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PUBLICATION DESCRIPTION

FISHERMEN'S NEWS (www.fishermensnews.com) is aimed at the commercial fishing industry on the US West Coast; from the Bering Sea off of Alaska, to the rich waters off of San Diego, and the Hawaiian atoll. We focus on the business and operational issues that face small boat fishermen, dive fisheries and shellfish growers, as well as the freezer/longline, crab and catcher-processor fleets of the North Pacific.

FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION

FISHERMEN'S NEWS serves the US West Coast commercial fishing industry. Specifically; those who operate or act as crew on fishing vessels along the US West Coast, those who work in the seafood processing or distribution industry, those who design, build, operate and maintain commercial fishing vessels and those who supply commercial fishing equipment to the fleet.

Qualified recipients include: fishing vessel owners and/or license holders, captains, crewmen, designers and boatbuilders, surveyors, buyers, processors, and equipment suppliers and manufacturers. We also serve fishing port and harbor operators, as well as associated government departments, educational establishments and others involved in the commercial fishing industry.

AVERAGE MONTHLY CIRCULATION: JULY 1, 2018 – JUNE 30, 2019

QUALIFIED CIRCULATION	Non-Paid	Paid	Qualified
Individual Subscription	314	1,377	1,691
Association/Group/Directory Lists	157	142	299
Rotated	1,621	-	1,621
Bulk Distribution	140	278	418
Single Copy Sales	-	-	-
Trade Show/Convention/Special Event	131	-	131
TOTAL QUALIFIED CIRCULATION	2,363	1,797	4,160

NON-QUALIFIED CIRCULATION	Non-Paid	Paid	Total
Advertiser/Agency	53	-	53
Sales/File/Office/Return/Other	116	-	116
Trade Show/Convention/Special Event	141	-	141
Other	24	-	24
TOTAL NON-QUALIFIED CIRCULATION	334	-	334

TOTAL PRINTED	4,494
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Please see the following pages for Recipient Classification, Subscription Source, Recency of Renewal, Business/Industry Classification, Geographical Distribution, 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	676	877	1,553	35.4%
Individual by Name Only	1,459	607	2,066	47.1%
Title Only	-	-	-	-
Company Name Only	1	8	9	0.2%
Bulk Distribution	191	266	457	10.4%
Trade Show/Convention/Special Event	300	-	300	6.8%
Total Qualified Circulation	2,627	1,758	4,385	100.0%
Non-Qualified Circulation	215	-	215	
TOTAL PRINTED			4,600	

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	189	1,337	853	434	223	16	1,526	34.8%
Request from Recipient's Company	-	-	-	-	-	-	-	-
Association/Group/Directory Lists	1,947	155	2,083	-	1	18	2,102	47.9%
Bulk Distribution	191	266	N/A	N/A	N/A	N/A	457	10.4%
Trade Show/Convention/Special Event	300	-	N/A	N/A	N/A	N/A	300	6.8%
Total Qualified Circulation	2,627	1,758	2,936	434	224	34	4,385	100.0%
Non-Qualified Circulation	215	-					215	
TOTAL PRINTED							4,600	

BUSINESS/INDUSTRY CLASSIFICATION

SIC CODE	DIVISION-GROUP DESCRIPTION	Non-Paid	Paid	Total	Percent
1-9	Agriculture, Forestry, Fishing				
	Fishing Vessel Owner and/or License Holder	1,770	1,203	2,973	67.8%
	Captain	10	59	69	1.6%
	Crewman	9	33	42	1.0%
	Other Commercial Fishing Related Industry	38	57	95	2.2%
20-39	Manufacturing				
	Processor	8	17	25	0.6%
	Boat Design/Build/Repair	49	17	66	1.5%
40-49	Transportation, Communications & Utilities				
	Port & Harbor Operations	55	15	70	1.6%
50-51	Wholesale Trade				
	Buyer	7	6	13	0.3%
	Equipment Manufacturer/Supplier	130	29	159	3.6%
60-67 / 70-89	Finance, Insurance & Real Estate / Services				
	Finance/Insurance/Law	33	11	44	1.0%
	Educational Services	18	15	33	0.8%
	Surveyor	1	5	6	0.1%
91-97	Public Administration				
	Government	8	25	33	0.8%
	Not Classified	191	266	457	10.4%
	Bulk Distribution	300	-	300	6.8%
Total Qualified Circulation		2,627	1,758	4,385	100.0%
Total Non-Qualified Circulation		215	-	215	
TOTAL PRINTED				4,600	

Source: Standard Industrial Classification (SIC) Code, Division, and Group (bold text) – U.S. Department of Labor
Description – *Fishermen's News*

