



# DIGITAL AUDIENCE PROFILE

ADVERTISE WITH *THE DRILLER*

*The Driller* is the No. 1 media platform for drilling and water supply professionals, and widely read across the drilling industry. We cover the people, equipment and techniques in water well, geotechnical, environmental, geothermal, foundations, mining, energy and other drilling markets, as well as manufacturers and distributors.

[www.thedriller.com](http://www.thedriller.com)



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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

### Total Audience

THE DRILLER is for professionals in the drilling and water supply industries, including those working in water wells, geothermal, foundations, mining, energy, and the manufacturers and distributors that serve them.

29,366	10,223	85%
Total Audience Reach	Unique Active Audience	Engaged

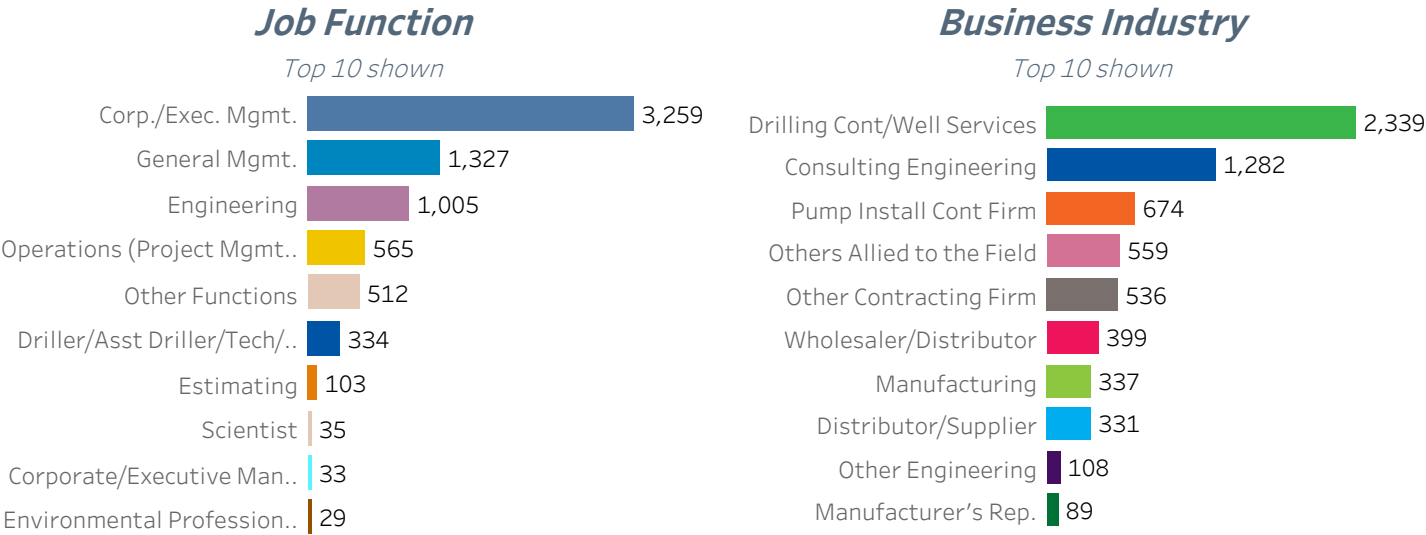
### Core Channels

	Total Channel Audience	Unique to Channel	
Website	12,930	2,141	
Newsletter	5,771	3,656	
			

### Additional Channels

327	4,397	10,665
Unique Event Registrants	Standard eBlast Delivery	Social Media Total Followers

### Demographics



7,215 responses

6,780 responses



## Audience Profile Glossary

### UNDERSTANDING AUDIENCE PROFILE DASHBOARD

#### Time Frame - As of Last day of Month shown

- **Total Audience:**

**Total Audience Reach:** Reflects the combined exposure across Website, Newsletter, Social Media Followers, and eMagazine channels. Counts are cumulative and may include overlap between platforms. Only where applicable, also includes Continuing Education user counts.

- **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, Newsletter, 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 Newsletter channels but not eMagazine. Or a customer is active within Newsletter 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.

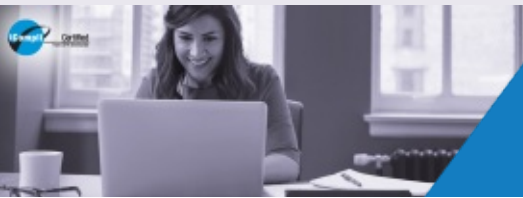
#### Demographics

- **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
Newsletter	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



Newsletters



Active Unique Recipients

5,771



% of Recipients Engaged

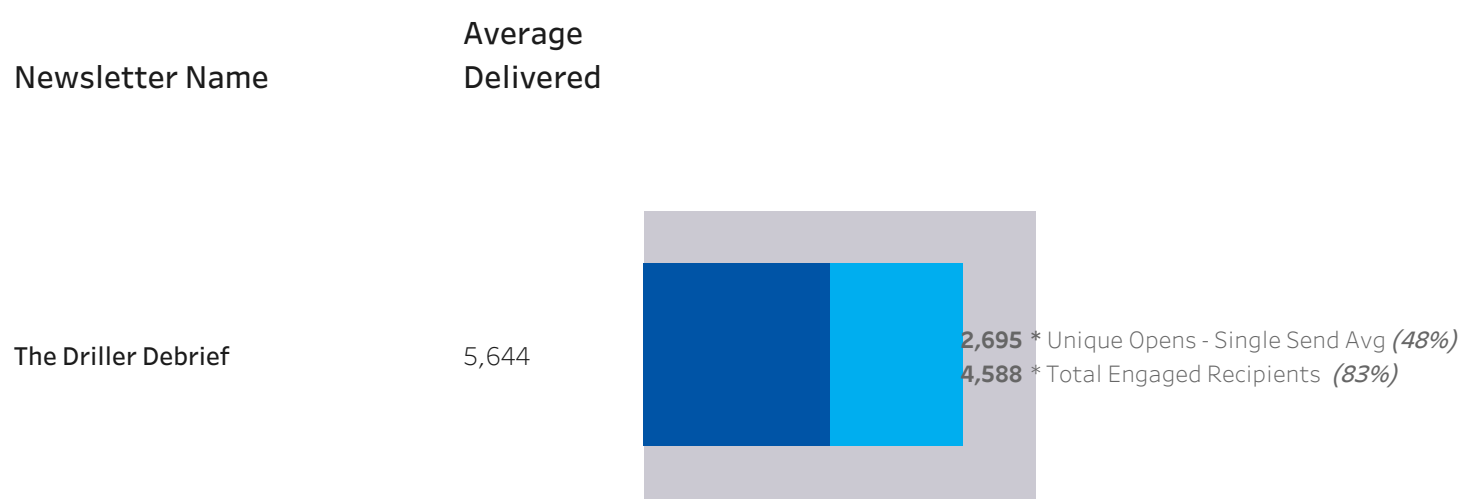
83%



Sends per Month

5

Recipient Activity by Newsletter Over the Last 3 Months



**Engaged Recipient:** Any recipient who opened at least one email of this type in the report time frame.

Unique Opens - Single Send Avg    Unique Opens - All Sends    Delivered

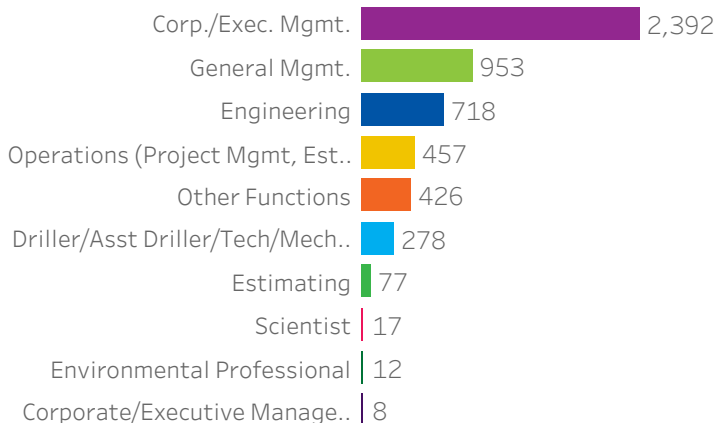
Newsletter Activity Averages

Newsletter Name	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
The Driller Debrief	4.7	5,644	2,695	47.7%	118	2.1%

