



**Established 1983**  
**Issues Per Year: 12**  
**Issues This Report: 12**

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**PUBLICATION DESCRIPTION**

*PACIFIC MARITIME MAGAZINE* (www.pacmar.com) is aimed at the operations sector of the North American West Coast maritime industry. The focus is on the business and operational issues that face ocean carriers, shippers and marine cargo terminal operators, stevedoring firms and longshoremen, tug and barge lines, workboats, ferries and tour boats, marine construction firms and others involved in the movement of marine cargo and people, the operation of marine cargo terminals and the design, construction and maintenance of the marine transportation and intermodal infrastructure along the Pacific Coast.

**FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION**

*PACIFIC MARITIME MAGAZINE* serves the North American West Coast maritime and intermodal transportation markets. Specifically, those who physically move cargo along and across the Pacific, those who lease space at ports, those who design, build, operate and maintain marine cargo terminals and those responsible for the design, construction and maintenance of the marine transportation infrastructure.

Qualified recipients include company owners and managers, port engineers, naval architects, stevedores and longshoremen, shippers, freight forwarders, third party logistics providers (3PLs), captains and crew of commercial vessels, professional staff with purchasing authority and other titled and non-titled personnel actively involved in the commercial maritime and intermodal industry.

**AVERAGE MONTHLY CIRCULATION: OCTOBER 1, 2018 – SEPTEMBER 30, 2019**

<b>QUALIFIED CIRCULATION</b>	<b>Non-Paid</b>	<b>Paid</b>	<b>Total</b>
Individual Subscription	3,949	294	4,243
Association/Group/Directory Lists	1,839	-	1,839
Rotated	75	-	75
Bulk Distribution	359	5	364
Qualified Trade Show	107	-	107
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>6,329</b>	<b>299</b>	<b>6,628</b>

<b>NON-QUALIFIED CIRCULATION</b>	<b>Non-Paid</b>	<b>Paid</b>	<b>Total</b>
Advertiser/Agency	79	-	79
Sales/File/Office/Return/Other	73	-	73
Trade Show/Convention/Special Event	100	-	100
Other	13	-	13
<b>TOTAL NON-QUALIFIED CIRCULATION</b>	<b>266</b>	<b>-</b>	<b>266</b>

<b>TOTAL PRINTED</b>	<b>6,895</b>
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Please see the following pages for Recipient Classification, Subscription Source, Recency of Renewal, Geographical Distribution, Business/Industry Classification, Qualified Circulation by Issue, Additions and Removals by Issue, Subscription Rates, Explanation, Audit of Internal Records, and Affidavit.

## RECIPIENT CLASSIFICATION

RECIPIENT	Non-Paid	Paid	Total	Percent
Individual by Name and Title and/or Company	5,086	278	5,364	85.3%
Individual by Name Only	556	104	660	10.5%
Title Only	-	-	-	-
Company Name Only	-	-	-	-
Bulk Distribution	256	5	261	4.2%
<b>Total Qualified Circulation</b>	<b>5,898</b>	<b>387</b>	<b>6,285</b>	<b>100.0%</b>
Non-Qualified Circulation	215	-	215	
<b>TOTAL PRINTED</b>			<b>6,500</b>	

## SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL

RECIPIENT	Non-Paid	Paid	Renewed, Requested, or Updated Within				Total	Percent
			1 Year	2 Years	3 Years	3+ Years		
Direct Request from the Recipient	3,586	382	631	1,247	2,085	5	3,968	63.1%
Request from Recipient's Company	-	-	-	-	-	-	-	0.0%
Association/Group/Directory Lists	2,056	-	1,657	2	-	397	2,056	32.7%
Bulk Distribution	256	5	N/A	N/A	N/A	N/A	261	4.2%
<b>Total Qualified Circulation</b>	<b>5,898</b>	<b>387</b>	<b>2,288</b>	<b>1,249</b>	<b>2,085</b>	<b>402</b>	<b>6,285</b>	<b>100.0</b>
Non-Qualified Circulation	215						215	
<b>TOTAL PRINTED</b>							<b>6,500</b>	