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Non-Paid	Paid	Total	Percent	REGION	Non-Paid	Paid	Total	Percent
Maine	1	3	4	0.1%	Kentucky	-	-	-	-
New Hampshire	1	1	2	-	Tennessee	4	2	6	0.1%
Vermont	-	-	-	-	Alabama	1	-	1	-
Massachusetts	3	1	4	0.1%	Mississippi	1	1	2	-
Rhode Island	2	1	3	0.1%	E. S. Central	6	3	9	0.2%
Connecticut	-	-	-	-	Arkansas	-	1	1	-
New England	7	6	13	0.3%	Louisiana	5	2	7	0.2%
New York	1	2	3	0.1%	Oklahoma	1	2	3	0.1%
New Jersey	-	-	-	-	Texas	6	1	7	0.2%
Pennsylvania	-	-	-	-	W. S. Central	12	6	18	0.4%
Mid Atlantic	1	2	3	0.1%	Montana	5	11	16	0.4%
Delaware	-	-	-	-	Idaho	9	16	25	0.6%
Maryland	-	-	-	-	Wyoming	1	1	2	-
D.C.	-	2	2	-	Colorado	7	5	12	0.3%
Virginia	2	-	2	-	New Mexico	2	-	2	-
West Virginia	-	-	-	-	Arizona	10	9	19	0.4%
North Carolina	2	-	2	-	Utah	7	-	7	0.2%
South Carolina	1	1	2	-	Nevada	6	6	12	0.3%
Georgia	2	-	2	-	Mountain	47	48	95	2.2%
Florida	14	4	18	0.4%	Alaska	1,703	476	2,179	49.7%
S. Atlantic	21	7	28	0.6%	Washington	667	723	1,390	31.7%
Ohio	2	1	3	0.1%	Oregon	65	176	241	5.5%
Indiana	2	-	2	-	California	57	259	316	7.2%
Illinois	1	-	1	-	Hawaii	6	7	13	0.3%
Michigan	7	3	10	0.2%	Pacific	2,498	1,641	4,139	94.4%
Wisconsin	1	4	5	0.1%	U.S. Territories	-	1	1	-
E. N. Central	13	8	21	0.5%	U.S. Total	2,616	1,736	4,352	99.2%
Minnesota	8	8	16	0.4%	Canada	8	20	-	-
Iowa	1	1	2	-	Foreign	3	2	5	0.1%
Missouri	1	-	1	-	Foreign Total	11	22	5	0.1%
North Dakota	-	1	1	-					
South Dakota	-	3	3	0.1%					
Nebraska	-	1	1	-	Total Qualified	2,627	1,758	4,385	100.0%
Kansas	1	-	1	-	Total Non-Qualified	215	-	215	
W. N. Central	11	14	25	0.6%	TOTAL PRINTED			4,600	

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Non-Paid	Paid	Total
July 2018	2,277	1,843	4,120
August 2018	2,291	1,823	4,114
September 2018	2,227	1,805	4,032
October 2018	2,305	1,800	4,105
November 2018	3,284	1,797	5,081
December 2018	2,312	1,786	4,098
January 2019	2,064	1,806	3,870
February 2019	2,145	1,825	3,970
March 2019	2,282	1,795	4,077
April 2019	2,282	1,765	4,047
May 2019	2,263	1,755	4,018
June 2019	2,627	1,758	4,385
6 Month Average	2,449	1,932	4,258
12 Month Average	2,363	1,797	4,160

ISSUE	Additions		Removals		Total Additions	Total Removals	Net Adds & Removals
	Non-Paid	Paid	Non-Paid	Paid			
July 2018	1,274	49	1,321	59	1,323	1,380	(57)
August 2018	225	67	211	87	292	298	(6)
September 2018	-	36	64	54	36	118	(82)
October 2018	1,059	51	981	56	1,110	1,037	73
November 2018	14	56	35	59	70	94	(24)
December 2018	455	103	427	109	558	536	22
January 2019	1,057	105	1,329	85	1,162	1,414	(252)
February 2019	54	36	15	17	90	32	58
March 2019	648	64	445	92	712	537	175
April 2019	807	38	1,037	63	845	1,100	(255)
May 2019	363	88	164	98	451	262	189
June 2019	739	59	715	45	798	760	38
6 Month Total	3,027	362	3,039	424	3,389	3,463	(74)
6 Month Average	505	60	507	71	565	577	(12)
12 Month Total	6,695	752	6,744	824	7,447	7,568	(121)
12 Month Average	558	63	562	69	621	631	(10)

SUBSCRIPTION RATES

Area	Single Copy	1 Year	2 Years	3 Years
In State (US RATE)	\$3.00	\$22.00	\$38.00	\$59.00
International	-	\$58.00	\$110.00	\$167.00

PAID TERM	Rate	Number of Subscriptions
12 issues	\$22.00	477
12 issues int'l	\$58.00	8
24 issues	\$38.00	408
24 issues int'l	\$110.00	-
36 issues	\$58.00	397
36 issues int'l	\$167.00	2
Miscellaneous terms and rates	-	206
Total Qualified Paid Circulation		1,498

EXPLANATION

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

Paid Bulk Distribution Locations:

