

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.

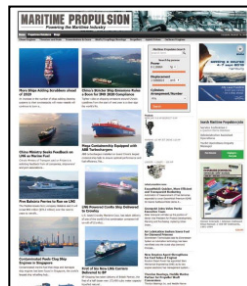
CHANNELS

MARINE NEWS MAGAZINE



6 issues in the period
27,972 average circulation

MARITIME PROPULSION WEBSITE



19,175 average users

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)	27,972	-	27,972
a. Print	18,560	-	18,560
b. Digital	9,412	-	9,412
1. Requested	9,412	-	9,412
2. Non-Requested	-	-	-
MARITIME PROPULSION WEBSITE (Monthly Users with 35,209 average Pageviews)	19,175	-	19,175

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	430
Allocated for Trade Shows and Conventions	490
All Other	50
TOTAL	970

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	27,972	100.0	27,972	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	27,972	100.0	27,972	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Print	Digital	Total Qualified
July	20,195	7,965	28,160
August	17,709	10,948	28,657
September	17,784	10,869	28,653
October	17,786	10,762	28,548
November	20,185	6,714	26,899
December	17,702	9,214	26,916

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2018
This issue is 4.6% or 1,288 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	11,358	42.2	8,783	2,575
Port engineers - shoreside, marine superintendents, port captains, purchasing managers/agents, naval architects, marine engineers -shoreside	2,479	9.2	1,907	572
Other employees ashore not included in above classifications	361	1.4	292	69
SUB-TOTAL	14,198	52.8	10,982	3,216
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	241	0.9	179	62
SUB-TOTAL	5,499	20.4	4,132	1,367
3. PROFESSIONAL:				
Naval architects, marine engineers and marine consultants shoreside				
Admiralty lawyers and insurance	448	1.7	281	167
SUB-TOTAL	3,664	13.6	2,465	1,199
TOTAL 1, 2, AND 3	23,361	86.8	17,579	5,782
4. MARINE EQUIPMENT:				
Manufacturers and manufacturer's representatives				
	2,670	9.9	2,068	602
5. GOVERNMENT AND ALLIED MARINE INDUSTRIES:				
U.S. Marine Administration, U.S. Senators, U.S. Congressmen and others in official capacities				
	231	0.9	183	48
Schools, associations and organizations				
	597	2.2	320	277
Other allied marine industries				
	40	0.2	35	5
TOTAL 4 AND 5	3,538	13.2	2,606	932
TOTAL QUALIFIED CIRCULATION	26,899	100.0	20,185	6,714

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2018

Qualification Source	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	15,388	11,511	-	20,185	6,714	26,899	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	15,388	11,511	-	20,185	6,714	26,899	100.0
PERCENT	57.2	42.8	-	75.0	25.0	100.0	-

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2018

Mailing Address	Print	Digital	Total Qualified	Percent
Individuals by name and title and/or function	20,185	6,714	26,899	100.0
Individuals by name only	-	-	-	-
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
TOTAL QUALIFIED CIRCULATION	20,185	6,714	26,899	100.0

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED BRAND REPORTS

6-Month Period Ended:	Audited Data		Audited Data		Audited Data		Circulation Claim	
	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018	July – December 2018*		
Total Audit Average Qualified:	31,059	31,119	30,462	29,635	29,568	27,972		
Qualified Non-Paid:	31,059	31,119	30,462	29,635	29,568	27,972		
Print:	21,852	21,626	21,077	19,896	20,017	18,560		
Digital:	9,207	9,493	9,385	9,739	9,551	9,412		
Qualified Paid:	-	-	-	-	-	-		
Print:	-	-	-	-	-	-		
Digital:	-	-	-	-	-	-		
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC	**NC	**NC

