

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, and government/military sectors. The publication is also tailored to contract/equipment manufacturers and maintenance, repair, and overhaul (MRO) personnel in the aviation industry. 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; contract/equipment manufacturers; maintenance, repair, and overhaul businesses serving the aerospace industry; and others allied to the field including research & development (R&D), testing & design and quality assurance businesses.

**DEFINITION OF RECIPIENT QUALIFICATION**  
Qualified recipients are Corporate Management, Engineering Management, Manufacturing/Production Engineering, Design/Development Engineering, Plant Management, Manufacturing/Production Management, Quality Management, Purchasing and other job functions allied to the field.

## CHANNELS

### AEROSPACE MANUFACTURING AND DESIGN MAGAZINE



4 Issues in the period  
20,109 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)	20,109	-	20,109
a. Print	15,700	-	15,700
b. Digital	8,613	-	8,613
1. Requested	8,613	-	8,613
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	1,905
Allocated for Trade Shows and Conventions	538
All Other	255
<b>TOTAL</b>	<b>2,698</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	19,526	97.1	19,526	97.1	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	583	2.9	583	2.9	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>20,109</b>	<b>100.0</b>	<b>20,109</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

## 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2017 Issue	Print	Digital	Unique Total Qualified*
January/February	15,699	8,775	20,161
March	15,700	8,631	20,074
April/May	15,700	8,479	20,100
June	15,700	8,568	20,100

\*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 2017 This issue is 0.1% or 12 copies below the average of the other 3 issues reported in Paragraph 2.

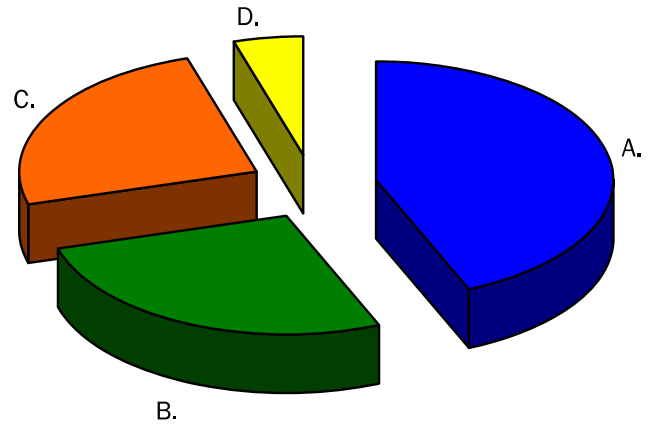
BUSINESS & INDUSTRY	UNIQUE TOTAL QUALIFIED*	PERCENT OF TOTAL	Print	Digital	Corporate Management	Design/ Development Engineering Management, Engineer	Manufacturing/ Production Management, Plant Manufacturing/ Production Engineering (Note 1)	Purchasing and Other Job Functions
Aerospace/Aircraft Manufacturer (commercial, private, government/military)	8,738	43.5	6,687	4,240	1,979	4,393	1,928	438
Job Shop/Contract Manufacturer	5,431	27.0	3,899	2,818	1,850	2,342	982	257
Maintenance, Repair and Overhaul (MRO)	4,985	24.8	4,552	916	3,378	482	962	163
Others Allied to the Field including R&D, Testing & Design, Quality Assurance	946	4.7	562	505	367	463	115	1
<b>UNIQUE TOTAL QUALIFIED CIRCULATION*</b>	<b>20,100</b>	<b>100.0</b>	<b>15,700</b>	<b>8,479</b>	<b>7,574</b>	<b>7,680</b>	<b>3,987</b>	<b>859</b>
<b>PERCENT</b>	<b>100.0</b>		<b>78.1</b>	<b>42.2</b>	<b>37.7</b>	<b>38.2</b>	<b>19.8</b>	<b>4.3</b>

Note 1: Includes Quality Management and other manager titles.

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

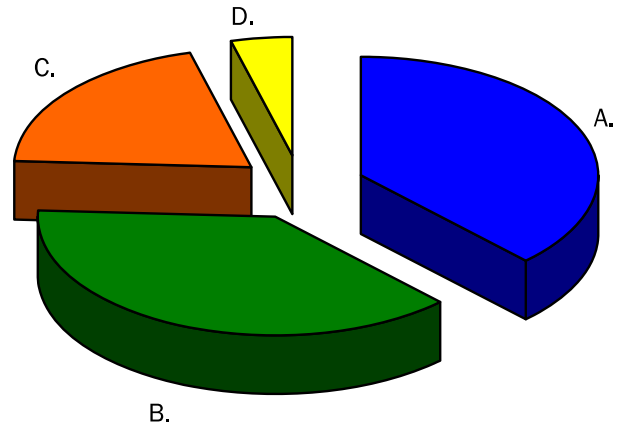
### 3a. Breakout of Qualified Circulation by Business and Industry

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL
A. Aerospace/Aircraft Manufacturer (commercial, private, government/military)	8,738	43.5
B. Contract/Equipment Manufacturer serving the Aerospace Industry	5,431	27.0
C. Maintenance, Repair and Overhaul (MRO), Manager, Quality Management	4,985	24.8
D. Others Allied to the Field including R&D, Testing & Design, Quality Assurance	946	4.7



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

JOB FUNCTION	TOTAL QUALIFIED	PERCENT OF TOTAL
A. Corporate Management	7,574	37.7
B. Design/Development Engineering, Engineering Management	7,680	38.2
C. Manufacturing/Production Management, Plant Management, Manufacturing/Production Engineering	3,987	19.8
D. Purchasing and Other Job Functions	859	4.3



### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2017

QUALIFICATION SOURCE	Qualified Within					Unique Total Qualified*	Percent
	1 Year	2 Years	3 Years	Print	Digital		
I. Direct Request:	15,424	2,780	-	13,804	8,479	18,204	90.6
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically):	1,896	-	-	1,896	-	1,896	9.4
Association rosters and directories	-	-	-	-	-	-	-
**Business directories	1,896	-	-	1,896	-	1,896	9.4
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
Other sources	-	-	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>UNIQUE TOTAL QUALIFIED CIRCULATION*</b>	<b>17,320</b>	<b>2,780</b>	<b>-</b>	<b>15,700</b>	<b>8,479</b>	<b>20,100</b>	<b>100.0</b>
<b>PERCENT</b>	<b>86.2</b>	<b>13.8</b>	<b>-</b>	<b>78.1</b>	<b>42.2</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 2017

MAILING ADDRESS	Print	Digital	Unique Total Qualified*	Percent
Individuals by name and title and/or function	15,117	8,479	19,517	97.1
Individuals by name only	-	-	-	-
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	583	-	583	2.9
Single Copy Sales	-	-	-	-
<b>UNIQUE TOTAL QUALIFIED CIRCULATION*</b>	<b>15,700</b>	<b>8,479</b>	<b>20,100</b>	<b>100.0</b>

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

