

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.

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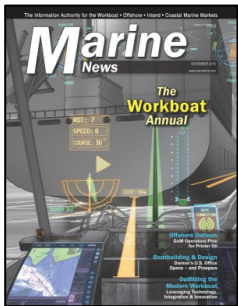
MARINE NEWS is a B2B brand with a focus in the marine industry. The brand content and editorial scope of the publication includes news and industry comment, in-depth technical articles, industry round-up, and special features. The content of every issue is also available to subscribers globally via the online digital version.

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

MARINE NEWS MAGAZINE



6 Issues in the period
31,119 average circulation

MARINE NEWS E-NEWSLETTERS



2 E-Newsletters in the period
100 total Issued in the period
33,572 average per occurrence
20,448 average per occurrence

EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
MARINE NEWS MAGAZINE (6 issues in the period)	31,119	-	31,119
a. Print	21,626	-	21,626
b. Digital	9,493	-	9,493
1. Requested	9,493	-	9,493
2. Non-Requested	-	-	-
MARITIME NEWS E-NEWSLETTERS			
a. Maritime Propulsion (50 issued in the period)	33,572	-	33,572
b. Marine Electronics (50 issued in the period)	20,448	-	20,448

FIELD SERVED

MARINE NEWS serves the commercial and Naval marine industries including ship, boat, barge and workboat owners, operators, offshore oil drilling operations, shipbuilding, boatbuilding, boat repair, marine engineers, naval architects, port authorities and other industries as reported in paragraph 3a herein.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are personnel in the commercial and Naval marine industries - owners, corporate officers (chairmen, CEOs, CFOs, CIOs), directors, presidents, vice presidents, general managers, sales/marketing managers, purchasing agents/managers, other managers, marine superintendents, port captains, port engineers (shore side), ship surveyors, project engineers, foremen, and others employed aboard ships.

AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	415
Allocated for Trade Shows and Conventions	730
All Other	50
TOTAL	1,195

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	31,119	100.0	31,119	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	31,119	100.0	31,119	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2016 Issue	Print	Digital	Total Qualified
July	21,834	9,357	31,191
August	21,747	9,435	31,182
September	21,619	9,496	31,115
October	21,509	9,578	31,087
November	21,545	9,530	31,075
December	21,504	9,562	31,066

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016
 This issue is 0.2% or 53 copies below the average of the other 5 issues reported in Paragraph 2.

BUSINESS AND OCCUPATION	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital
1. SHIP, BOAT & BARGE OWNERS, OPERATORS-NAVY AND COMMERCIAL:				
COMMERCIAL, U.S.C.G., MILITARY SEALIFT COMMAND, ARMY CORPS OF ENGINEERS, TUGS, PUSHBOATS, ALL TYPES OF BARGES, DREDGES AND SALVAGE VESSELS, OFFSHORE SERVICE AND SUPPLY VESSELS, CREW BOATS, EXCURSION DINNER, PASSENGER AND FERRY BOATS, "FOR HIRE" DIVE AND CHARTER BOATS, RESEARCH VESSELS, PILOT BOATS, FIRE BOATS, POLICE BOATS, HARBOR AND UTILITY BOATS, POLLUTION CONTROL VESSELS, COASTAL AND GREAT LAKES FREIGHTERS AND TANKERS, OFFSHORE DRILL RIGS, PORT AUTHORITIES:				
Corporate officers, directors, owners, presidents, vice presidents, general managers, other managers, corporate secretaries, and treasurers	13,260	42.7	9,483	3,777
Port engineers - shoreside, marine superintendents, port captains, purchasing managers/agents, naval architects, marine engineers -shoreside	3,026	9.7	2,220	806
Other employees ashore not included in above classifications	368	1.2	275	93
SUB-TOTAL	16,654	53.6	11,978	4,676
2. SHIPBUILDING, BOATBUILDING AND REPAIR:				
Corporate officers, directors, owners, presidents, vice presidents, general managers, other managers, corporate secretaries, treasurers, port engineers - shoreside, marine superintendents, port captains, purchasing managers/agents, naval architects, marine engineers - shoreside, ship surveyors, project engineers, and foremen				
Other employees not included in the above classifications	139	0.4	107	32
SUB-TOTAL	6,361	20.5	4,465	1,896
3. PROFESSIONAL:				
Naval architects, marine engineers and marine consultants shoreside				
Admiralty lawyers and insurance	570	1.8	297	273
SUB-TOTAL	4,383	14.1	2,798	1,585
TOTAL 1, 2, AND 3	27,398	88.2	19,241	8,157
4. MARINE EQUIPMENT:				
Manufacturers and manufacturer's representatives	2,720	8.7	1,841	879
5. GOVERNMENT AND ALLIED MARINE INDUSTRIES:				
U.S. Marine Administration, U.S. Senators, U.S. Congressmen and others in official capacities				
Schools, associations and organizations	789	2.5	349	440
Other allied marine industries	20	0.1	14	6
TOTAL 4 AND 5	3,677	11.8	2,304	1,373
TOTAL QUALIFIED CIRCULATION	31,075	100.0	21,545	9,530

