

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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**AEROSPACE MANUFACTURING AND DESIGN** is a B2B brand intended for individuals with broad based interests in the aerospace manufacturing industry including commercial, private, government/military and contract/equipment manufacturers. The brand content and editorial scope of the publication includes news and industry coverage, 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.

**FIELD SERVED**

**AEROSPACE MANUFACTURING AND DESIGN** serves Aerospace/Aircraft Manufacturers (commercial, private and government/military), Contract/Equipment Manufacturers serving the aerospace industry, and Others Allied to the Field including R&D, Testing & Design and Quality Assurance.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are Corporate Management, Engineering Management, Manufacturing/Production Engineering, Design/Development Engineering, Plant Management, Manufacturing/Production Management, Purchasing and other job functions allied to the field.

## CHANNELS

**AEROSPACE  
MANUFACTURING  
AND DESIGN  
MAGAZINE**



4 Issues in the period  
20,330 average circulation

## EXECUTIVE SUMMARY

Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
<b>AEROSPACE MANUFACTURING AND DESIGN MAGAZINE</b> Unique Total* (4 issues in the period)	15,392	-	15,392
a. Print	10,861	-	10,861
b. Digital	7,018	-	7,018
1. Requested	7,018	-	7,018
2. Non-Requested	-	-	-

\*Unique Total represents unique recipients, not the sum of Print and Digital.

## AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	1,902
Allocated for Trade Shows and Conventions	350
All Other	5,200
<b>TOTAL</b>	<b>7,452</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	14,930	97.0	14,930	97.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	462	3.0	462	3.0	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>15,392</b>	<b>100.0</b>	<b>15,392</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

## 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2016 Issue	Print	Digital	Unique Total Qualified*
January/February	10,708	6,905	15,252
March	10,722	6,966	15,298
April/May	10,940	7,095	15,551
June	11,074	7,104	15,469

\*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

## 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2016

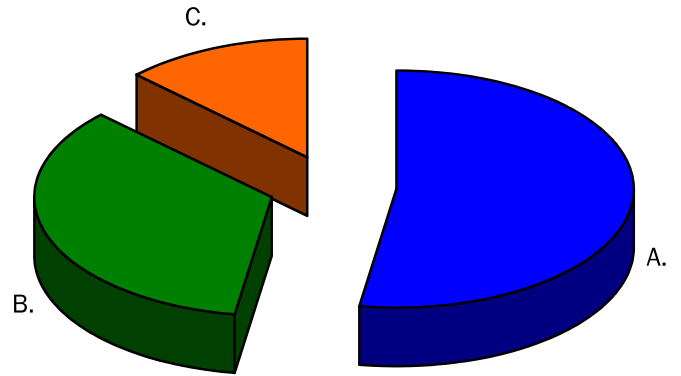
This issue is 1.4% or 211 copies above the average of the other 3 issues reported in Paragraph 2.

Business & Industry	UNIQUE TOTAL QUALIFIED*	PERCENT OF TOTAL	Print	Digital	Corporate Management	Design/ Development Engineering Management	Manufacturing/ Production Management, Plant Manufacturing/ Production Engineering	Purchasing and Other Job Functions
Aerospace/Aircraft Manufacturer (commercial, private, government/military)	8,151	52.4	6,152	3,532	2,724	3,477	1,579	371
Contract/Equipment Manufacturer serving the Aerospace Industry	5,393	34.7	3,680	2,451	1,793	2,343	950	307
Others Allied to the Field including R&D, Testing & Design, Quality Assurance	2,007	12.9	1,108	1,112	606	1,023	262	116
<b>UNIQUE TOTAL QUALIFIED CIRCULATION*</b>	<b>15,551</b>	<b>100.0</b>	<b>10,940</b>	<b>7,095</b>	<b>5,123</b>	<b>6,843</b>	<b>2,791</b>	<b>794</b>
<b>PERCENT</b>	<b>100.0</b>		<b>70.3</b>	<b>45.6</b>	<b>32.9</b>	<b>44.0</b>	<b>17.9</b>	<b>5.1</b>

\*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

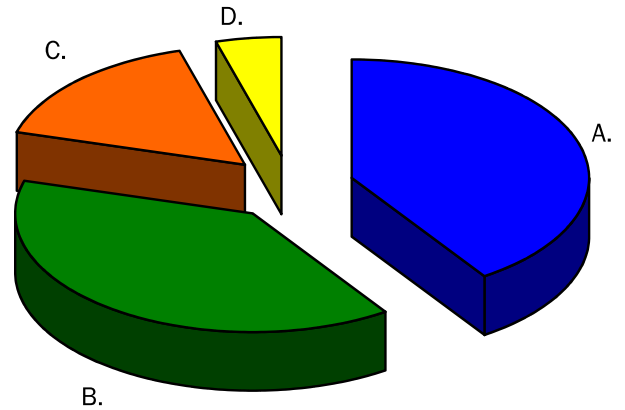
### 3a. Breakout of Qualified Circulation by Business and Industry

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL
A. Aerospace/Aircraft Manufacturer (commercial, private, government/military)	8,151	52.4
B. Contract/Equipment Manufacturer serving the Aerospace Industry	5,393	34.7
C. Others Allied to the Field including R&D, Testing & Design, Quality Assurance	2,007	12.9



### 3a. Breakout of Qualified Circulation by Job Function

JOB FUNCTION	TOTAL QUALIFIED	PERCENT OF TOTAL
A. Corporate Management	5,123	45.6
B. Design/Development Engineering, Engineering Management	6,843	44.0
C. Manufacturing/Production Management, Plant Management, Manufacturing/Production Engineering	2,791	17.9
D. Purchasing and Other Job Functions	794	5.1



### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2016

QUALIFICATION SOURCE	Qualified Within				Print	Digital	Unique Total Qualified*	Percent
	1 Year	2 Years	3 Years					
I. Direct Request:	<b>12,017</b>	<b>2,300</b>	-	-	<b>9,706</b>	<b>7,095</b>	<b>14,317</b>	<b>92.1</b>
II. Request from recipient's company:	-	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-	-
V. <b>TOTAL</b> - Sources other than above (listed alphabetically):	<b>1,234</b>	-	-	-	<b>1,234</b>	-	<b>1,234</b>	<b>7.9</b>
Association rosters and directories	-	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-	-
**Other sources	1,234	-	-	-	1,234	-	1,234	7.9
VI. Single Copy Sales:	-	-	-	-	-	-	-	-
<b>UNIQUE TOTAL QUALIFIED CIRCULATION*</b>	<b>13,251</b>	<b>2,300</b>	-	-	<b>10,940</b>	<b>7,095</b>	<b>15,551</b>	<b>100.0</b>
<b>PERCENT</b>	<b>85.2</b>	<b>14.8</b>	-	-	<b>70.3</b>	<b>45.6</b>	<b>100.0</b>	

\*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

\*\*See Additional Data

### 3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2016

MAILING ADDRESS	Print	Digital	Unique Total Qualified*	Percent
Individuals by name and title and/or function	10,473	7,095	15,084	97.0
Individuals by name only	-	-	-	-
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	467	-	467	3.0
Single Copy Sales	-	-	-	-
<b>UNIQUE TOTAL QUALIFIED CIRCULATION*</b>	<b>10,940</b>	<b>7,095</b>	<b>15,551</b>	<b>100.0</b>

\*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

