

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Non-Paid	Paid	Total	Percent	REGION	Non-Paid	Paid	Total	Percent
Maine	105	3	108	1.3%	Kentucky	6	-	6	0.1%
New Hampshire	14	1	15	0.2%	Tennessee	18	-	18	0.2%
Vermont	3	-	3	-	Alabama	28	1	29	0.3%
Massachusetts	71	2	73	0.9%	Mississippi	18	-	18	0.2%
Rhode Island	15	-	15	0.2%	E. S. Central	70	1	71	0.8%
Connecticut	45	-	45	0.5%	Arkansas	12	-	12	0.1%
New England	253	6	259	3.1%	Louisiana	132	1	133	1.6%
New York	89	4	93	1.1%	Oklahoma	3	-	3	-
New Jersey	73	3	76	0.9%	Texas	250	3	253	3.0%
Pennsylvania	33	1	34	0.4%	W. S. Central	397	4	401	4.7%
Mid Atlantic	195	8	203	2.4%	Montana	9	1	10	0.1%
Delaware	6	-	6	0.1%	Idaho	28	-	28	0.3%
Maryland	57	-	57	0.7%	Wyoming	2	1	3	-
D.C.	40	1	41	0.5%	Colorado	9	1	10	0.1%
Virginia	72	1	73	0.9%	New Mexico	3	-	3	-
West Virginia	5	-	5	0.1%	Arizona	27	1	28	0.3%
North Carolina	25	1	26	0.3%	Utah	10	1	11	0.1%
South Carolina	40	1	41	0.5%	Nevada	27	4	31	0.4%
Georgia	45	-	45	0.5%	Mountain	115	9	124	1.5%
Florida	196	8	204	2.4%	Alaska	644	24	668	7.9%
S. Atlantic	486	12	498	5.9%	Washington	2,662	87	2,749	32.5%
Ohio	22	1	23	0.3%	Oregon	525	18	543	6.4%
Indiana	10	-	10	0.1%	California	2,294	84	2,378	28.1%
Illinois	46	1	47	0.6%	Hawaii	132	6	138	1.6%
Michigan	32	1	33	0.4%	Pacific	6,257	219	6,476	76.6%
Wisconsin	32	-	32	0.4%	U.S. Territories	14	1	15	0.2%
E. N. Central	142	3	145	1.7%	U.S. Total	7,974	265	8,239	97.5%
Minnesota	17	1	18	0.2%	Canada	169	15	184	2.2%
Iowa	2	-	2	-	Foreign	27	-	27	0.3%
Missouri	14	-	14	0.2%	Foreign Total	196	15	211	2.5%
North Dakota	-	-	-	-					
South Dakota	1	1	2	-					
Nebraska	5	-	5	0.1%	Total Qualified	8,170	280	8,450	100.0%
Kansas	6	-	6	0.1%	Total Non-Qualified	350	-	350	
W. N. Central	45	2	47	0.6%	TOTAL PRINTED			8,800	

BUSINESS/INDUSTRY CLASSIFICATION

SIC CODE	DIVISION-GROUP DESCRIPTION	Non-Paid	Paid	Total	Percent
15-17	Construction				
16	Port & Harbor Construction & Maintenance	235	16	251	3.0%
20-39	Manufacturing				
37	Shipyards/Boatyard Ship Building/Repairing	382	16	398	4.7%
40-49	Transportation, Communications & Utilities				
44	Commercial Vessel Owner/Operator/Pilot	1,986	55	2,041	24.2%
44	Port & Harbor Operations	415	18	433	5.1%
44	Tug & Barge Services	298	23	321	3.8%
44	Shipper, BCO, NVOCC, Consolidator, Freight	683	21	704	8.3%
44	Stevedore/Terminal Operator	102	18	120	1.4%
44	Marine Surveyors	329	12	341	4.0%
44	Steamship Company/Agent	263	2	265	3.1%
44	Diving/Salvage/Spill Response	477	3	480	5.7%
40-42, 45, 47	Air/Auto/Train Transportation	123	3	126	1.5%
50-51	Wholesale Trade				
50	Equipment Suppliers	740	25	765	9.1%
50	Marine Fuel Technology	63	-	63	0.7%
60-67 / 70-89	Finance, Insurance & Real Estate / Services				
63, 81	Insurance/Law	348	14	362	4.3%
82	Educational Services	184	8	192	2.3%
87	Naval Architects	140	5	145	1.7%
91-97	Public Administration				
91	Government	368	20	388	4.6%
	Not Classified	500	5	505	6.0%
	Bulk Distribution	413	5	418	4.9%
Total Qualified Circulation		8,170	280	8,450	100.0%
Total Non-Qualified Circulation		350	-	350	
TOTAL PRINTED				8,300	