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016

QUALIFICATION SOURCE	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	17,519	13,556	-	21,545	9,530	31,075	100.0
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
V. Sources other than above, including: Association rosters and directories; Business directories; Manufacturer's, distributor's and wholesaler's lists; and Other sources:	-	-	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	17,519	13,556	-	21,545	9,530	31,075	100.0
PERCENT	56.4	43.6	-	69.3	30.7	100.0	

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016

MAILING ADDRESS	Print	Digital	Total Qualified	Percent
Individuals by name and title and/or function	21,545	9,530	31,075	100.0
Individuals by name only	-	-	-	-
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
TOTAL QUALIFIED CIRCULATION	21,545	9,530	31,075	100.0

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

6-Month Period Ended:	Audited Data		Audited Data		Audited Data		Audited Data		Audited Data		Circulation Claim
	January – June 2014	July – December 2014	January – June 2015	July – December 2015	January – June 2016	July – December 2016*					
Total Audit Average Qualified:	32,110	31,085	30,794	30,911	31,059	31,119					
Qualified Non-Paid:	32,110	31,085	30,794	30,911	31,059	31,119					
Print:	22,218	20,410	20,337	21,763	21,852	21,626					
Digital:	9,892	10,675	10,457	9,148	9,207	9,493					
Qualified Paid:	-	-	-	-	-	-					
Print:	-	-	-	-	-	-					
Digital:	-	-	-	-	-	-					
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC					
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC					