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

**Newsletters - Recipient Demographics & Locations****Demographic - Job Function**

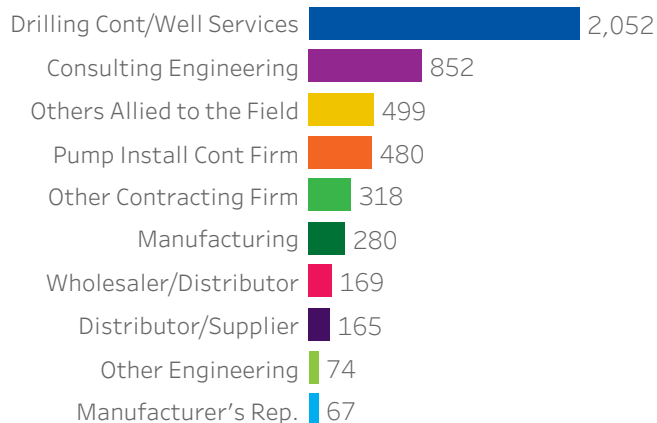
Top 10 Shown



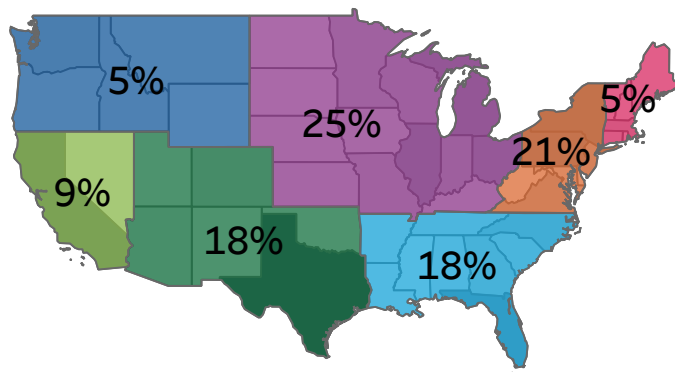
5,339 recipients with responses

**Demographic - Business/Industry**

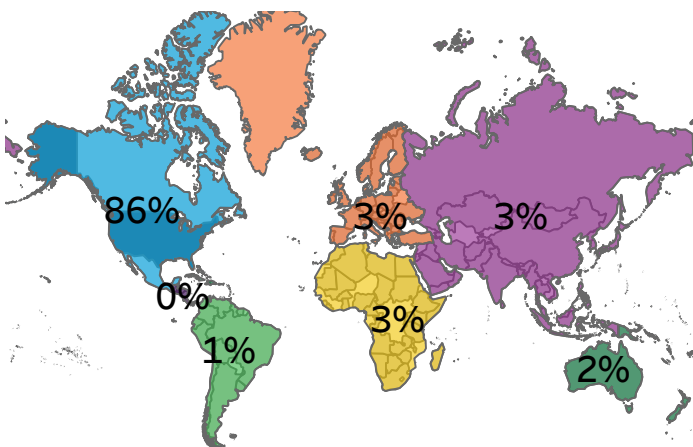
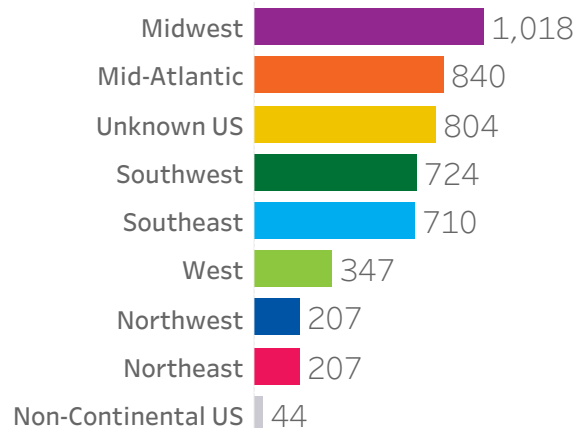
Top 10 Shown



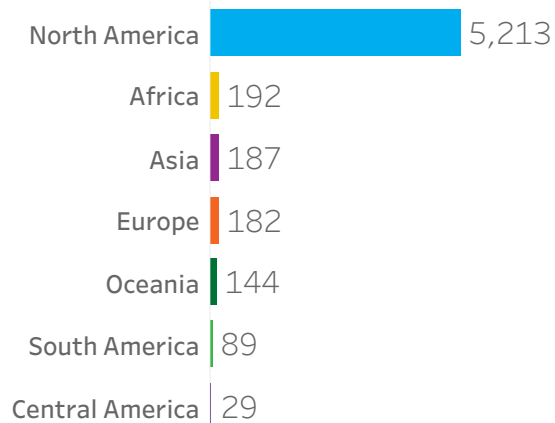
5,004 recipients with responses



81% of recipients are located in the US

**Unique Recipients by Region**

19% of recipients are located internationally

**Unique Recipients by Region**



## Newsletter Audience Glossary

### UNDERSTANDING NEWSLETTER AUDIENCE DASHBOARD

#### Time Frame

3 Months

#### KPIs

- **Active Unique Recipients:** Number of unique email addresses that received any brand Newsletter in the 3-month period.
- **% of Recipients Engaged:** Percent of recipients who opened\* any Newsletter.
- **Sends / Month:** Total Newsletters sent per month.

#### Recipient Activity by Newsletter

- **Average Delivered:** The average number of emails delivered per Newsletter.
- **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.

#### Newsletter Activity Averages

- **Monthly Sends:** Total number of Newsletters deployed per month.
- **Delivered:** Average number of eMails, per Newsletter, deployed per month.
- **Unique Opens:** Average number of unique Recipients (delivered) who opened\* a particular Newsletter.
- **Open Rate:** The ratio of Unique Opens\* to Delivered.
- **Total Clicks:** Average number of recipients who clicked a link within a particular Newsletter.
- **CTR:** Click Through Rate is the percentage of recipients who click on a link within the Newsletter.

