

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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AIRCRAFT COMMERCE is a commercial aircraft magazine covering Airline Fleet Planning, Leasing, Airframe Maintenance Costs and more. It is also the most cost effective, independent, commercial aircraft research tool on the web today.

FIELD SERVED

AIRCRAFT COMMERCE serves airlines, aircraft operator, air cargo; aircraft finance/leasing/consultancy organizations; manufacturers/maintenance/repair/modifications and overhaul companies, IT System providers for MRO, Operations & Revenues and others allied to the aviation field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are CORPORATE OFFICER (including: Chairman, C.E.O, C.F.O., C.O.O., Managing Director, President, Director General, Accountable Manager/Director, Principal or Owner, Founder, Partner - exc. law firms; Deputy/Assistant/Acting/Vice Chairman, etc), MAIN BOARD (including: Director, Senior V.P., Executive V.P., Executive Director/Officer, Board Member), MANAGEMENT PLANNING (including: V.P., General Manager, Manager, Chief, Chief Commercial Officer, Chief Pilot, Chief Engineer, Partner - law firms, Head of Department, Consultant, Legal Counsel, Flight Operations Coordinator, Public/Media Relations, Controller, Deputy/Assistant Director/Manager/Chief/VP etc, Advisor Business/IT/Government, Colonel, Commander, Responsible, Treasurer, Superintendent, Senior, Supervisor, Coordinator, Foreman, Leader, Postholder), OTHER PERSONNEL (including Administrator, Analyst, Architect, Assistant, Associate, Auditor, Business Development/Marketing, Buyer, Captain, Dispatcher, Documentation/Publication, Engineer/Engineering, Estimator, Executive, Expert, Marketing; Accounts, Inspector, Instructor, Lecturer, Librarian, Mechanic, Member, Minister, Officer, Pilot, Planner/Planning, Sales, Scheduler, Shareholder, Specialist, Surveyor, Technical/Technician, Training and others).

CHANNELS

AIRCRAFT COMMERCE MAGAZINE



3 issues in the period
10,031 average circulation

EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
AIRCRAFT COMMERCE MAGAZINE (3 issues in the period)	9,603	428	10,031

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	89
Allocated for Trade Shows and Conventions	-
All Other	614
TOTAL	703

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	10,020	99.9	9,601	95.7	419	4.2
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	11	0.1	2	-	9	0.1
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,031	100.0	9,603	95.7	428	4.3

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Total Qualified
February/March	10,029
April/May	10,035
June/July	10,029

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2018
This Issue Is 0.1% Or 6 copies above the average of the other 2 Issues reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total
AIRLINE, AIRCRAFT OPERATOR, AIR CARGO, AIRCRAFT TECHNICAL AND MAINTENANCE	8,476	84.5
AIRCRAFT FINANCE, LEASING, CONSULTING ORGANIZATIONS, LAW FIRMS	440	4.4
MANUFACTURERS	97	1.0
INDEPENDENT MAINTENANCE, MODIFICATION, REPAIR AND OVERHAUL ORGANIZATIONS, PARTS SUPPLIERS	736	7.3
AVIATION SERVICES (Note 1)	15	0.1
IT SYSTEMS - INC: SYSTEMS FOR MRO, OPERATIONS, REVENUES, IFE	184	1.8
OTHERS	87	0.9
TOTAL QUALIFIED CIRCULATION	10,035	100.0
PERCENT	100.0	

Note 1: This Classification includes Aviation Authorities & Aviation Training Centres.

Job Title	Total Qualified	Percent of Total	INDUSTRY SECTOR	
			AIRLINES (Note 1)	NON-AIRLINES
CORPORATE OFFICER (Note 2)	1,424	14.2	1,087	337
MAIN BOARD (Note 3)	1,764	17.6	1,446	318
MANAGEMENT PLANNING (Note 4)	5,165	51.4	4,495	670
OTHER PERSONNEL	1,682	16.8	1,448	234
TOTAL QUALIFIED CIRCULATION	10,035	100.0	8,476	1,559