*NOTE: July – December 2016 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	338	34	372		Kentucky	171	19	190	
New Hampshire	124	18	142		Tennessee	151	12	163	
Vermont	39	-	39		Alabama	391	27	418	
Massachusetts	778	85	863		Mississippi	254	16	270	
Rhode Island	286	34	320		EAST SO. CENTRAL	967	74	1,041	3.3
Connecticut	509	62	571		Arkansas	57	5	62	
NEW ENGLAND	2,074	233	2,307	7.4	Louisiana	1,732	133	1,865	
New York	1,226	164	1,390		Oklahoma	48	6	54	
New Jersey	828	96	924		Texas	2,118	233	2,351	
Pennsylvania	525	77	602		WEST SO. CENTRAL	3,955	377	4,332	13.9
MIDDLE ATLANTIC	2,579	337	2,916	9.4	Montana	27	1	28	
Ohio	419	41	460		Idaho	38	-	38	
Indiana	171	17	188		Wyoming	5	-	5	
Illinois	428	39	467		Colorado	90	13	103	
Michigan	441	40	481		New Mexico	11	2	13	
Wisconsin	383	32	415		Arizona	84	9	93	
EAST NO. CENTRAL	1,842	169	2,011	6.5	Utah	23	4	27	
Minnesota	147	9	156		Nevada	50	8	58	
Iowa	50	8	58		MOUNTAIN	328	37	365	1.2
Missouri	158	13	171		Alaska	233	22	255	
North Dakota	8	-	8		Washington	1,136	94	1,230	
South Dakota	11	2	13		Oregon	269	19	288	
Nebraska	19	2	21		California	1,607	228	1,835	
Kansas	40	4	44		Hawaii	115	20	135	
WEST NO. CENTRAL	433	38	471	1.5	PACIFIC	3,360	383	3,743	12.0
Delaware	65	5	70		UNITED STATES	20,838	2,241	23,079	74.2
Maryland	612	84	696		U.S. Territories	78	11	89	
Washington, DC	128	16	144		Canada	337	477	814	
Virginia	1,098	126	1,224		Mexico	4	150	154	
West Virginia	31	4	35		Other International	274	6,642	6,916	
North Carolina	338	37	375		AP0/FPO	14	9	23	
South Carolina	238	34	272						
Georgia	275	37	312						
Florida	2,515	250	2,765						
SOUTH ATLANTIC	5,300	593	5,893	19.0					
					TOTAL QUALIFIED CIRCULATION	21,545	9,530	31,075	100.0

*See Additional Data

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016*

Region/Country	Print	Digital	Total Qualified	Percent	Region/Country	Print	Digital	Total Qualified	Percent
ASIA					Sweden	6	110	116	
Bangladesh	1	48	49		Switzerland	2	31	33	
Brunei Darussalam	-	9	9		Turkey	3	151	154	
China	1	168	169		Ukraine	-	30	30	
Georgia	-	2	2		United Kingdom	42	710	752	
Hong Kong - SAR	3	41	44		Subtotal	211	2,905	3,116	10.0
India	7	733	740		AFRICA				
Indonesia	-	127	127		Algeria	1	25	26	
Japan	3	61	64		Cameroon	-	11	11	
Korea, Republic Of	2	97	99		Egypt	-	58	58	
Malaysia	-	140	140		Ethiopia	-	2	2	
Maldives	-	4	4		Ghana	1	35	36	
Myanmar	-	19	19		Kenya	-	12	12	
Pakistan	1	63	64		Libyan Arab Jamahiriya	-	11	11	
Philippines	1	166	167		Morocco	-	9	9	
Singapore	6	306	312		Nigeria	2	185	187	
Sri Lanka	-	44	44		Senegal	-	4	4	
Taiwan	-	23	23		South Africa	3	40	43	
Thailand	-	41	41		Sudan	-	2	2	
Vietnam	-	44	44		Tanzania	-	4	4	
Subtotal	25	2,136	2,161	7.0	Tunisia	-	12	12	
MIDDLE EAST					Subtotal	7	410	417	1.3
Bahrain	-	11	11		NORTH AMERICA				
Iran	-	84	84		Canada	337	477	814	
Israel	-	25	25		Mexico	4	150	154	
Jordan	-	5	5		United States	20,838	2,241	23,079	
Kuwait	-	18	18		unspecified North America	14	9	23	0.1
Lebanon	-	11	11		Subtotal	21,193	2,877	24,070	77.5
Oman	-	8	8		CARIBBEAN				
Qatar	-	21	21		Antigua and Barbuda	-	5	5	
Saudi Arabia	-	35	35		Bahamas	2	7	9	
Syrian Arab Republic	-	5	5		Bermuda	1	4	5	
United Arab Emirates	6	195	201		Cuba	1	4	5	
Yemen	-	7	7		Dominican Republic	1	9	10	
Subtotal	6	425	431	1.4	Jamaica	-	15	15	
EUROPE					Netherlands Antilles	-	1	1	
Austria	1	23	24		Puerto Rico	47	8	55	
Belgium	7	55	62		Trinidad and Tobago	2	25	27	
Bulgaria	-	29	29		Virgin Islands, U.S.	14	3	17	
Croatia	-	48	48		Subtotal	68	81	149	0.5
Cyprus	2	16	18		CENTRAL AMERICA				
Czech Republic	-	1	1		Costa Rica	1	11	12	
Denmark	7	115	122		Honduras	1	2	3	
Estonia	-	11	11		Panama	1	39	40	
Finland	8	89	97		Subtotal	3	52	55	0.2
France	5	119	124		SOUTH AMERICA				
Germany	21	212	233		Argentina	-	84	84	
Gibraltar	-	3	3		Brazil	2	107	109	
Greece	3	142	145		Chile	2	42	44	
Iceland	-	9	9		Colombia	1	40	41	
Ireland	1	26	27		Ecuador	1	9	10	
Italy	21	133	154		Peru	-	40	40	
Latvia	-	6	6		Uruguay	1	9	10	
Lithuania	-	3	3		Venezuela	-	45	45	
Malta	1	13	14		Subtotal	7	376	383	1.2
Monaco	-	11	11		ASIA PACIFIC				
Montenegro	-	4	4		Australia	6	212	218	
Netherlands	39	236	275		Federated States Of Micronesia	2	-	2	
Norway	26	205	231		Guam	8	-	8	
Poland	1	59	60		Marianas	7	-	7	
Romania	2	71	73		New Zealand	2	56	58	
Russian Federation	1	45	46		Subtotal	25	268	293	0.9
Serbia	1	3	4		TOTAL QUALIFIED CIRCULATION	21,545	9,530	31,075	100.0
Slovenia	-	5	5						
Spain	11	138	149						

