

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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Scan for publisher's contact information.

**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  
28,544 average circulation

### MARITIME PROPULSION WEBSITE



16,383 average users

## EXECUTIVE SUMMARY

Below are the average contacts per occurrence, including frequency per period reported.

	Non-Paid	Paid	Average
<b>MARINE NEWS MAGAZINE</b> (6 issues in the period)	28,544	-	28,544
a. Print	19,298	-	19,298
b. Digital	9,246	-	9,246
1. Requested	9,246	-	9,246
2. Non-Requested	-	-	-
<b>MARITIME PROPULSION WEBSITE</b> (Monthly Users with 30,191 average Pageviews )	16,383	-	16,383

**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	432
Allocated for Trade Shows and Conventions	321
All Other	50
<b>TOTAL</b>	<b>803</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD**

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	28,544	100.0	28,544	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>28,544</b>	<b>100.0</b>	<b>28,544</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

**2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD**

2019 Issue	Print	Digital	Total Qualified
January	18,728	9,429	28,157
February	18,789	9,624	28,413
March	18,724	9,793	28,517
April	18,713	9,862	28,575
May	18,176	9,876	28,052
June	22,658	6,895	29,553

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2019**  
 This issue is 4.3% or 1,210 copies above the average of the other 5 issues reported in Paragraph 2.

Business and Occupation	Total Qualified	Percent of Total	Print	Digital
<b>1. SHIP, BOAT &amp; BARGE OWNERS, OPERATORS-NAVY AND COMMERCIAL:</b>				
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	12,095	40.9	9,470	2,625
Port engineers - shoreside, marine superintendents, port captains, purchasing managers/agents, naval architects, marine engineers -shoreside	2,724	9.2	2,137	587
Other employees ashore not included in above classifications	406	1.4	333	73
<b>SUB-TOTAL</b>	<b>15,225</b>	<b>51.5</b>	<b>11,940</b>	<b>3,285</b>
<b>2. SHIPBUILDING, BOATBUILDING AND REPAIR:</b>				
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	382	1.3	320	62
<b>SUB-TOTAL</b>	<b>6,156</b>	<b>20.9</b>	<b>4,801</b>	<b>1,355</b>
<b>3. PROFESSIONAL:</b>				
Naval architects, marine engineers and marine consultants shoreside				
Admiralty lawyers and insurance	474	1.6	300	174
<b>SUB-TOTAL</b>	<b>4,051</b>	<b>13.7</b>	<b>2,808</b>	<b>1,243</b>
<b>TOTAL 1, 2, AND 3</b>	<b>25,432</b>	<b>86.1</b>	<b>19,549</b>	<b>5,883</b>
<b>4. MARINE EQUIPMENT:</b>				
Manufacturers and manufacturer's representatives				
	3,124	10.6	2,462	662
<b>5. GOVERNMENT AND ALLIED MARINE INDUSTRIES:</b>				
U.S. Marine Administration, U.S. Senators, U.S. Congressmen and others in official capacities				
Schools, associations and organizations	625	2.1	337	288
Other allied marine industries	44	0.1	39	5
<b>TOTAL 4 AND 5</b>	<b>4,121</b>	<b>13.9</b>	<b>3,109</b>	<b>1,012</b>
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>29,553</b>	<b>100.0</b>	<b>22,658</b>	<b>6,895</b>

**3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2019**

Qualification Source	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	18,093	11,460	-	22,658	6,895	29,553	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:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>18,093</b>	<b>11,460</b>	<b>-</b>	<b>22,658</b>	<b>6,895</b>	<b>29,553</b>	<b>100.0</b>
<b>PERCENT</b>	<b>61.2</b>	<b>38.8</b>	<b>-</b>	<b>76.7</b>	<b>23.3</b>	<b>100.0</b>	

### 3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2019

Mailing Address	Print	Digital	Total Qualified	Percent
Individuals by name and title and/or function	22,658	6,895	29,553	100.0
Individuals by name only	-	-	-	-
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>22,658</b>	<b>6,895</b>	<b>29,553</b>	<b>100.0</b>

### AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED BRAND REPORTS

6-Month Period Ended:	Audited Data		Audited Data		Circulation Claim	
	July - December 2016	January - June 2017	July - December 2017	January - June 2018	July - December 2018*	January - June 2019*
Total Audit Average Qualified:	31,119	30,462	29,635	29,568	27,972	28,544
Qualified Non-Paid:	31,119	30,462	29,635	29,568	27,972	28,544
Print:	21,626	21,077	19,896	20,017	18,560	19,298
Digital:	9,493	9,385	9,739	9,551	9,412	9,246
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 2018 - June 2019 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 JUNE 2019\*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	305	2	307		Kentucky	176	2	178	
New Hampshire	121	1	122		Tennessee	294	2	296	
Vermont	23	-	23		Alabama	447	5	452	
Massachusetts	710	1	711		Mississippi	288	4	292	
Rhode Island	273	1	274		EAST SO. CENTRAL	1,205	13	1,218	4.1
Connecticut	563	6	569		Arkansas	97	-	97	
NEW ENGLAND	1,995	11	2,006	6.8	Louisiana	1,688	10	1,698	
New York	1,165	5	1,170		Oklahoma	74	-	74	
New Jersey	810	4	814		Texas	2,743	19	2,762	
Pennsylvania	678	5	683		WEST SO. CENTRAL	4,602	29	4,631	15.7
MIDDLE ATLANTIC	2,653	14	2,667	9.0	Montana	19	-	19	
Ohio	568	3	571		Idaho	40	-	40	
Indiana	270	4	274		Wyoming	4	1	5	
Illinois	400	1	401		Colorado	80	1	81	
Michigan	625	5	630		New Mexico	11	-	11	
Wisconsin	526	3	529		Arizona	74	-	74	
EAST NO. CENTRAL	2,389	16	2,405	8.1	Utah	28	-	28	
Minnesota	268	2	270		Nevada	38	1	39	
Iowa	85	1	86		MOUNTAIN	294	3	297	1.0
Missouri	180	-	180		Alaska	189	2	191	
North Dakota	5	-	5		Washington	1,434	11	1,445	
South Dakota	10	-	10		Oregon	263	2	265	
Nebraska	20	-	20		California	1,531	4	1,535	
Kansas	33	-	33		Hawaii	108	1	109	
WEST NO. CENTRAL	601	3	604	2.1	PACIFIC	3,525	20	3,545	12.0
Delaware	61	1	62		UNITED STATES	22,368	147	22,515	76.2
Maryland	543	7	550		U.S. Territories	70	-	70	
Washington, DC	117	1	118		Canada	83	561	644	
Virginia	1,002	8	1,010		Mexico	-	147	147	
West Virginia	43	-	43		Other International	127	6,040	6,167	
North Carolina	332	1	333		APO/FPO	10	-	10	
South Carolina	232	-	232						
Georgia	270	3	273						
Florida	2,504	17	2,521						
SOUTH ATLANTIC	5,104	38	5,142	17.4					
					<b>TOTAL QUALIFIED CIRCULATION</b>	<b>22,658</b>	<b>6,895</b>	<b>29,553</b>	<b>100.0</b>