Note 1: includes Airline Technical & Maintenance

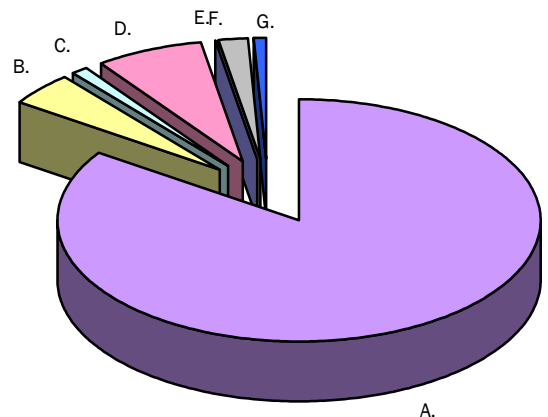
Note 2: This classification includes: Chairman, C.E.O, C.F.O., C.O.O., Managing Director, President, Director General, Accountable Manager/Director, Principal or Owner, Founder, Partner - exc. law firms; Deputy/Assistant/Acting/Vice Chairman, etc

Note 3: This classification includes: Director, Senior V.P., Executive V.P., Executive Director/Officer, Board Member

Note 4: This classification includes: Advisor, Chief, Chief Commercial Officer, Chief Engineer, Chief Pilot, Colonel, Commander, Consultant, Controller, Coordinator, Flight Operations Coordinator, Foreman, General Manager, Head of Department, Leader, Legal Counsel, Manager, Partner (law firms), Postholder, Principal, Public/Media Relations, Senior, Supervisor, Team Leader, Responsible, Treasurer, VP; Assistant/Deputy Director/Manager/Chief/VP etc.

3a. Breakout of Qualified Circulation by Business and Industry

Business and Industry	Total Qualified	Percent of Total
A AIRLINE, AIRCRAFT OPERATOR, AIR CARGO, AIRCRAFT TECHNICAL AND MAINTENANCE	8,476	84.5
B AIRCRAFT FINANCE, LEASING, CONSULTING ORGANIZATIONS, LAW FIRMS	440	4.4
C MANUFACTURERS	97	1.0
D INDEPENDENT MAINTENANCE, MODIFICATION, REPAIR AND OVERHAUL ORGANIZATIONS, PARTS SUPPLIERS	736	7.3
E AVIATION SERVICES	15	0.1
F IT SYSTEMS - INC: SYSTEMS FOR MRO, OPERATIONS, REVENUES, IFE	184	1.8
G OTHERS	87	0.9



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2018

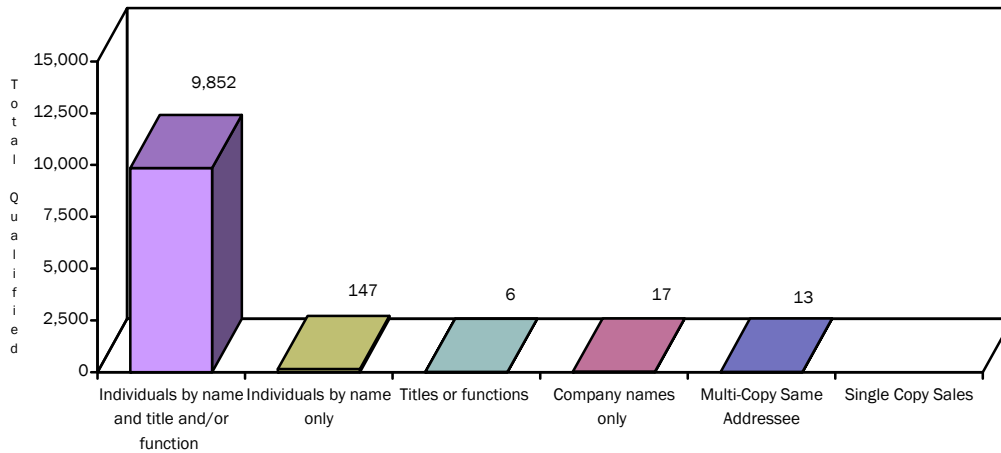
Qualification Source	Qualified Within			Total Qualified	Percent
	1 year	2 year	3+ year		
I. TOTAL – Direct Request:	777	366	701	1,844	18.4
a. Written	466	161	81	708	7.1
b. Telecommunication	-	-	-	-	-
c. Electronic	311	205	620	1,136	11.3
II. TOTAL – Request from recipient's company:	176	95	176	447	4.5
a. Written	41	10	27	78	0.8
b. Telecommunication	-	-	-	-	-
c. Electronic	135	85	149	369	3.7
III. TOTAL – Membership Benefit:	-	-	-	-	-
a. Individual	-	-	-	-	-
b. Organizational	-	-	-	-	-
IV. TOTAL – Communication from recipient or recipient's company (other than request):	40	22	9	71	0.7
a. Written	-	-	-	-	-
b. Telecommunication	-	-	-	-	-
c. Electronic	40	22	9	71	0.7
V. TOTAL – Sources other than above (listed alphabetically):	3,738	2,857	1,078	7,673	76.4
*Association rosters and directories	249	300	27	576	5.7
*Business directories	3,027	653	747	4,427	44.1
Manufacturer's, distributor's and wholesaler's lists	-	-	-	-	-
*Other sources	462	1,904	304	2,670	26.6
VI. TOTAL – Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	4,731	3,340	1,964	10,035	100.0
PERCENT	47.1	33.3	19.6	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2018