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



Website - [www.thedriller.com](http://www.thedriller.com)



Average Monthly  
Users

**13,155**



Average Monthly  
Sessions

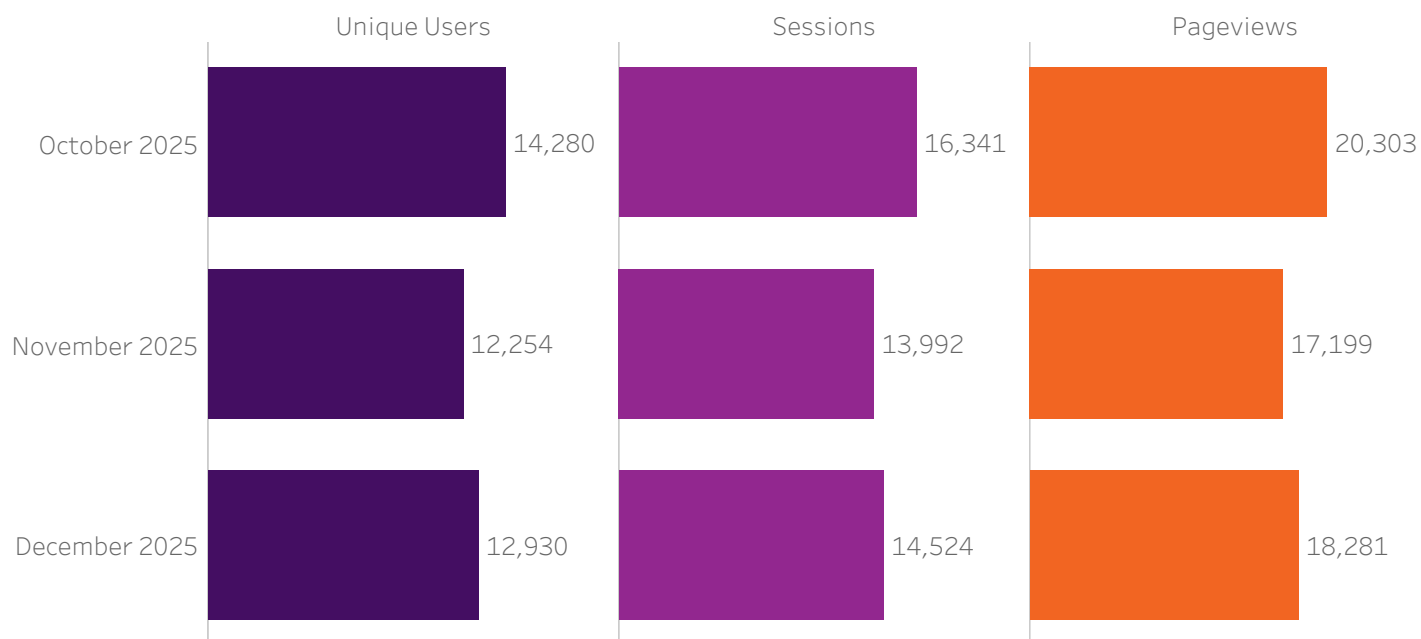
**14,952**



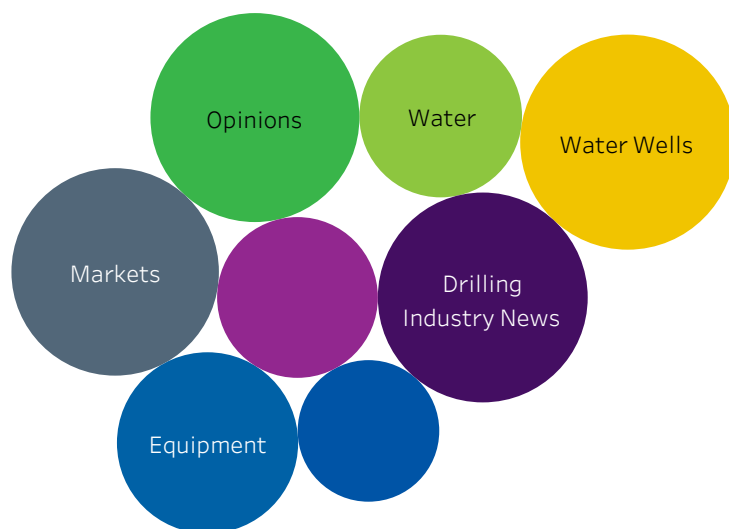
Average Monthly  
Pageviews

**18,594**

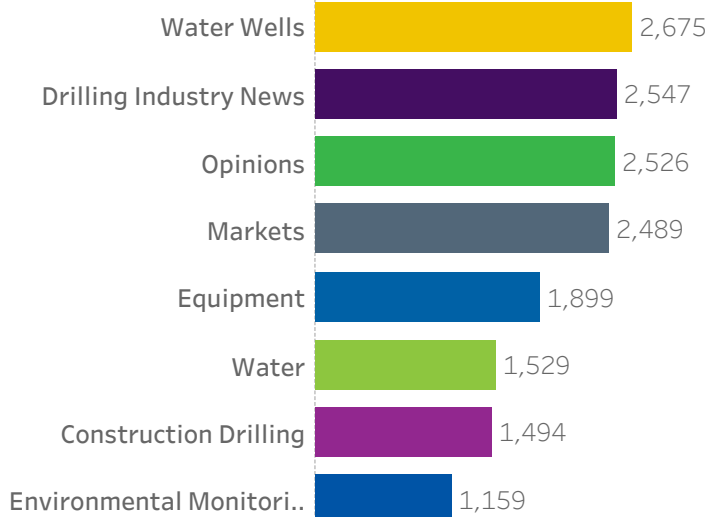
## Monthly Website Statistics



## Top 8 Content Topics Viewed



### Average Monthly Pageviews





## Website - Known User Activity



Active Registered Users