\*See Additional Data

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2019\***

Region/Country	Print	Digital	Total Qualified	Percent	Region/Country	Print	Digital	Total Qualified	Percent
<b>ASIA</b>					Sweden	4	94	98	
Bangladesh	-	46	46		Switzerland	1	29	30	
Brunei Darussalam	-	8	8		Turkey	-	133	133	
China	-	155	155		Ukraine	-	22	22	
Georgia	-	2	2		United Kingdom	15	664	679	
Hong Kong - SAR	-	42	42		Subtotal	122	2,615	2,737	9.2
India	-	691	691		<b>AFRICA</b>				
Indonesia	-	114	114		Algeria	-	23	23	
Japan	-	59	59		Cameroon	-	10	10	
Korea, Republic Of	-	90	90		Egypt	-	58	58	
Malaysia	-	127	127		Ethiopia	-	4	4	
Maldives	-	4	4		Ghana	-	34	34	
Myanmar	-	22	22		Kenya	-	13	13	
Pakistan	-	61	61		Libyan Arab Jamahiriya	-	10	10	
Philippines	-	160	160		Morocco	-	9	9	
Singapore	-	283	283		Nigeria	-	169	169	
Sri Lanka	-	40	40		Senegal	-	4	4	
Taiwan	-	20	20		South Africa	1	32	33	
Thailand	-	37	37		Sudan	-	2	2	
Vietnam	-	41	41		Tanzania	-	5	5	
Subtotal	-	2,002	2,002	6.8	Tunisia	-	12	12	
<b>MIDDLE EAST</b>					Subtotal	1	385	386	1.3
Bahrain	-	9	9		<b>NORTH AMERICA</b>				
Iran	-	66	66		Canada	83	561	644	
Iraq	-	2	2		Mexico	-	147	147	
Israel	-	19	19		United States	22,368	147	22,515	
Jordan	-	4	4		unspecified North America	10	-	10	
Kuwait	-	15	15		Subtotal	22,461	855	23,316	78.9
Lebanon	-	11	11		<b>CARIBBEAN</b>				
Oman	-	8	8		Antigua and Barbuda	-	5	5	
Qatar	-	15	15		Bahamas	-	10	10	
Saudi Arabia	-	33	33		Bermuda	-	6	6	
Syrian Arab Republic	-	5	5		Cuba	-	4	4	
United Arab Emirates	1	182	183		Dominican Republic	-	9	9	
Yemen	-	7	7		Jamaica	-	12	12	
Subtotal	1	376	377	1.3	Puerto Rico	44	-	44	
<b>EUROPE</b>					Trinidad and Tobago	-	22	22	
Austria	-	22	22		Virgin Islands, U.S.	13	-	13	
Belgium	-	48	48		Subtotal	57	68	125	0.4
Bulgaria	-	28	28		<b>CENTRAL AMERICA</b>				
Croatia	-	38	38		Costa Rica	-	13	13	
Cyprus	1	17	18		Honduras	-	2	2	
Denmark	10	95	105		Panama	-	36	36	
Estonia	-	7	7		Subtotal	-	51	51	0.2
Finland	14	81	95		<b>SOUTH AMERICA</b>				
France	2	99	101		Argentina	-	79	79	
Germany	30	177	207		Brazil	-	94	94	
Greece	-	126	126		Chile	-	36	36	
Iceland	-	8	8		Colombia	-	38	38	
Ireland	-	24	24		Ecuador	-	9	9	
Italy	-	145	145		Peru	-	33	33	
Latvia	-	4	4		Uruguay	-	8	8	
Lithuania	-	3	3		Venezuela	-	37	37	
Macedonia	-	3	3		Subtotal	-	334	334	1.1
Malta	-	11	11		<b>ASIA PACIFIC</b>				
Monaco	-	9	9		Australia	3	164	167	
Netherlands	10	238	248		Federated States Of Micronesia	2	-	2	
Norway	34	176	210		Guam	6	-	6	
Poland	-	43	43		Marianas	5	-	5	
Portugal	-	35	35		New Zealand	-	45	45	
Romania	-	61	61		Subtotal	16	209	225	0.8
Russian Federation	-	38	38		<b>TOTAL QUALIFIED CIRCULATION</b>				
Serbia	-	4	4			<b>22,658</b>	<b>6,895</b>	<b>29,553</b>	<b>100.0</b>
Slovenia	-	5	5						
Spain	1	128	129						

\*See Additional Data

# WEBSITE CHANNEL

## WWW.MARITIMEPROPULSION.COM

2019	Pageviews	Sessions	Users	Average Session Duration
January	30,269	19,518	16,841	0:52
February	25,776	16,481	14,586	0:58
March	29,675	19,238	16,866	0:53
April	31,968	20,082	17,963	0:55
May	38,080	20,221	18,075	1:14
June	25,380	15,830	13,969	0:55
<b>AVERAGE:</b>	<b>30,191</b>	<b>18,561</b>	<b>16,383</b>	<b>0:57</b>

January – June 2019 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

July 10, 2019

State

New York

City

New York

Received by BPA Worldwide

July 10, 2019

Type

BJ

ID Number

M24980J9

### About BPA Worldwide

A not-for-profit organization since 1931 and headquartered in Shelton, Connecticut, USA, BPA has a global membership, spanning more than 20 countries. The organization conducts 2,500+ audits for media brands in print, online/digital and live events. In addition, the BPA-iCompli division verifies compliance to defined industry standards, provides technology assurance, and certifies organization's sustainability practices and reporting. BPA is supported by 4,000+ advertiser and agency members. The latest innovation to move the industry forward is the BPA Media Exchange, a brand-safe and audited cooperative marketplace which offers automated solutions for the buying and selling of digital advertising.