*See Additional Data

2016	MARITIME PROPULSION	MARINE ELECTRONICS
JULY		
July 1	32,290	-
July 6	32,595	-
July 8	32,610	-
July 13	32,143	21,314
July 15	32,029	21,246
July 20	32,479	21,588
July 22	27,578	21,634
July 27	32,000	21,309
July 29	-	21,259
AUGUST		
August 3	-	21,374
August 5	-	21,332
August 10	31,795	21,614
August 12	31,838	21,635
August 17	31,877	21,343
August 19	35,991	21,262
August 24	36,211	21,530
August 26	36,557	21,554
August 31	35,956	21,186
SEPTEMBER		
September 2	36,225	21,438
September 7	31,853	18,879
September 9	31,713	18,738
September 14	31,591	18,626
September 16	31,619	18,623
September 21	39,542	18,106
September 23	38,972	17,951
September 28	39,396	18,124
September 30	39,442	18,042
OCTOBER		
October 5	38,376	17,298
October 7	38,129	17,173
October 12	38,482	17,140
October 14	38,475	17,084
October 19	37,772	16,625
October 21	36,491	16,529
October 26	37,847	16,589
October 28	37,800	16,673
NOVEMBER		
November 2	35,267	22,793
November 4	32,517	22,348
November 9	31,995	22,227
November 11	31,838	22,257
November 16	31,686	22,625
November 18	31,650	22,791
November 23	31,089	22,368
November 25	30,980	22,225
November 30	31,415	22,411
DECEMBER		
December 2	31,282	22,306
December 7	30,826	21,890
December 9	30,691	21,775
December 14	31,006	21,839
December 16	31,037	21,851
December 21	29,307	21,416
December 23	29,185	21,313
December 28	29,588	21,571
December 30	29,566	21,552
AVERAGE:	33,572	20,448

Maritime Propulsion (50 issued in the period)

Marine Electronics (50 issued in the period)

ADDITIONAL DATA

METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available.

STATEMENT OF CONTENT PLATFORM:

Editorial Replica – If a print brand existed first, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

PUBLISHER'S AFFIDAVIT

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

John O'Malley, Publisher
Kathleen Hickey, Circulation Manager

(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	January 30, 2017
State	New York
County	New York
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About BPA Worldwide:

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.