**1,029**



Active Known Users

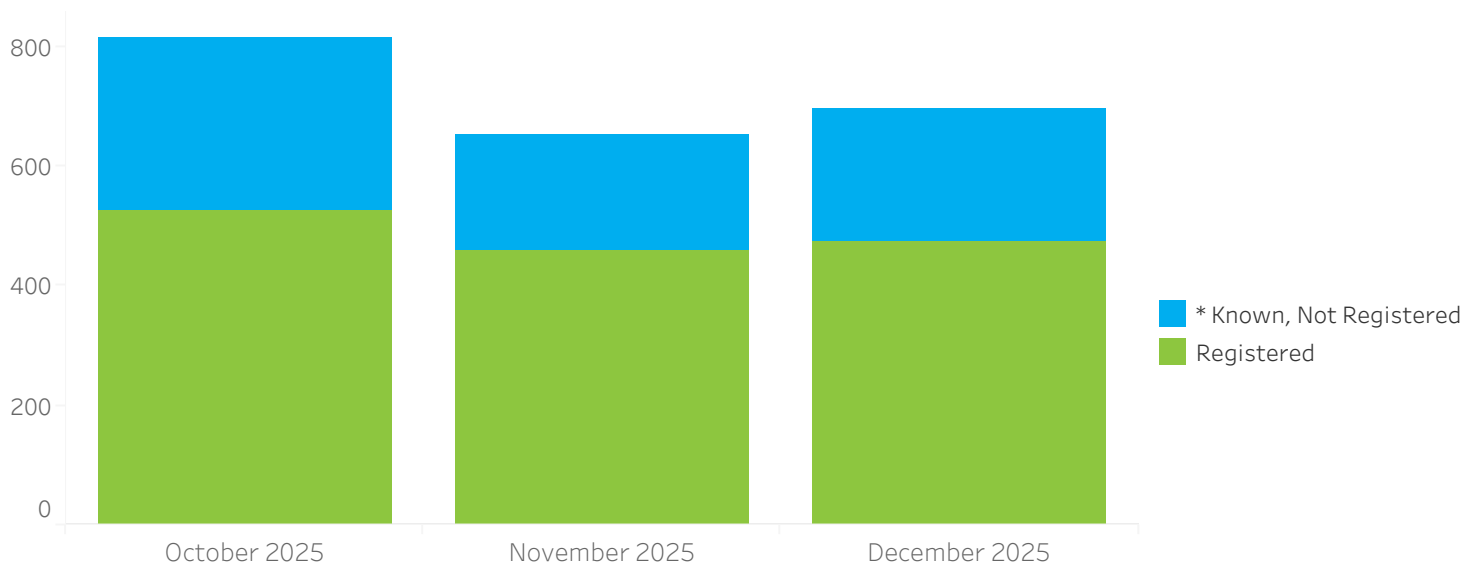
**1,572**



Average Visits per User

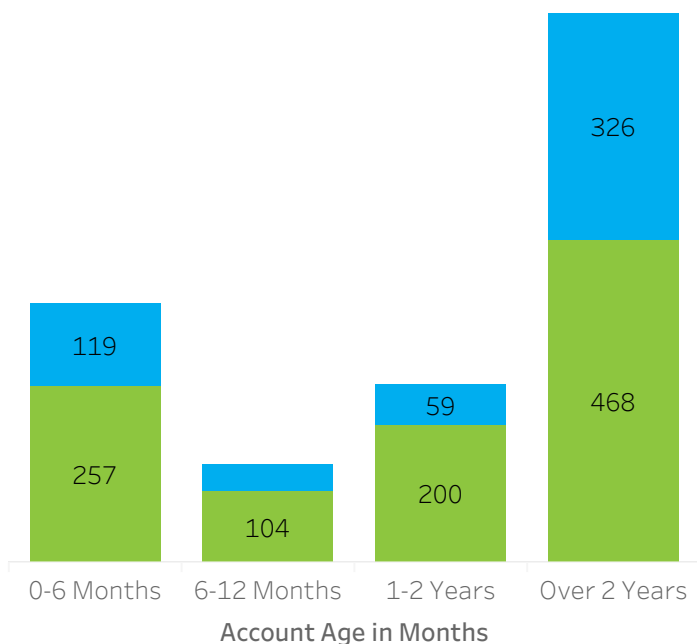
**13.9**

### Website Users

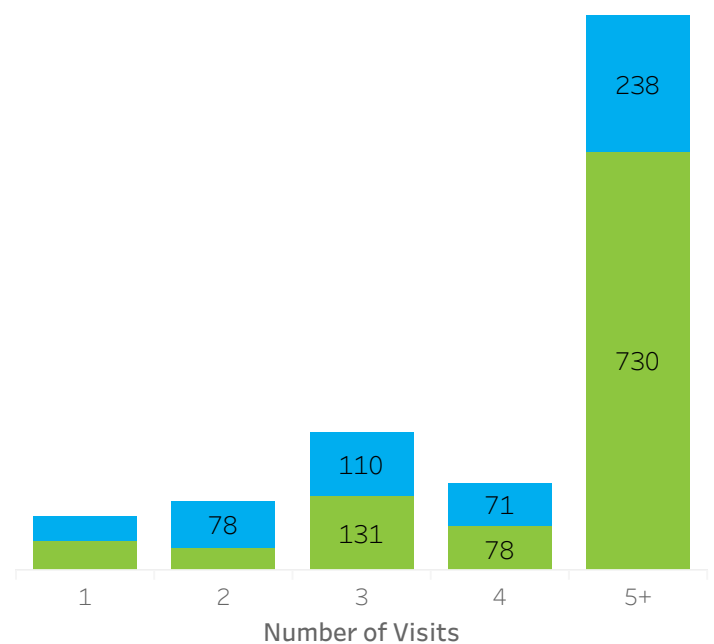


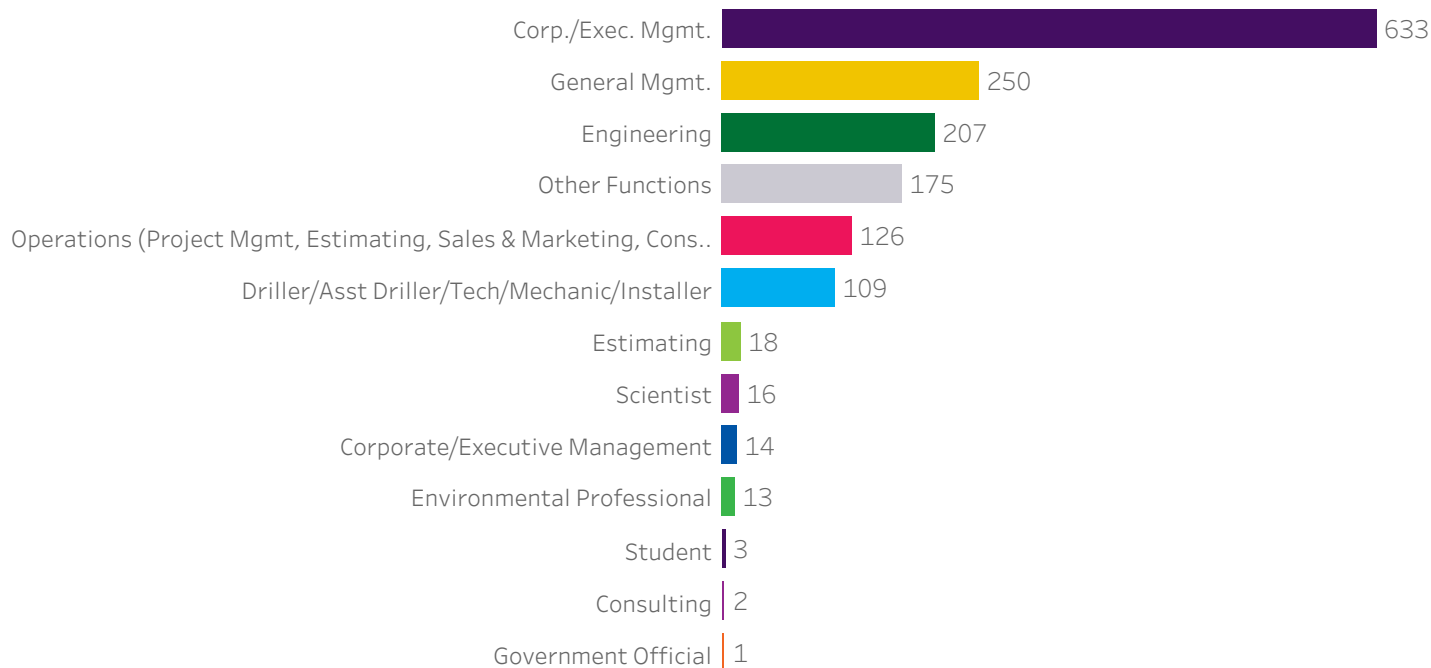
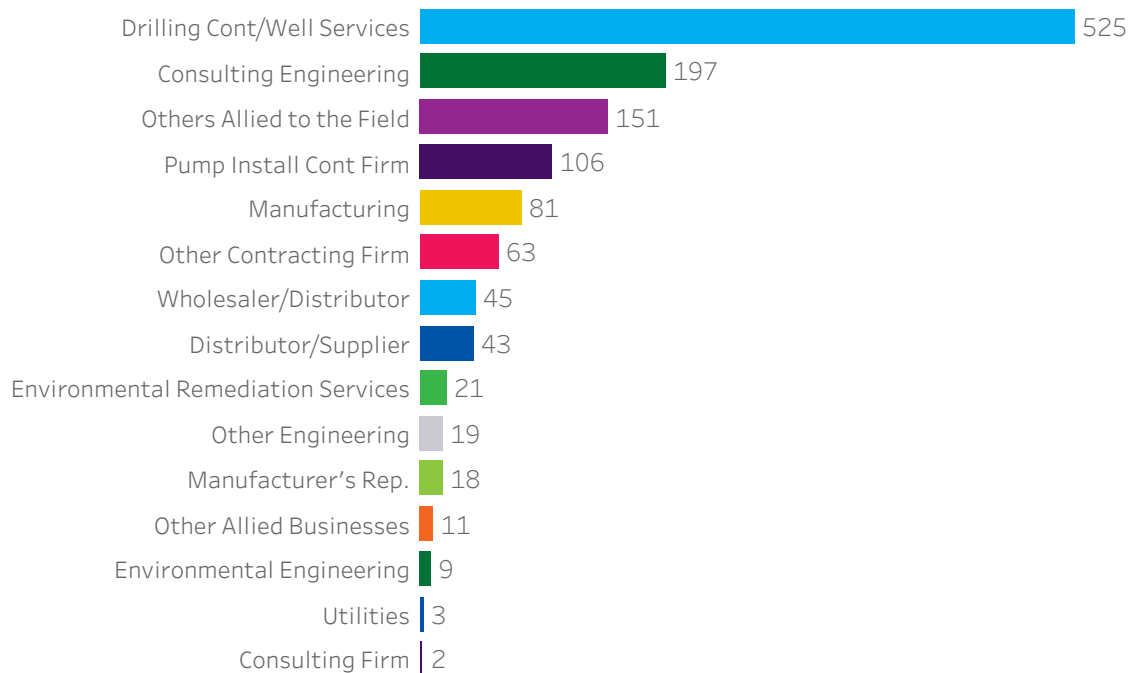
\* Users that are identified in the BNP Media database but are not registered with this website