Source: Standard Industrial Classification (SIC) Code, Division, and Group (bold text) – U.S. Department of Labor
Description – *Pacific Maritime Magazine*

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Non-Paid	Paid	Total
October 2017	7,787	288	8,075
November 2017	8,175	289	8,464
December 2017	7,820	288	8,108
January 2018	7,731	293	8,024
February 2018	7,776	295	8,071
March 2018	7,684	288	7,972
April 2018	7,657	286	7,943
May 2018	7,799	283	8,082
June 2018	7,722	285	8,007
July 2018	7,710	277	7,987
August 2018	7,683	279	7,962
September 2018	8,170	280	8,450
6 Month Average	7,829	290	8,119
12 Month Average	7,810	286	8,095

RECIPIENT LIST ADDITIONS AND REMOVALS BY ISSUE

ISSUE	Additions		Removals		Total Additions	Total Removals	Net
	Non-Paid	Paid	Non-Paid	Paid			
October 2017	550	9	577	11	559	588	(29)
November 2017	152	14	156	13	166	169	(3)
December 2017	800	11	750	12	811	762	49
January 2018	69	18	63	13	87	76	11
February 2018	5	4	47	2	9	49	(40)
March 2018	908	16	913	23	924	936	(12)
April 2018	635	8	662	10	643	672	(29)
May 2018	245	14	183	17	259	200	59
June 2018	457	8	454	6	465	460	5
July 2018	30	11	42	19	41	61	(20)
August 2018	416	13	443	11	429	454	(25)
September 2018	33	6	36	5	39	41	(2)
6 Month Total	2,484	72	2,506	74	2,556	2,580	(24)
6 Month Average	414	12	418	12	426	430	(4)
12 Month Total	4,300	132	4,326	142	4,432	4,468	(36)
12 Month Average	358	11	361	12	369	372	(3)

SUBSCRIPTION RATES

Single Copy	1 Year	2 Years	3 Years
\$6.50	\$40.00	\$69.00	\$109.00

PAID TERM	Rate	Number of Subscriptions
12 issues	\$39.00/\$40.00	103
24 issues	\$53.00/\$69.00	92
36 issues	\$92.00/\$109.00	62
Miscellaneous terms and rates		18
Total Qualified Paid Circulation		275

EXPLANATION

Publisher is not required to submit data for all paragraphs/tables. This report does not include an analysis of Job Title Classification.

Trade Show/Special Event Distribution Locations (Qualified & Non-Qualified):