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	9,852	98.1
Individuals by name only	147	1.5
Titles or functions only	6	0.1
Company names only	17	0.2
Multi-Copy Same Addressee copies	13	0.1
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	10,035	100.0

3c. MAILING ADDRESS BREAKOUT



AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	July – December 2015	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018*
Total Audit Average Qualified:	10,030	10,031	10,035	10,033	10,032	10,031
Qualified Non-Paid:	9,579	9,573	9,584	9,585	9,572	9,603
Qualified Paid:	451	458	451	448	460	428
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

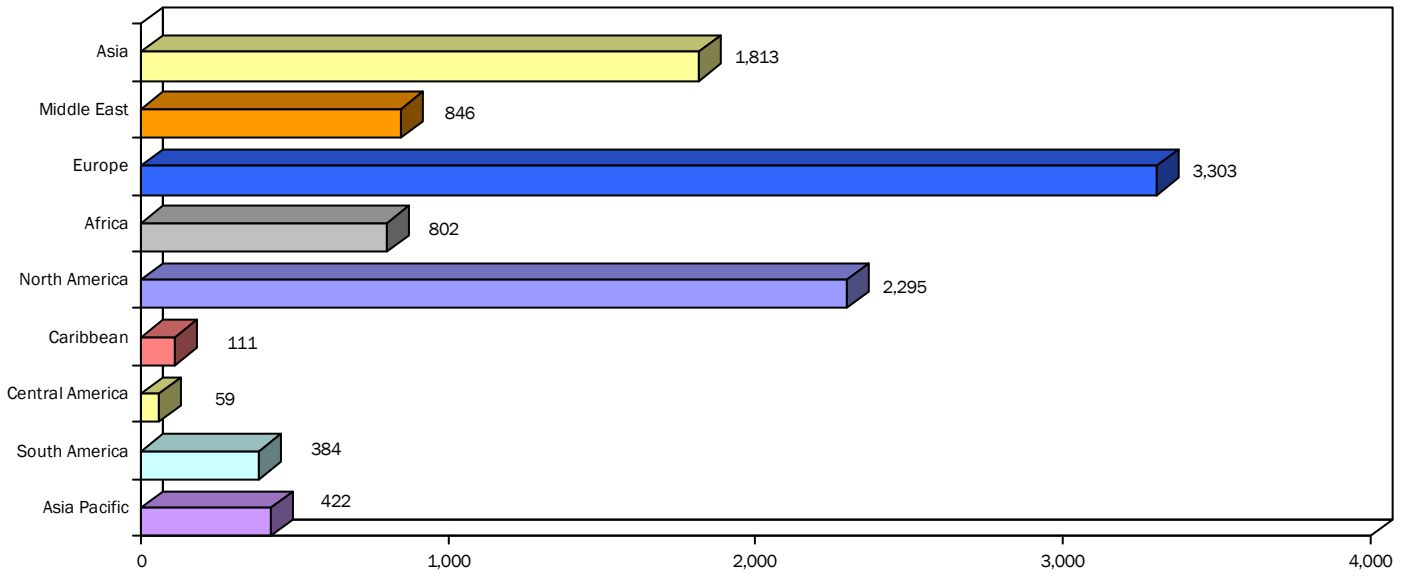
*NOTE: January – June 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2018