### Known Users by Account Age



### Known Users by Visit Frequency



**Website** - User Demographics**Demographic - Job Function** *Top 13 Shown**1,567 or 100% of users with responses***Demographic - Business/Industry** *Top 15 Shown**1,298 or 83% of users with responses*



Website - User Locations



% of Users Based in US

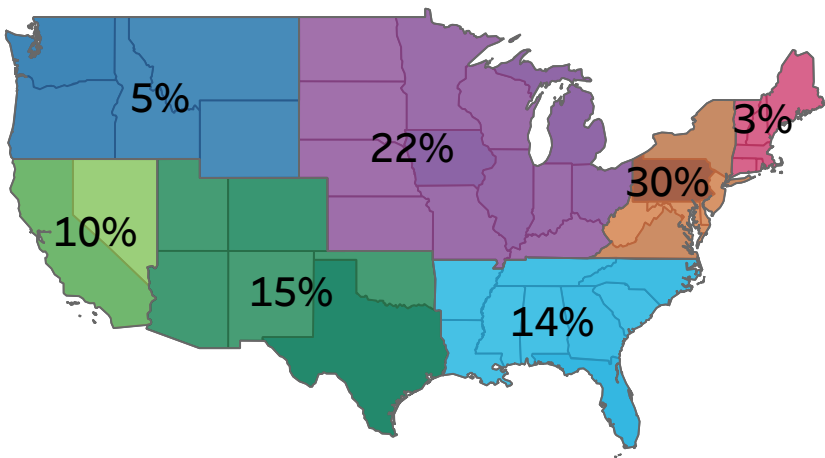
80%



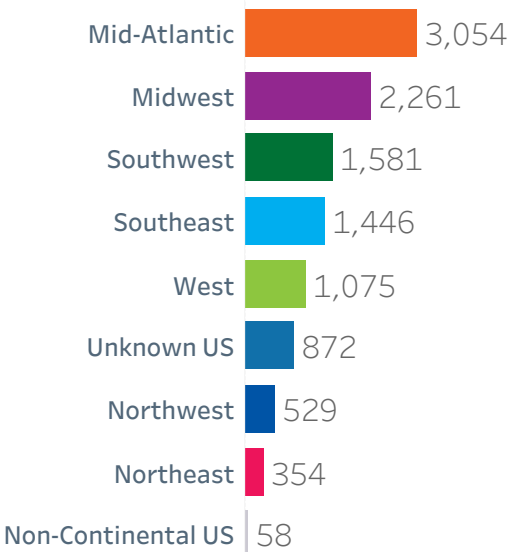
Average Monthly Users Based in US

11,229

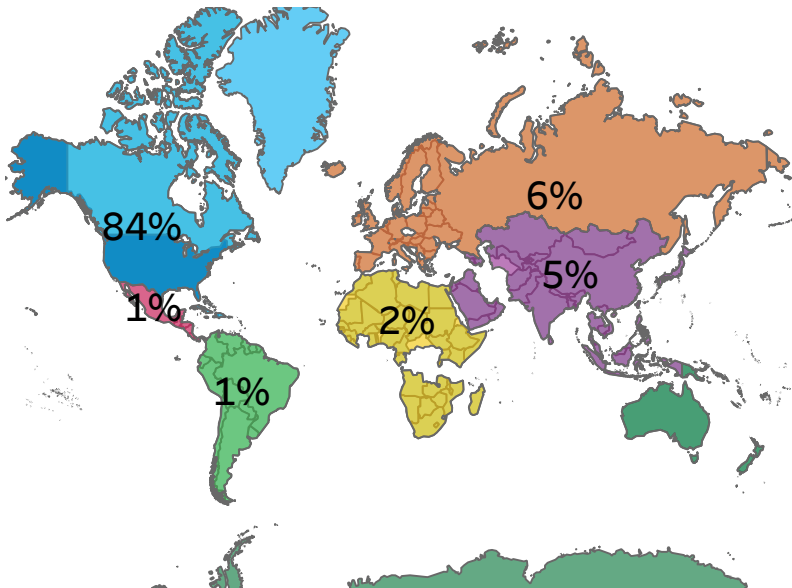
Geographic - US Regions



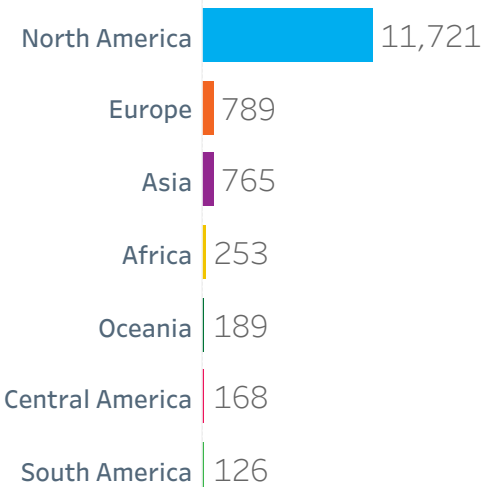
Unique Users by Region



Geographic - World Regions



Unique Users by Region





## 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.

### 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.



## Sponsored eBlasts



Total Average Delivered

**4,346**



% of Recipients Engaged

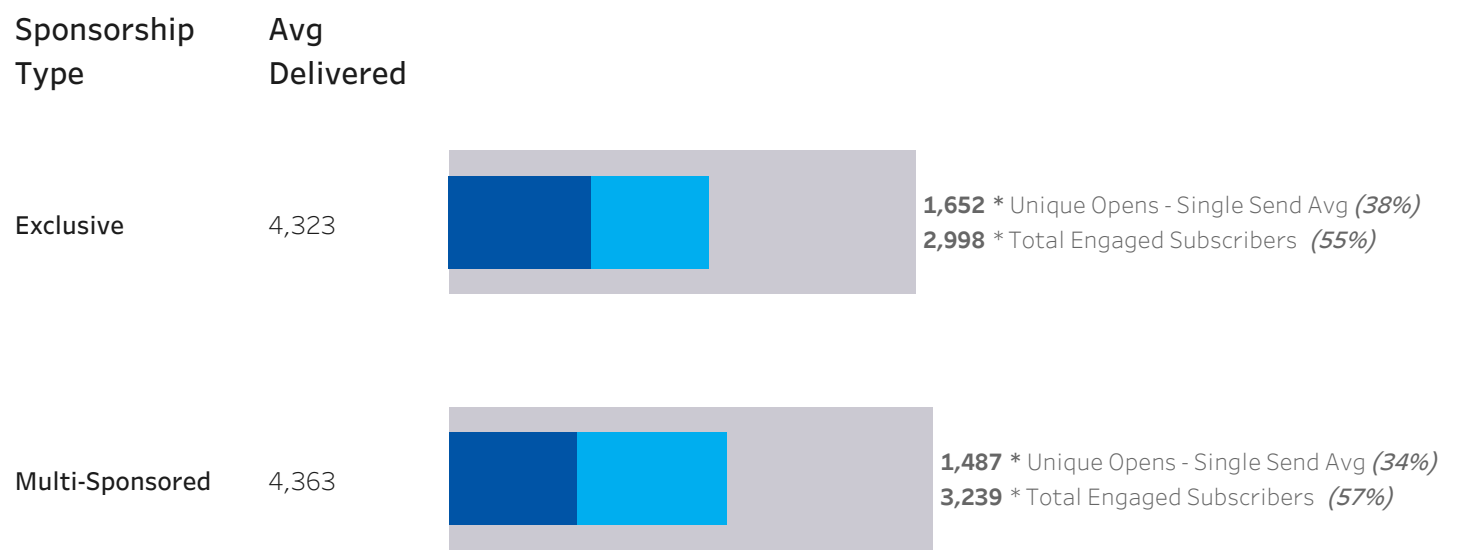
