented in this DMA:

Bondurant Living Magazine was the #1 most viewed listing Indianola Living Magazine was the #2 most viewed listing North Polk Living Magazine was the #3 most viewed listing The Consumer Weekly was the #8 most viewed listing The Reminder is the #7 most viewed listing







Category Activity (April 2020 - June 2020)

Category: Des Moines-Ames, IA

Media Type: Newspapers

Top Category Media Profiles

General Views		
1. Bondurant Living Magazine (982568-000)	11. Daily lowegian (016536-000)	
2. Indianola Living Magazine (461354-000)	12. The Fort Dodge Messenger (016547-000)	
3. North Polk Living Magazine (985644-000)	13. The Des Moines Register (016543-000)	
4. Journal-Express (047443-000)	14. Times-Republican (016552-000)	
5. Pella Chronicle (047626-000)	15. Daily Times Herald (016534-000)	
6. Oskaloosa Herald (016559-000)	16. World Journal (110456-000)	
7. The Reminder (417465-000)	17. Pennysaver (022921-000)	
8. The Consumer Weekly (417458-000)	18. Adair County Free Press (463101-000)	
9. Shopper (022925-000)	19. The Advertiser (390638-000)	
10. Ad Express (417410-000)	20. Newton Daily News (016557-000)	

Summary: Buyers search media options on SRDS and purchase through Adwanted



- Initial rates used are either rate card and frequency discounts imported from SRDS, or pre-negotiated corporate rates specified by publisher on Adwanted.
- Buyers can find the newspaper they want on SI They will click on the "shop" button on the SRDS listing.
- The button will take the buyer to the publisher's PMP on Adwanted.
- Buyers can view ad sizes, insertion dates, etc. and click on selections that go into a cart (like Amazon).
- An alert is sent to the newspaper (seller, ad director and/or online sales manager), which opens a text-based discussion that is retained in Adwanted for future reference.
- Buyer negotiates through online text-based messaging. Once agreement is reached Publisher can generate a quote or insertion order for buyer.
- Negotiations/transactions are stored for full transparency/history (combats archival issues following staff turnover or team transitions).



THE ANSWER IS HERE: ADWANTED



It is already happening in Europe. Adwanted represents 65% of the advertising

marketplace in France























SIDE









PRINT/DIGITAL





















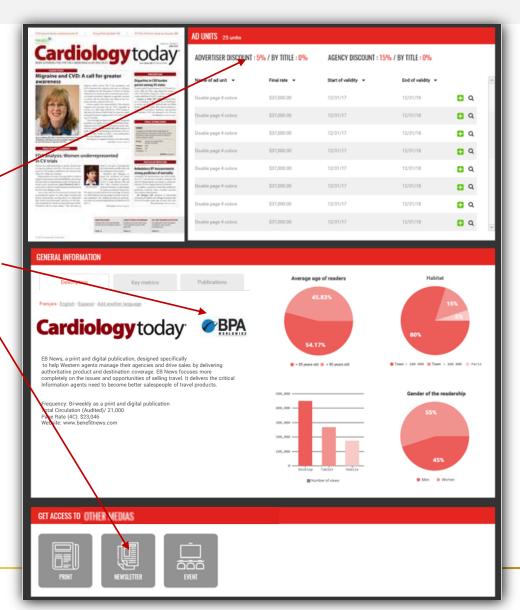




EVERY BRAND GETS A PRIVATE

MARKETPLACE (PMP)

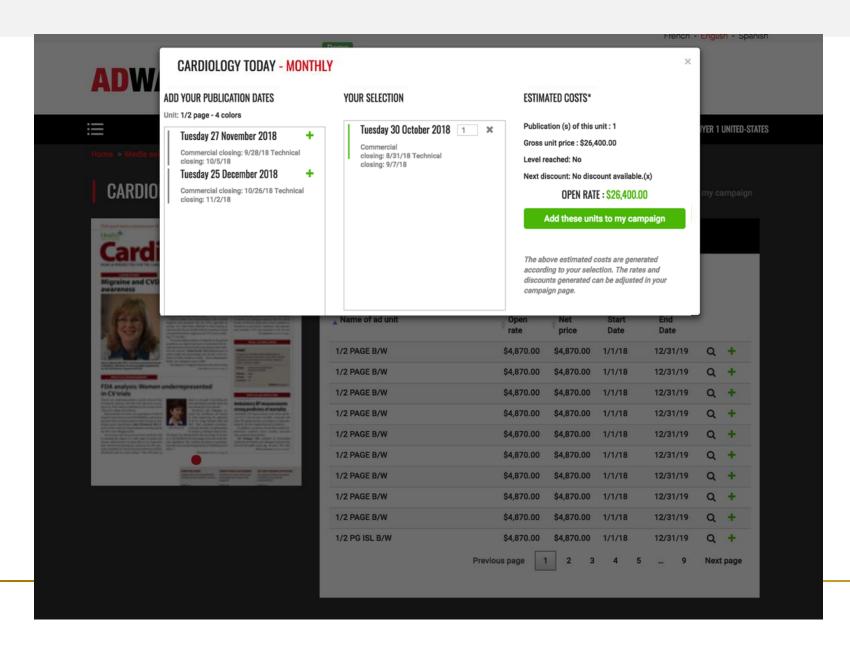
- Private access granted (Client Specific)
- Rates can be specific to the agency/client
- Stats, Audited Metrics and Marketing info
- Multi-platform offerings for each brand