	City, State	# of Copies
Admiral Ship Supply	Port Townsend, WA	7
Clearwater Casino	Suquamish, WA	20
Dehart's	Juneau, AK	10
Dock Street Brokers	Seattle, WA	8
Englund Marine Supply Co.	Ilwaco, WA	5
Englund Marine Supply Co.	Crescent City, CA	5
Englund Marine Supply Co.	Astoria, OR	8
Englund Marine Supply Co.	Newport, OR	6
Englund Marine Supply Co.	Charleston, OR	10
Englund Marine Supply Co.	Eureka, CA	8
Englund Marine Supply Co.	Westport, WA	10
First & Pike News	Seattle, WA	5
Fishermen's Green Market & Deli	Seattle, WA	10
Hammer & Wikan	Petersburg, AK	10
Harbor Marine Maintenance	Everett, WA	5
Harri Plumbing	Juneau, AK	6
J&G Marine Supply	Tacoma, WA	3
Juneau International Airport	Juneau, AK	8
Kodiak Marine Supply Co Inc.	Kodiak, AK	6
LFS Inc.	Dutch Harbor, AK	12
Lummi Fishery Supplies Inc.	Bellingham, WA	12
Mallots General Store Inc.	Yakutat, AK	7
Marine Service & Supply, Inc.	Seattle, WA	5
Petro Star, North Pacific Fuel	Dutch Harbor, AK	15
Petro Star, North Pacific Fuel	Kodiak, AK	15
Petro Star, North Pacific Fuel	Valdez, AK	10
Port Book & News	Port Angeles, WA	3
Princeton Fishing Gear	Half Moon Bay, CA	5
Redden Net Co (Campbell River) Ltd.	Campbell River, BC	6
Seattle Marine & Fishing Supply Co.	Seattle, WA	5
Trading Union	Petersburg, AK	5
Washburns General Merchandise	Neah Bay, WA	16
TOTAL		266

Non-Paid Bulk Distribution Locations:

	City, State	# of Copies
Alaska Boats & Permits	Homer, AK	5
Alaska Vessel & Vehicle Repair	Anchorage, AK	5
Balard Oil Co	Seattle, WA	5
Columbia Sentinel Engineers	Seattle, WA	5
Compass Courses	Edmonds, WA	15
Cummins	Kodiak, AK	5
Fishing Vessel Owners	Seattle, WA	30
Gardner Boat Repair	Seattle, WA	5
Hansen Boat Co	Everett, WA	5
In Demand Marine	Homer, AK	5
Island Marine	Sitka, AK	5
John Hurwitz	Las Vegas, NV	3
Kodiak Diesel Service	Kodiak, AK	5
Kodiak Port and Harbor	Kodiak, AK	10
Lee Shore Boats	Port Angeles, WA	20
Margaret Bauman	Anchorage, AK	5
Maritime Fabrications Inc	Laconner, WA	7
Mountain Pacific Bank	Seattle, WA	5
Odies Marine Services	Anchorage, AK	5
People's Bank	Seattle, WA	8
Platypus Marine	Port Angeles, WA	5
School of Food Science, WSU & UI	Pullman, WA	3
Terry Dillman	Salem, OR	5
Union Machine Shop	Ketchikan, AK	5
Wikan Enterprises, Inc.	Petersburg, AK	5
Wrangell Port & Harbors	Wrangell, AK	10
TOTAL		191

Trade Show/Special Event Distribution Locations:

	Date(s) Attended	City, State	# of Copies
F/V Evie Grace Launch	08/01/18	Seattle, WA	25
Seattle Chamber of Commerce Alaska Forum Meeting	09/06/18	Seattle, WA	100
SEAFEAST	09/21/18 – 09/22/18	Bellingham, WA	300
Seattle Chamber of Commerce Alaska Forum Meeting	10/05/18	Seattle, WA	100
Seattle Chamber of Commerce Alaska Forum Meeting	11/01/18	Seattle, WA	100
Pacific Marine Expo	11/21/18 – 11/23/18	Seattle, WA	1,000
North Pacific Fisheries Mgmt Council Meeting	12/03/18 – 12/11/18	Anchorage, AK	100
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
Seattle Chamber of Commerce Alaska Forum Meeting	03/08/19	Seattle, WA	100
Wild Seafood Exchange	03/21/19	Bellingham, WA	150
Wild Seafood Exchange	03/21/19	Bellingham, WA	150
Comfish	03/28/19 – 03/30/19	Kodiak, AK	160
North Pacific Fisheries Mgmt Council Meeting	04/01/19 – 04/09/19	Anchorage, AK	100
Seattle Chamber of Commerce Alaska Forum Meeting	04/04/19	Seattle, WA	100
2018 Bering Sea Fisheries Conference	04/18/19	Seattle, WA	175
Seattle Chamber of Commerce Alaska Forum Meeting	04/24/19	Seattle, WA	50
Seattle Chamber of Commerce Alaska Forum Meeting	06/07/19	Seattle, WA	50
Bristol Bay Fish Expo	06/09/19 – 06/10/19	Naknek, AK	300
TOTAL			3,260

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

	Date(s) Added to File
2018 Alaska Commercial Fishing Permits	06/2018, 08/2018, 11/2018, 12/2018
2019 Alaska Commercial Fishing Permits	01/2019, 03/2019, 05/2019

* 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 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.