**63%**



Sends per Month

**5**

### Activity by eBlast



**Engaged Subscriber:** Any subscriber who opened at least one email of this type in the report time frame.

Unique Recipients      Unique Opens - Single Send Avg      Unique Opens - All Sends

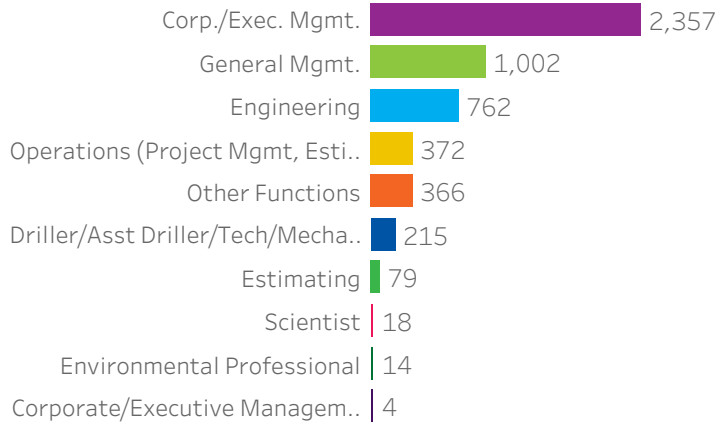
### eBlast Activity Averages

eBlast Name	Sponsorship Type	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
The Driller	Multi-Sponsored	3.0	4,363	1,487	34.1%	96	2.2%
	Exclusive	2.3	4,323	1,652	38.2%	61	1.4%

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

**Sponsored eBlasts** - Recipient Demographics & Locations**Demographic - Job Function**

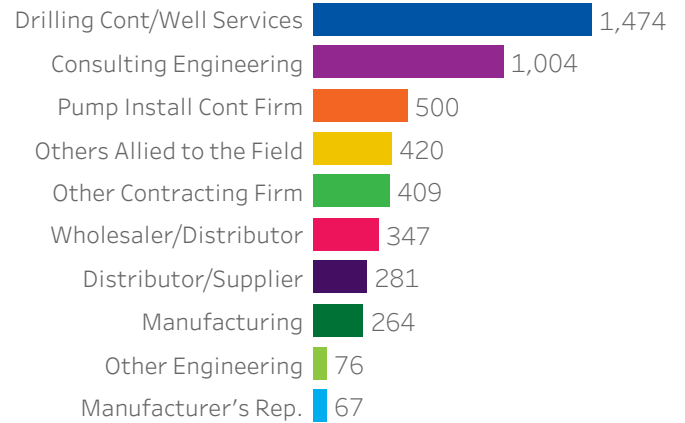
Top 10 Shown



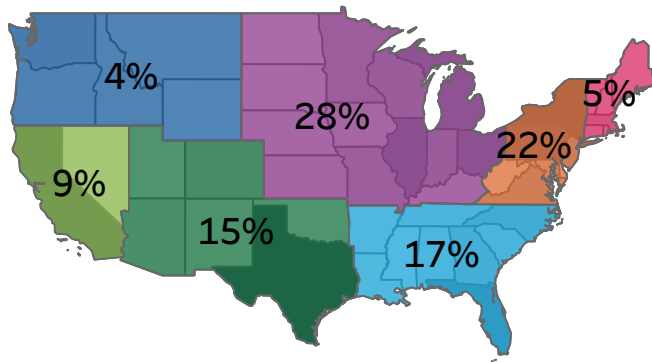
5,191 or 89% of recipients with responses

**Demographic - Business/Industry**

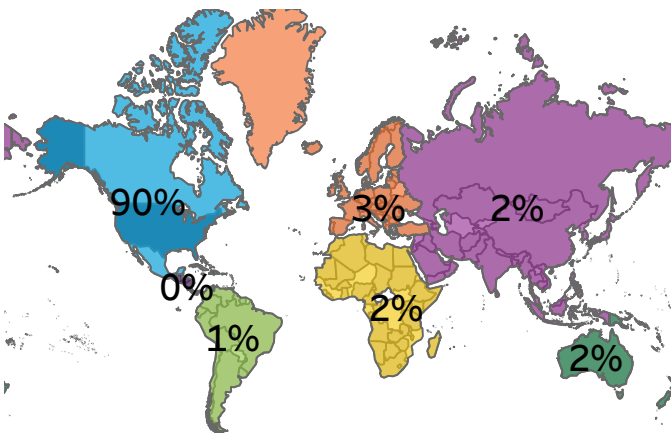
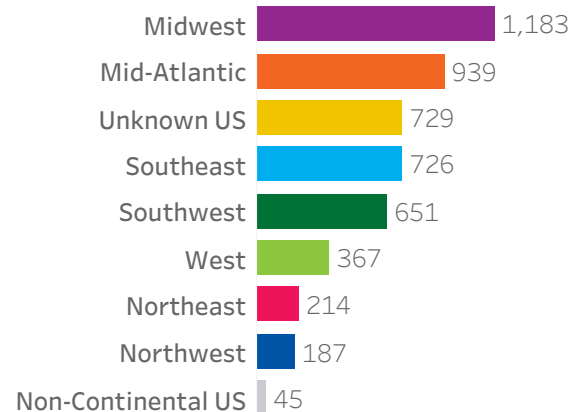
Top 10 Shown