BUYERS CAN PICK DATES

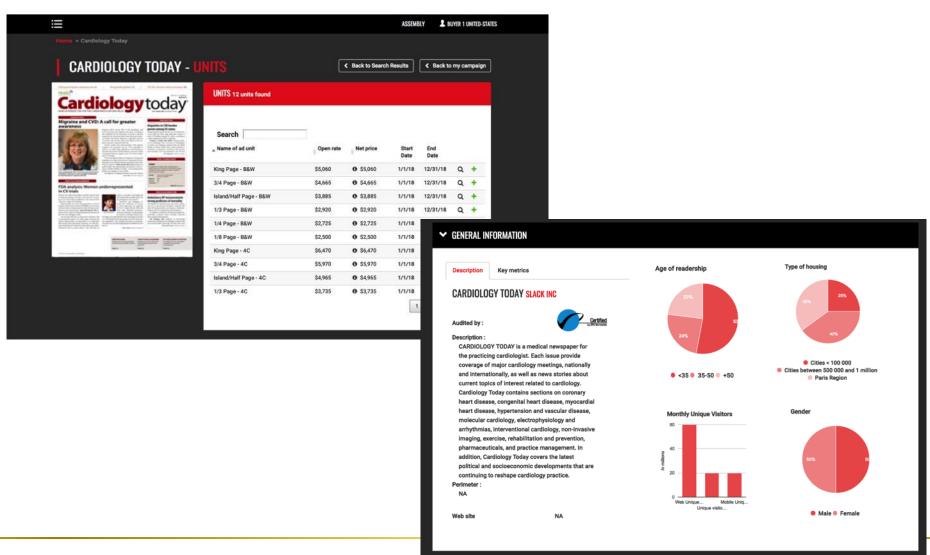






Buyers see rates, KEY info

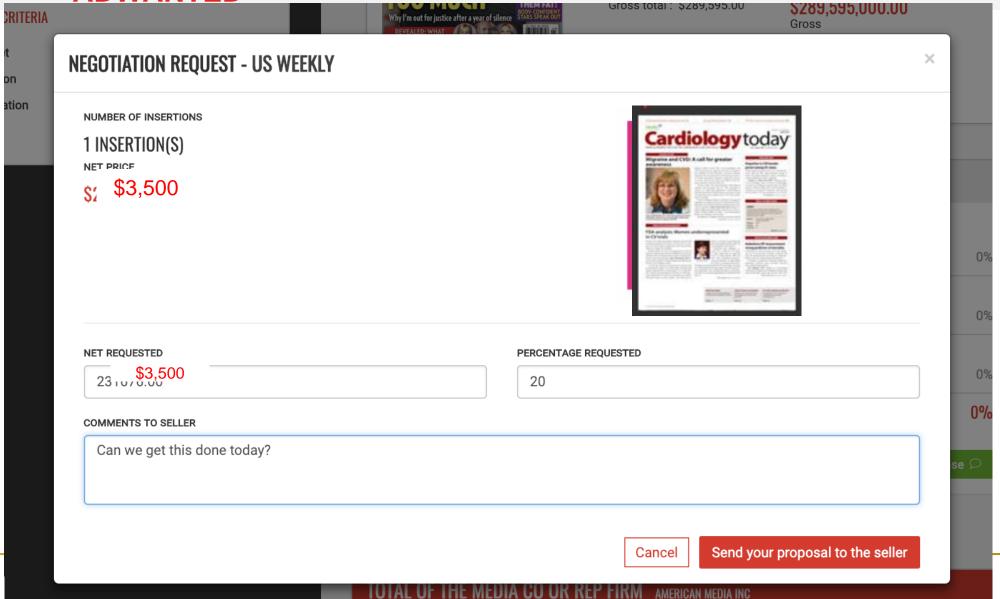






BUYERS CONTACT PUBLISHER THROUGH ADWANTED

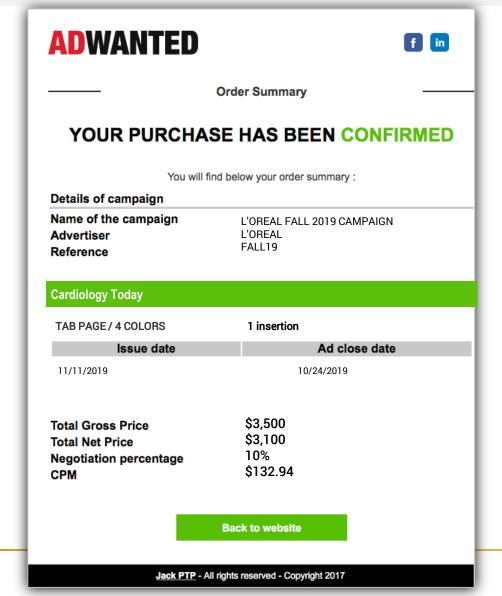






BUYER CAN SEND I/O OR INTEGRATE WITH BILLING UNIT







TURN-KEY SALES



- Adwanted does not charge newspapers any set-up charges or monthly fees
- Newspapers would pay only when an ad is sold through platform
- Small percentage of each transaction
- First 15 transactions are free of transaction fees



Thank you!

For questions and inquiries, please contact:

Michael Forgash Account Director SRDS Michael.Forgash@srds.com 917-885-9793

Listing Updates: Email: NASUPDATE@SRDS.COM