	Date(s) Attended	City, State	# of Copies
Ferries Conference 2017	10/19/17	Seattle, WA	150
Seattle Chamber of Commerce Alaska Forum Meeting	11/02/17	Seattle, WA	100
Pacific Marine Expo 2017	11/16/17 – 11/18/17	Seattle, WA	500
eNavigation Conference 2017	12/06/17 – 12/07/17	Seattle, WA	150
Seattle Chamber of Commerce Alaska Forum Meeting	12/15/17	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	01/18/18	Seattle, WA	100
LNG as Fuel Symposium 2018	02/08/18	Seattle, WA	150
Seattle Chamber of Commerce Alaska Forum Meeting	02/15/18	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	03/08/18	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	04/05/18	Seattle, WA	100
Puget Sound Pilots 150th Anniversary Celebration	04/20/18	Port Townsend, WA	150
Bering Sea Fisheries Conference 2018	05/09/18	Seattle, WA	80
Seattle Chamber of Commerce Alaska Forum Meeting	05/11/18	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	06/07/18	Seattle, WA	100
Clean Pacific Conference 2018	06/19/18 – 06/21/18	Portland, OR	150
Navy Arctic Maritime Symposium	08/14/18 – 08/15/18	Anchorage, AK	150
Seattle Chamber of Commerce Alaska Forum Meeting	09/06/18	Seattle, WA	100
Prevention First Conference 2018	09/25/18 – 09/26/18	Long Beach, CA	600
TOTAL			2,980

Bulk Distribution Locations (Non-Paid):

	City, State	# of Copies
Alaska Maritime Training Center	Seward, AK	20
Ballard High School	Seattle, WA	5
Ballard Oil	Seattle, WA	5
Caffe Appassionato	Seattle, WA	12
California Maritime Academy	Vallejo, CA	6
Chelan Café	Seattle, WA	25
Compass Courses	Edmonds, WA	15
Cook Inlet Tug & Barge	Anchorage, AK	5
Foss	Long Beach, CA	7
Fremont Maritime Services	Seattle, WA	10
Inchcape Shipping Services	Emeryville, CA	5
Inlandboatmen's Union	Seattle, WA	5
Maine Maritime Academy	Castine, ME	70
Marine Exchange of Alaska	Juneau, AK	10
Marine Exchange of Puget Sound	Seattle, WA	5
Maritime Institute	San Diego, CA	5
Mass. Maritime Academy	Buzzards Bay, MA	12
NPFVOA Vessel Safety Program	Seattle, WA	5
Orange Coast College	Newport Beach, CA	10
Pacific Maritime Institute	Seattle, WA	6
Pacific Tugboat Service	Long Beach, CA	12
Redondo Beach Marine	Redondo Beach, CA	6
Sailor's Union of the Pacific	Seattle, WA	10
Sea School	Charleston, SC	20
Seaman's Church Institute	Houston, TX	5
Seattle Maritime Academy	Seattle, WA	10
Star Center	Dania Beach, FL	6
Stella Maris Seafarers Center	San Diego, CA	10
Tongue Point Job Corps Center	Astoria, OR	5
UAS Vocational Technical Center	Juneau, AK	5
University of Alaska Se, Ketchikan	Ketchikan, AK	6
USCG Regional Exam Center	Oakland, CA	5
USCG Regional Exam Center	Long Beach, CA	10
USCG Regional Exam Center	Portland, OR	10
USCG Regional Exam Center	Juneau, AK	5
Western Towboat	Seattle, WA	30
Yanmar America Corporation	Adairsville, GA	15
TOTAL		413

Source for Rotated and Association/Group/Directory Distribution Lists*:

	Date(s) Added to File
Southern California Ports Handbook	11/2017, 02/2018

* Recipients of qualified rotated circulation receive the publication for a minimum of three consecutive months. List sources also include other qualified industry directories, membership, and attendee lists that account for less than 10.0% of publisher's Association/Group/Directory circulation.

Audit of Records and Affidavit

Verified has conducted an audit of printing, distribution, and financial records, as well other data to substantiate circulation data submitted to Verified. This audit followed guidelines prepared in conformity with generally accepted circulation auditing procedures involving records covering all distribution methods utilized for qualified circulation during the period(s) covered by the reports. The results of this audit warrant the issuance of this audit report as a true and accurate statement of the qualified circulation of the client publication.

Verified Audit Circulation swears that to the best of its knowledge, all statements contained in this report are true and accurate.