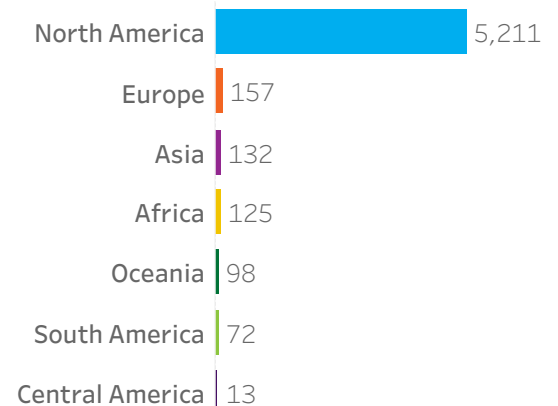
4,889 or 84% of recipients with responses



87% of recipients are located in the US

**Unique Recipients by Region**

13% of recipients are located internationally

**Unique Recipients by Region**

## 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.*



Social Media



Total Social Media Followers

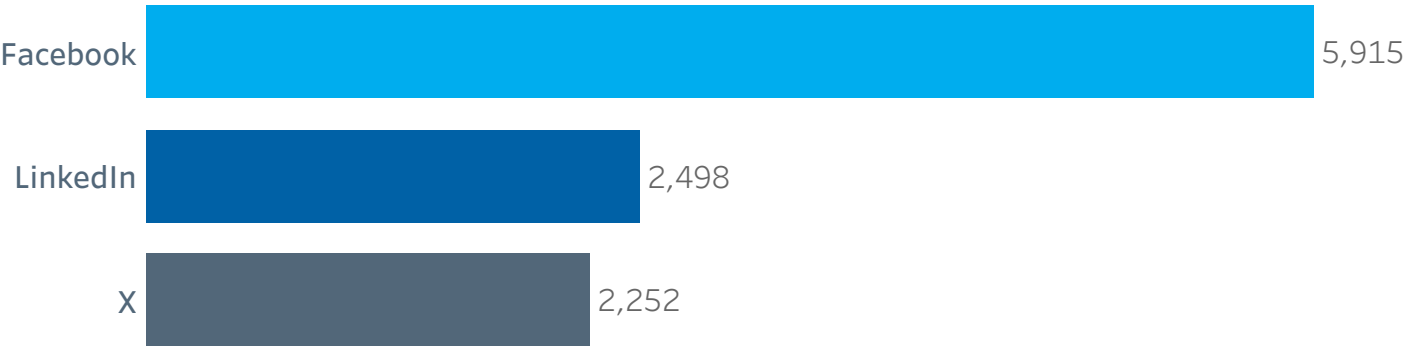
10,665



Engagements

640

Followers by Channel



Total Engagements



196

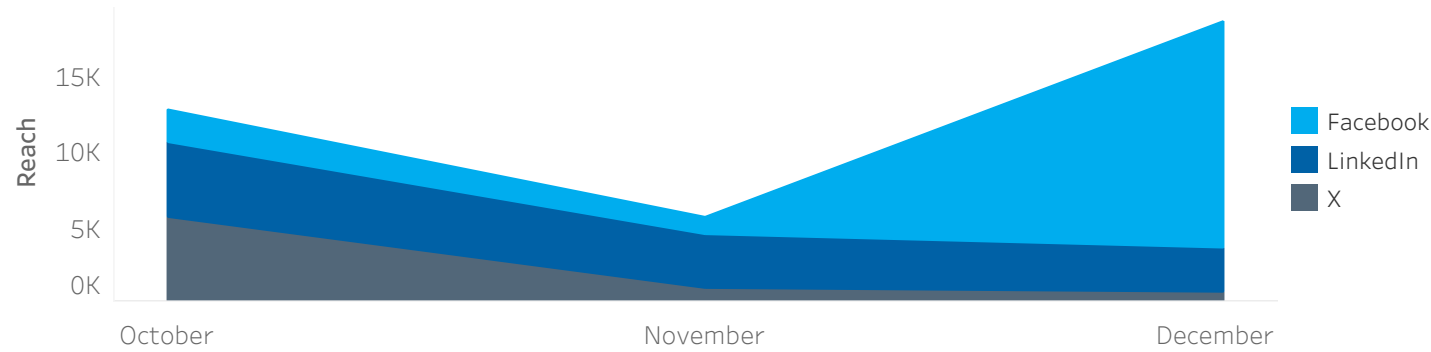


72



372

Reach by Month





## 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.



## Events



Total Registrants

**321**



Total Events Annually

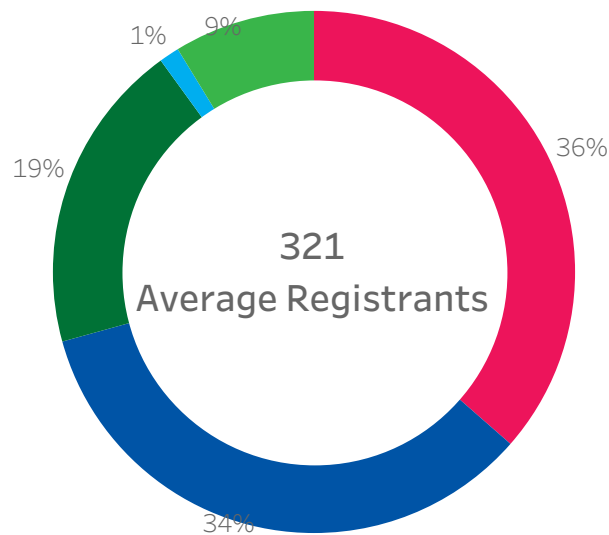
**1**



Average Registrants per Event

**321**

## Registrant Types



Attendee  
Exhibitor/Sponsor

Speaker  
Staff

Student

## Event Registration

RemTEC

October 14, 2025



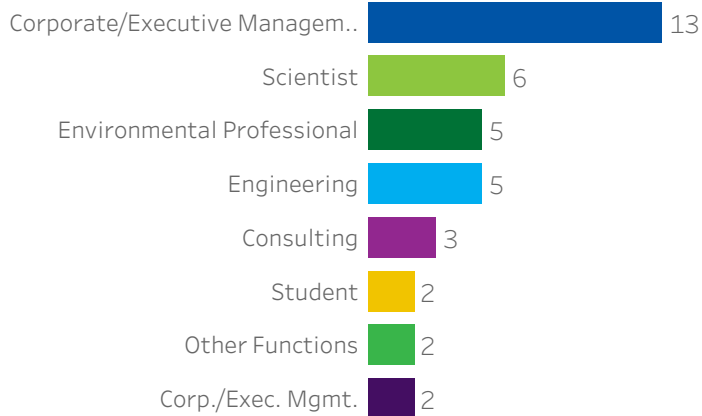
321 Registrants



## Events - Registrant Demographics & Locations

### Demographic - Job Function

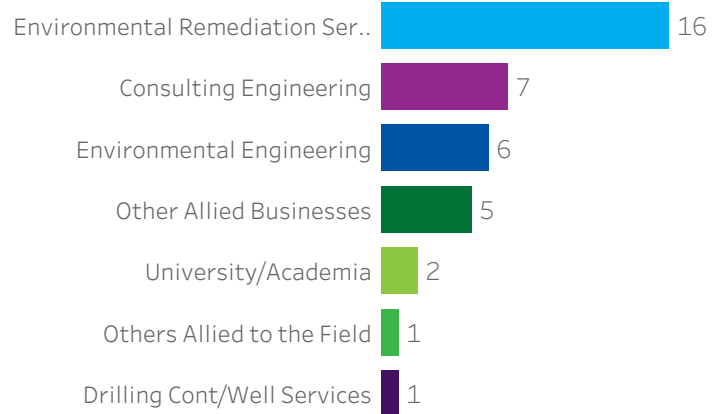
Top 8 Shown



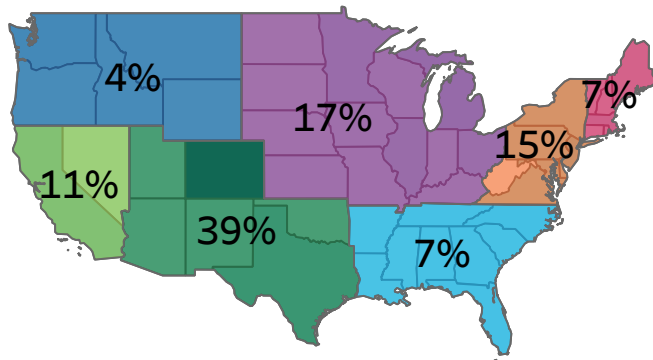
38 or 12% of registrants with responses

### Demographic - Business/Industry

Top 7 Shown

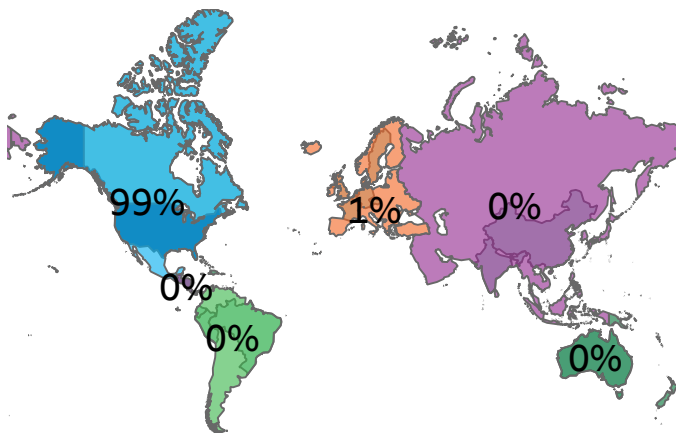
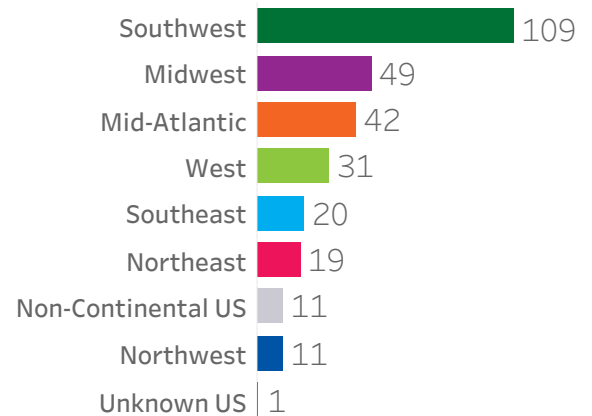


38 or 12% of registrants with responses



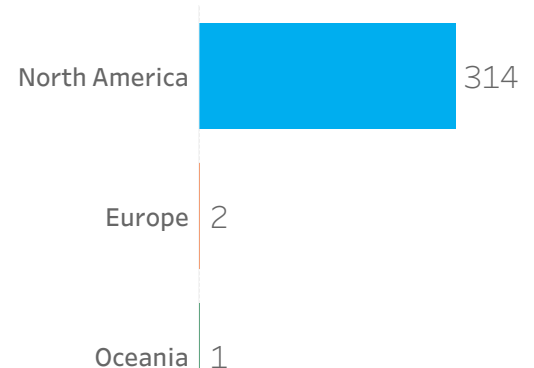
92% of registrants are located in the US

### Unique Registrants by Region



8% of registrants are located internationally

### Unique Registrants by Region





## Time Frame

*Annual*

## KPIs

- **Unique Registrant:** The number of unique registrants across all events.
- **Total Events Annually:** The number of events held annually per brand.
- **Average Registrants per Event:** The average number of registrants per event.

## Registrant Types

- **Average Registrants:** Average number of registrants per event.
- **Attendee:** Average percentage of registrants who registered as an attendee only.
- **Speaker:** Average percentage of registrants who registered as a speaker.
- **Exhibitor/Sponsor:** Average percentage of registrants who registered as an exhibitor/sponsor.

## Event Registration

- **Events:** Annual Events listed by date.
- **Registrants:** Total Registrants listed per Event.

## 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)
- **Oceania:** 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

Consulting

Consulting

Corp./Exec. Mgmt.

Corp/Exec Mgmt

Corporate/Executive Management

Corporate/Executive Management

Driller/Asst Driller/Tech/Mechanic/Installer

Driller/Assistant Driller/Tech/Mechanic/Installer