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Non-Paid	Paid	Total	Percent	REGION	Non-Paid	Paid	Total	Percent
Maine	27	3	30	0.5%	Kentucky	2	-	2	-
New Hampshire	7	1	8	0.1%	Tennessee	15	-	15	0.2%
Vermont	2	-	2	-	Alabama	20	-	20	0.3%
Massachusetts	62	3	65	1.0%	Mississippi	8	-	8	0.1%
Rhode Island	12	-	12	0.2%	<b>E. S. Central</b>	<b>45</b>	<b>-</b>	<b>45</b>	<b>0.7%</b>
Connecticut	26	-	26	0.4%	Arkansas	3	-	3	-
<b>New England</b>	<b>136</b>	<b>7</b>	<b>143</b>	<b>2.3%</b>	Louisiana	80	3	83	1.3%
New York	61	6	67	1.1%	Oklahoma	2	-	2	-
New Jersey	53	7	60	1.0%	Texas	118	6	124	2.0%
Pennsylvania	24	4	28	0.4%	<b>W. S. Central</b>	<b>203</b>	<b>9</b>	<b>212</b>	<b>3.4%</b>
<b>Mid Atlantic</b>	<b>138</b>	<b>17</b>	<b>155</b>	<b>2.5%</b>	Montana	4	-	4	0.1%
Delaware	4	2	6	0.1%	Idaho	15	1	16	0.3%
Maryland	48	1	49	0.8%	Wyoming	1	1	2	-
D.C.	25	1	26	0.4%	Colorado	2	1	3	-
Virginia	59	1	60	1.0%	New Mexico	1	-	1	-
West Virginia	3	-	3	-	Arizona	17	3	20	0.3%
North Carolina	13	2	15	0.2%	Utah	5	1	6	0.1%
South Carolina	20	1	21	0.3%	Nevada	13	4	17	0.3%
Georgia	22	-	22	0.4%	<b>Mountain</b>	<b>58</b>	<b>11</b>	<b>69</b>	<b>1.1%</b>
Florida	132	12	144	2.3%	Alaska	651	30	681	10.8%
<b>S. Atlantic</b>	<b>326</b>	<b>20</b>	<b>346</b>	<b>5.5%</b>	Washington	2,291	138	2,429	38.6%
Ohio	17	1	18	0.3%	Oregon	436	23	459	7.3%
Indiana	6	1	7	0.1%	California	1,328	107	1,435	22.8%
Illinois	19	-	19	0.3%	Hawaii	117	5	122	1.9%
Michigan	25	2	27	0.4%	<b>Pacific</b>	<b>4,823</b>	<b>303</b>	<b>5,126</b>	<b>81.6%</b>
Wisconsin	19	-	19	0.3%	U.S. Territories	7	1	8	0.1%
<b>E. N. Central</b>	<b>86</b>	<b>4</b>	<b>90</b>	<b>1.4%</b>	<b>U.S. Total</b>	<b>5,847</b>	<b>375</b>	<b>6,222</b>	<b>99.0%</b>
Minnesota	7	2	9	0.1%	Canada	38	12	50	0.8%
Iowa	2	-	2	-	Foreign	13	-	13	0.2%
Missouri	9	1	10	0.2%	<b>Foreign Total</b>	<b>51</b>	<b>12</b>	<b>63</b>	<b>1.0%</b>
North Dakota	-	-	-	-					
South Dakota	1	-	1	-					
Nebraska	2	-	2	-	<b>Total Qualified</b>	<b>5,898</b>	<b>387</b>	<b>6,285</b>	<b>100.0%</b>
Kansas	4	-	4	0.1%	Total Non-Qualified	215	-	215	
<b>W. N. Central</b>	<b>25</b>	<b>3</b>	<b>28</b>	<b>0.4%</b>	<b>TOTAL PRINTED</b>			<b>6,500</b>	