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
ASIA			Cameroon	9	
Afghanistan	20		Cape Verde	13	
Armenia	2		Central African Republic	1	
Azerbaijan	16		Congo	18	
Bangladesh	31		Cote D'Ivoire	4	
Bhutan	11		Egypt	88	
Brunei Darussalam	27		Equatorial Guinea	7	
Cambodia	17		Eritrea	3	
China	150		Ethiopia	71	
Georgia	6		Gabon	4	
Hong Kong - SAR	177		Ghana	11	
India	150		Kenya	89	
Indonesia	108		Madagascar	14	
Japan	130		Malawi	7	
Kazakhstan	78		Mauritania	2	
Korea, Republic Of	49		Mauritius	67	
Kyrgyzstan	8		Morocco	21	
Laos	12		Mozambique	11	
Macao	1		Namibia	12	
Malaysia	90		Niger	1	
Maldives	19		Nigeria	53	
Mongolia	14		Reunion	22	
Myanmar	35		Rwanda	4	
Nepal	40		Seychelles	2	
Pakistan	67		South Africa	81	
Philippines	83		Sudan	18	
Singapore	124		Swaziland	1	
Sri Lanka	19		Tanzania	16	
Taiwan	46		Togo	5	
Tajikistan	8		Tunisia	32	
Thailand	214		Uganda	7	
Turkmenistan	4		Zambia	12	
Uzbekistan	14		Zimbabwe	7	
Vietnam	43		unspecified Africa	3	
Subtotal	1,813	18.1	Subtotal	802	8.0
MIDDLE EAST			NORTH AMERICA		
Bahrain	85		Canada	395	
Iran	103		Mexico	130	
Iraq	2		United States	1,768	
Israel	58		unspecified North	2	
Jordan	42		Subtotal	2,295	22.9
Kuwait	21		CARIBBEAN		
Lebanon	25		Antigua and Barbuda	16	
Oman	56		Aruba	2	
Qatar	43		Bahamas	14	
Saudi Arabia	36		Cayman Islands	9	
United Arab Emirates	367		Cuba	8	
Yemen	1		Dominican Republic	7	
unspecified Middle East	7		Guadeloupe	7	
Subtotal	846	8.4	Haiti	2	
EUROPE			Jamaica	5	
Albania	1		Montserrat	1	
Austria	55		Puerto Rico	5	
Belarus	20		Saint Kitts and Nevis	2	
Belgium	76		Trinidad and Tobago	24	
Bulgaria	38		Turks and Caicos Islands	1	
Croatia	27		Virgin Islands, U.S.	2	
Cyprus	9		unspecified Caribbean	6	
Czech Republic	55		Subtotal	111	1.1
Denmark	62		CENTRAL AMERICA		
Estonia	6		Belize	1	
Faroe Islands	4		Costa Rica	3	
Finland	78		El Salvador	21	
France	212		Guatemala	10	
Germany	258		Honduras	1	
Greece	88		Nicaragua	4	
Greenland	15		Panama	19	
Hungary	26		Subtotal	59	0.6
Iceland	80		SOUTH AMERICA		
Ireland	209		Argentina	50	
Italy	58		Bolivia	5	
Latvia	34		Brazil	119	
Lithuania	24		Chile	45	
Luxembourg	55		Colombia	76	
Malta	45		Ecuador	8	
Moldova	16		Paraguay	1	
Monaco	1		Peru	37	
Montenegro	16		Suriname	9	
Netherlands	150		Uruguay	1	
Norway	45		Venezuela	33	
Poland	66		Subtotal	384	3.8
Portugal	84		ASIA PACIFIC		
Romania	35		Australia	167	
Russian Federation	225		Cook Islands	6	
Serbia	10		Fiji	47	
Slovakia	16		French Polynesia	10	
Slovenia	25		Guam	3	
Spain	164		New Caledonia	11	
Sweden	85		New Zealand	107	
Switzerland	83		Papua New Guinea	56	
Turkey	187		Solomon Islands	3	
Ukraine	62		Tonga	5	
United Kingdom	498		Vanuatu	4	
Subtotal	3,303	32.9	Western Samoa	3	
AFRICA			Subtotal	422	4.2
Algeria	58		TOTAL QUALIFIED CIRCULATION		
Angola	21		10,035	100.0	
Botswana	5				
Burkina Faso	1				
Burundi	1				

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



ADDITIONAL DATA

PARAGRAPH 3b:

Association rosters and directories include 1 source of circulation for a quantity of 576 copies or 5.7%.

Business directories include 2 sources of circulation for quantities of 3 copies or -% to 4,424 copies or 44.1%, including ACAS/Fleets Analyzer.

Other sources include 3 sources of circulation for quantities of 25 copies or 0.2% to 1,457 copies or 14.5%, including company contacts and LinkedIn.

PUBLISHER'S AFFIDAVIT

We hereby make oath and say that all data set forth in this statement are true.

Anne Ahier, Circulation & Subscription Manager

Ed Haskey, General 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 August 16, 2018

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City Horsham

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ID Number A313B0J8

About BPA Worldwide:

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