*NOTE: July – December 2018 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 2018*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	309	2	311		Kentucky	178	2	180	
New Hampshire	122	1	123		Tennessee	169	25	194	
Vermont	28	-	28		Alabama	352	1	353	
Massachusetts	706	3	709		Mississippi	216	1	217	
Rhode Island	268	3	271		EAST SO. CENTRAL	915	29	944	3.5
Connecticut	545	7	552		Arkansas	54	-	54	
NEW ENGLAND	1,978	16	1,994	7.4	Louisiana	1,585	6	1,591	
New York	1,144	7	1,151		Oklahoma	48	-	48	
New Jersey	812	1	813		Texas	1,982	9	1,991	
Pennsylvania	517	1	518		WEST SO. CENTRAL	3,669	15	3,684	13.7
MIDDLE ATLANTIC	2,473	9	2,482	9.2	Montana	19	-	19	
Ohio	403	-	403		Idaho	40	1	41	
Indiana	172	-	172		Wyoming	5	-	5	
Illinois	396	1	397		Colorado	80	-	80	
Michigan	403	1	404		New Mexico	11	-	11	
Wisconsin	362	-	362		Arizona	74	-	74	
EAST NO. CENTRAL	1,736	2	1,738	6.4	Utah	28	-	28	
Minnesota	155	-	155		Nevada	38	-	38	
Iowa	55	-	55		MOUNTAIN	295	1	296	1.1
Missouri	182	-	182		Alaska	199	1	200	
North Dakota	6	-	6		Washington	1,060	4	1,064	
South Dakota	9	1	10		Oregon	268	1	269	
Nebraska	21	-	21		California	1,555	2	1,557	
Kansas	31	-	31		Hawaii	115	-	115	
WEST NO. CENTRAL	459	1	460	1.7	PACIFIC	3,197	8	3,205	11.9
Delaware	59	-	59		UNITED STATES	19,813	135	19,948	74.0
Maryland	549	-	549		U.S. Territories	81	-	81	
Washington, DC	129	-	129		Canada	123	516	639	
Virginia	988	-	988		Mexico	-	147	147	
West Virginia	26	-	26		Other International	156	5,916	6,072	
North Carolina	329	-	329		APO/FPO	12	-	12	
South Carolina	228	1	229		TOTAL QUALIFIED CIRCULATION	20,185	6,714	26,899	100.0
Georgia	270	1	271						
Florida	2,513	52	2,565						
SOUTH ATLANTIC	5,091	54	5,145	19.1					