## BUSINESS/INDUSTRY CLASSIFICATION

SIC CODE	DIVISION-GROUP DESCRIPTION	Non-Paid	Paid	Total	Percent
<b>15-17</b>	<b>Construction</b>				
16	Port & Harbor Construction & Maintenance	94	12	106	1.7%
<b>20-39</b>	<b>Manufacturing</b>				
37	Shipyards/Boatyards Ship Building/Repairing	254	17	271	4.3%
<b>40-49</b>	<b>Transportation, Communications &amp; Utilities</b>				
44	Commercial Vessel Owner/Operator/Pilot	2,386	86	2,472	39.3%
44	Port & Harbor Operations	303	24	327	5.2%
44	Tug & Barge Services	213	30	243	3.9%
44	Shipper, BCO, NVOCC, Consolidator, Freight	383	22	405	6.4%
44	Stevedore/Terminal Operator	81	28	109	1.7%
44	Marine Surveyors	261	18	279	4.4%
44	Steamship Company/Agent	126	7	133	2.1%
44	Diving/Salvage/Spill Response	117	4	121	1.9%
44	Other occupation in the commercial maritime industry	147	25	172	2.7%
40-42, 45, 47	Air/Auto/Train Transportation	79	8	87	1.4%
<b>50-51</b>	<b>Wholesale Trade</b>				
50	Equipment Suppliers	443	36	479	7.6%
50	Marine Fuel Technology	11	2	13	0.2%
<b>60-67 / 70-89</b>	<b>Finance, Insurance &amp; Real Estate / Services</b>				
63, 81	Insurance/Law	280	21	301	4.8%
82	Educational Services	145	11	156	2.5%
87	Naval Architects	106	7	113	1.8%
<b>91-97</b>	<b>Public Administration</b>				
91	Government	213	20	233	3.7%
	Not Classified	-	1	1	-
	Bulk Distribution	256	8	264	4.2%
<b>Total Qualified Circulation</b>		<b>5,898</b>	<b>387</b>	<b>6,285</b>	<b>100.0%</b>
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<b>TOTAL PRINTED</b>				<b>6,500</b>	

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 2018	7,808	280	8,088
November 2018	8,141	277	8,418
December 2018	7,687	277	7,964
January 2019	7,514	276	7,790
February 2019	6,802	280	7,082
March 2019	6,445	281	6,726
April 2019	5,941	287	6,228
May 2019	5,499	298	5,797
June 2019	5,154	313	5,467
July 2019	4,502	317	4,819
August 2019	4,562	320	4,882
September 2019	5,898	387	6,285
<b>6 Month Average</b>	<b>7,400</b>	<b>279</b>	<b>7,678</b>
<b>12 Month Average</b>	<b>6,329</b>	<b>299</b>	<b>6,629</b>

## RECIPIENT LIST ADDITIONS AND REMOVALS BY ISSUE

ISSUE	Additions		Removals		Total Additions	Total Removals	Net
	Non-Paid	Paid	Non-Paid	Paid			
October 2018	550	9	577	11	559	588	(29)
November 2018	152	14	156	13	166	169	(3)
December 2018	800	11	750	12	811	762	49
January 2019	69	18	63	13	87	76	11
February 2019	5	4	47	2	9	49	(40)
March 2019	908	16	913	23	924	936	(12)
April 2019	635	8	662	10	643	672	(29)
May 2019	245	14	183	17	259	200	59
June 2019	457	8	454	6	465	460	5
July 2019	30	11	42	19	41	61	(20)
August 2019	416	13	443	11	429	454	(25)
September 2019	33	6	36	5	39	41	(2)
<b>6 Month Total</b>	<b>2,484</b>	<b>72</b>	<b>2,506</b>	<b>74</b>	<b>2,556</b>	<b>2,580</b>	<b>(24)</b>
<b>6 Month Average</b>	<b>414</b>	<b>12</b>	<b>418</b>	<b>12</b>	<b>426</b>	<b>430</b>	<b>(4)</b>
<b>12 Month Total</b>	<b>4,300</b>	<b>132</b>	<b>4,326</b>	<b>142</b>	<b>4,432</b>	<b>4,468</b>	<b>(36)</b>
<b>12 Month Average</b>	<b>358</b>	<b>11</b>	<b>361</b>	<b>12</b>	<b>369</b>	<b>372</b>	<b>(3)</b>