Engineering

Engineering

Other Engineering

Environmental Professional

Environmental Professional

Estimating

Estimating

General Mgmt.

General Management

Government Official

Government Official

Operations (Project Mgmt, Estimating, Sales & Marketing, Consulting, etc.)

Operations

Other Functions

Consulting

Must Pay

Need More

Other

Other(Please Specify)

Purchasing

Sales & Marketing

Scientist

Scientist

Student

Student

## Audience Profile Glossary

### DEMOGRAPHICS APPENDIX (BUSINESS INDUSTRY)

Display Name	Included Demographics
Consulting Engineering	Consulting Engineering Consulting Engineering Firm
Consulting Firm	Consulting Firm
Distributor/Supplier	Distributor
Drilling Cont/Well Services	Drilling/Well Services
Engineering Firm	Engineering Firm
Environmental Engineering	Environmental Engineering
Environmental Remediation Services	Environmental Remediation Services
Government	Government
Manufacturer's Rep.	Manufacturers Rep
Manufacturing	Manufacturer
Other Allied Businesses	Other
Other Contracting Firm	Contracting Firm HVACR Other Contracting Firm (specify) Plumbing Solar/Thermal
Other Engineering	Facility Engineering/In-House Eng Other Engineering Firm (specify)
Others Allied to the Field	Architectural/Design Firm Must Pay Need More Other
Pump Install Cont Firm	Pump Installation Contr Firm
Restoration Contracting Firm	Restoration Contracting Firm
University/Academia	University / Academia
Utilities	Utilities
Wholesaler/Distributor	Wholesaler

### **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
- **Newsletter:** 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 & Newsletter:** Newsletter Delivery, Activity by Newsletter
- **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](https://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 & Newsletter:** Monthly Website Pageviews, All Website Visitors data

### Falcon Social Media Platform - [falcon.io](https://falcon.io)

Single platform management and analytics for Facebook, Twitter, Instagram, LinkedIn accounts. [falcon.io](https://falcon.io)

### Usage by Report Section

#### Audience Profile

- **Social Media:** Follower Count by Channel



## Audience Profile Appendix

DATA SOURCE REFERENCE (PAGE 3)

### Social Media

- **All Pages:** All data

#### **Building Media Inc. - [buildingmedia.com](http://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 & Newsletter:** Active Registered Users
- **CE Courses & Tests:** All data

#### **Aventri - [aventri.com](http://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](http://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