*See Additional Data

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2018*

Region/Country	Print	Digital	Total Qualified	Percent	Region/Country	Print	Digital	Total Qualified	Percent
ASIA					Turkey	-	134	134	
Bangladesh	-	46	46		Ukraine	-	22	22	
Brunei Darussalam	-	8	8		United Kingdom	7	661	668	
China	-	155	155		Subtotal	148	2,529	2,677	10.0
Georgia	-	2	2		AFRICA				
Hong Kong - SAR	-	42	42		Algeria	-	23	23	
India	2	681	683		Benin	-	1	1	
Indonesia	1	114	115		Cameroon	1	9	10	
Japan	-	56	56		Egypt	-	58	58	
Korea, Republic Of	-	88	88		Equatorial Guinea	-	1	1	
Malaysia	-	126	126		Ethiopia	-	4	4	
Maldives	-	4	4		Ghana	-	34	34	
Myanmar	-	22	22		Kenya	-	13	13	
Pakistan	-	60	60		Libyan Arab Jamahiriya	-	10	10	
Philippines	-	159	159		Morocco	-	9	9	
Singapore	-	280	280		Nigeria	1	167	168	
Sri Lanka	-	40	40		Senegal	-	4	4	
Taiwan	-	22	22		Somalia	-	1	1	
Thailand	-	58	58		South Africa	1	32	33	
Vietnam	-	41	41		Sudan	-	2	2	
Subtotal	3	2,004	2,007	7.5	Tanzania	-	5	5	
MIDDLE EAST					Tunisia	1	11	12	
Bahrain	-	9	9		Subtotal	4	384	388	1.4
Iran	1	65	66		NORTH AMERICA				
Iraq	-	2	2		Canada	123	516	639	
Israel	-	19	19		Mexico	-	147	147	
Jordan	-	4	4		United States	19,813	135	19,948	
Kuwait	-	15	15		unspecified North America	12	-	12	
Lebanon	-	11	11		Subtotal	19,948	798	20,746	77.1
Oman	-	7	7		CARIBBEAN				
Qatar	1	14	15		Antigua and Barbuda	-	5	5	
Saudi Arabia	-	32	32		Aruba	-	1	1	
Syrian Arab Republic	-	5	5		Bahamas	1	9	10	
United Arab Emirates	-	180	180		Bermuda	-	6	6	
Yemen	-	7	7		Cuba	-	4	4	
Subtotal	2	370	372	1.4	Dominican Republic	-	9	9	
EUROPE					Jamaica	-	12	12	
Austria	-	22	22		Netherlands Antilles	-	1	1	
Belgium	-	49	49		Puerto Rico	45	-	45	
Bulgaria	-	27	27		Virgin Islands, U.S.	13	-	13	
Croatia	-	38	38		Subtotal	59	47	106	0.4
Cyprus	1	17	18		CENTRAL AMERICA				
Denmark	10	95	105		Costa Rica	-	13	13	
Estonia	-	7	7		Guatemala	-	1	1	
Finland	12	81	93		Honduras	-	2	2	
France	1	96	97		Panama	1	35	36	
Germany	48	147	195		Subtotal	1	51	52	0.2
Greece	-	123	123		SOUTH AMERICA				
Iceland	-	8	8		Argentina	-	78	78	
Ireland	-	23	23		Brazil	1	91	92	
Italy	2	140	142		Chile	-	36	36	
Latvia	-	4	4		Colombia	-	37	37	
Lithuania	-	3	3		Ecuador	-	9	9	
Macedonia	-	3	3		Peru	-	33	33	
Malta	-	11	11		Uruguay	-	8	8	
Monaco	-	9	9		Venezuela	-	37	37	
Montenegro	-	1	1		Subtotal	1	329	330	1.2
Netherlands	4	240	244		ASIA PACIFIC				
Norway	57	147	204		Australia	6	158	164	
Poland	-	42	42		Federated States Of Micronesia	2	-	2	
Portugal	2	33	35		Guam	6	-	6	
Romania	-	59	59		Marianas	5	-	5	
Russian Federation	-	37	37		New Zealand	-	43	43	
Serbia	-	4	4		Papua New Guinea	-	1	1	
Slovenia	-	5	5		Subtotal	19	202	221	0.8
Spain	2	125	127		TOTAL QUALIFIED CIRCULATION				
Sweden	1	91	92		20,185	6,714	26,899	100.0	
Switzerland	1	25	26						

*See Additional Data

WEBSITE CHANNEL

WWW.MARITIMEPROPULSION.COM

2018	Pageviews	Sessions	Users	Average Session Duration
July	39,414	25,324	22,336	0:56
August	44,239	27,980	24,428	0:58
September	42,559	26,762	23,306	0:59
October	30,229	19,206	16,735	0:57
November	26,818	17,092	14,775	0:55
December	27,995	15,238	13,475	0:58
AVERAGE:	35,209	21,933	19,175	0:57

July – December 2018 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

WEBSITE GLOSSARY

Pageviews: A Pageview is recorded each time a page implanted with the JavaScript code (tag) is displayed in a browser window. This will occur whether the page is served directly from the web server, from a proxy, or from the browser's cache.

Sessions: A single continuous set of activity attributable to a cookie browser resulting in one or more pulled text and/or graphics downloads from a site. A period of 30 minutes of inactivity will terminate the session.

Users: An identified and unduplicated Cookie Browser that accesses Internet content or advertising during a measurement period.

Average Session Duration: The time visitors remain on a site per session.

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.

GEOGRAPHICAL BREAKOUT:

Geographic data for Website is not reported at the media owner's option.

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 21, 2019

State

New York

City

New York

Received by BPA Worldwide

January 21, 2019

Type

BJ

ID Number

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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.