## 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	\$40.00/\$76.00	177
24 issues	\$69.00/\$141.00	107
36 issues	\$109.00/\$217.00	91
Miscellaneous rates including bulk	Misc.	7
<b>Total Qualified Paid Circulation</b>		<b>382</b>

## 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 &amp; Non-Qualified):

	Date(s) Attended	City, State	# of Copies
Seattle Chamber of Commerce Alaska Forum Meeting	10/05/18	Seattle, WA	100
Ferries Conference 2018	10/10/18	Seattle, WA	200
Seattle Chamber of Commerce Alaska Forum Meeting	11/01/18	Seattle, WA	100
Pacific Marine Expo 2018	11/18/18 – 11/20/18	Seattle, WA	500
eNavigation Conference 2018	12/05/18 – 12/06/18	Seattle, WA	150
Seattle Chamber of Commerce Alaska Forum Meeting	01/10/19	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	02/07/19	Seattle, WA	100
California Maritime Leadership Symposium	02/19/19 – 02/20/19	Sacramento, CA	150
Seattle Chamber of Commerce Alaska Forum Meeting	03/08/19	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	04/05/19	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	04/26/19	Seattle, WA	50
FOSS - 130th Anniversary Celebration	06/01/19	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	06/07/19	Seattle, WA	50
Clean Pacific Conference 2019	06/18/19 – 06/20/19	Surrey, BC Canada	400
Baydelta Teresa Launch	07/01/19	San Francisco, CA	40
Ferries Conference 2019	09/12/19	Seattle, WA	200
Seattle Chamber of Commerce Alaska Forum Meeting	09/12/19	Seattle, WA	50
<b>TOTAL</b>			<b>2,490</b>

**Bulk Distribution Locations (Non-Paid):**

	<b>City, State</b>	<b># of Copies</b>
Ballard High School	Seattle, WA	5
Ballard Oil	Seattle, WA	5
Caffe Appassionato	Seattle, WA	6
California Maritime Academy	Vallejo, CA	5
Chelan Café	Seattle, WA	25
Compass Courses	Edmonds, WA	15
Cook Inlet Tug & Barge	Anchorage, AK	5
Foss	Long Beach, CA	7
Inlandboatmen's Union	Seattle, WA	5
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	18
Orange Coast College	Newport Beach, CA	10
Paradise Amirshahi	Irvine, CA	15
Pacific Maritime Institute	Seattle, WA	6
Pacific Pile & Marine, LP	Seattle, WA	5
Pacific Tugboat Service	Long Beach, CA	6
Sailor's Union of the Pacific	Seattle, WA	10
Star Center	Dania Beach, FL	5
Stella Maris Seafarers Center	San Diego, CA	10
Tongue Point Job Corps Center	Astoria, OR	8
USCG Regional Exam Center	Oakland, CA	5
USCG Regional Exam Center	Long Beach, CA	10
USCG Regional Exam Center	Portland, OR	10
Vanport Marine & Industrial	Portland, OR	5
Western Towboat	Seattle, WA	30
Yanmar America Corporation	Adairsville, GA	5
<b>TOTAL</b>		<b>256</b>

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

	<b>Date(s) Added to File</b>
Association of Shipbrokers & Agents USA Membership List	12/2018
Fishermen's News Paid Subscriber List	09/2019

\* 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 publishers 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.