

# 2018 MEDIA KIT

PETERSENSHUNTING.COM





Our goal at *Petersen's Hunting* is to grow and foster the iconic status of the magazine as the heart and soul of the sport.

To bring together the most passionate and discerning hunters of this generation and the next. To inform and entertain, from the edgiest stories to the smartest product features. To create the most dynamic and experiential content in existence on the places, products and people that define and evolve the world of hunting.





Circulation	194,845
Frequency	8x a year +Annual
Total Audience	4,334,000
Male/Female (%)	87/13
Median Age	49.1
Average Household Income	\$103,840

# Shooting and the American Consumer\*

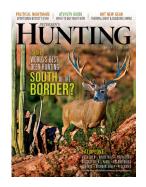
While mainstream marketers often misrepresent the shooting enthusiast and the media that serves them as niche, or as having undesirable connotations, the reality is that these consumers represent a powerful and deep cross-section of American consumers. Key facts about this influential market include.

- 43% of U.S. households own firearms, representing over 200 million guns.
- 20 million individuals take part in competitive shooting in the United States and the 2016 Summer Olympics featured 15 different shooting events for both men and women.
- Over 1.4 million Americans used firearms in their line of work including law enforcement and military personnel.
- The U.S. firearms industry includes approximately 200 companies employing about 15,000 individuals with annual revenues in excess of \$2 billion.

Sources: Hunting in America: Hunting and Fishing: Bright Stars in the American Economy, The Congressional Sportsmen's Foundation, 2012: Dynamic Logic/Millward Brown CrossMedia Research, 2004-2007: AAM, June 2017: MRI, Doublebase 2016.

### OUTDOOR SPORTSMAN GROUP®

# DEMOGRAPHIC HIGHLIGHTS



Petersen's HUNTING's reader audience is the premium core of avid and passionate hunting enthusiasts.

Our readers "influence the influencers."

From median age to education, income and employment, our highly qualified readers are key to your marketing success.

Total Addience.	7,337,000	/o Comp
Men Women		87% 13%
Median Age Single Married Widowed or Divorced In a Long Term Relationship		49.1 8% 76% 9% 4%
Management/Professional Tradesman/Craftsman/Services		22% 16%
Average Household Income Average Household Net Worth	\$103,840 \$625,800	
Average Number of Years Hunting:	28.8	
Hunt With: Firearms Bow Crossbow		99% 42% 19%
Species Hunted Past 12 Months Whitetail Deer Blacktail Deer Mule Deer Other Deer Elk Waterfowl Exotic Species	s:	71% 5% 20% 3% 18% 26% 6%

4,334,000 % Comp

**Total Audience:** 

Reloads Own Ammunition:	46%
Average Number of Hunting Trips Taken Past 12 Months: Average Amount Spent of All Hunting Trips	9.2
Past 12 Months	\$2,962
Average Amount Spent of Overnight Hunting Trips Past 12 Months	\$2,407
Average Amount Spent of Hunting Gear & Supplies in the Past 12 Months	\$1,030
Types of Vehicles Owned:	
Household Owns Pick-up Truck	57%
Household Own Sport/Utility Vehicle	55%
Household Owns Minivan	7%
Vehicle Use:	
Hunting	95%
Recreation	76%
Food Plots / Feeding game	32%
Farming / Ranching	29%
Work (Tradesman, Other)	28%
Type of Off-Road Vehicles Owned:	
ATV	30%
4-Wheeler	29%
Tractors	24%
Off-road Motorcycle	6%
UTV	5%

OUTDOOR SPORTSMAN

# HUNTING

# EDITORIAL CALENDAR



Petersen's Hunting is the leading magazine dedicated to hunters, with each issue packed full of tips and tactics for punching tags on big-game in the U.S. and abroad.

Every issue takes on a new theme, giving readers a taste of adventure and offering manufacturers a place to maximize marketing potential by reaching both hardcore and new hunters alike.

#### THE ANNUAL: HUNTING ANNUAL

- ~ The PH Staff picks the newest, most innovative gear of the year, including guns and ammo, packs, boots, binos, scopes, ATVs, camp equipment, crossbows, and more. We'll award our Editor's Picks for the best of the best in every category. Every manufacturer and company in the outdoor gear business should be included in this comprehensive round-up.
- ~ Also, a look back on our top hunts from Petersen's Hunting TV

Ad Close: June 4, 2018 On Sale: August 7, 2018 On Sale: November 13, 2018

#### **MARCH: THE PREDATOR ISSUE**

- ~ Destination: Predator! Top Spots in the U.S.
- ~ Gun Test: Bolt-Action Predator Rifles
- ~ Get in the Game: Tips for Western Big-Game Tag Draws
- ~ New Gear: Predator Gear (packs, ammo, calls)
- ~ Field Test: Suppressors

Ad Close: Dec. 14, 2017 On Sale: Feb. 13, 2018

#### JUNE/JULY: THE HERITAGE ISSUE

- ~ Going Old School Highlighting hunters who stick to tradition
- ~ Generations A feature on families and their annual hunting camps
- ~ The Comeback of the .458 Win. Mag.
- ~ Boddington on the Golden Age of Africa
- ~ New Gear: Best of the Best from SHOT Show
- ~ Field Test: Muzzleloaders

Ad Close: March 6, 2018 On Sale: May 1, 2018

#### **SEPTEMBER:** WESTERN BIG GAME ROUNDUP

- ~ Road Trip: Go West for Big-Game Success. The where and how of hunting elk, antelope and mule deer
- ~ High Country Adventure: The pain and the glory of sheep hunting
- $\sim$  How-to plan and execute a backcountry hunt, including essential gear for success
- ~ New Gear: New Hunt Gear, including optics, packs, footwear and clothing
- ~ Field Test: High-end spotting scopes with a focused sidebar on tripods

Ad Close: June 11, 2018 On Sale: August 7, 2018

#### **NOVEMBER:** THE RUT

- ~ Field to Fork: A full-featured look at processing and cooking venison, with recipes from the best chefs in the business
- ~ The top opportunities for a public-land trophy whitetail
- ~ Pro Tips: the newest tactics and gear to give deer hunters an edge in the woods
- ~ New Gear: Outfitting for the whitetail woods with new clothing, packs and ammo
- ~ Field Test: Lightweight treestands for mobile deer hunters

Ad Close: Aug. 20, 2018 On Sale: Oct. 16, 2018

# APRIL / MAY: THE BEST OF SPRING ISSUE (Special Double Issue)

- ~ New School Turkey Tips & Tactics
- ~ Backcountry Bears, East & West
- ~ Best Guns for Bear Defense
- ~ Food Plot Planning for Boosting Antler Growth
- ~ New Gear: Turkey Gear for Tough, Public-Land Hunts
- ~ Field Test: Best Knee-High Boots

Ad Close: Jan. 22, 2018 On Sale: March 20, 2018

#### **AUGUST: ARCHERY ISSUE**

- ~ Head to Head Crossbow Blowout Testing the best
- ~ An Archery Elk Hunt in the Colorado High Country
- ~ Antelope The Best Places for Pronghorns This Season
- ~ New Gear: Big & Tall Hunting clothes for Big Guys
- ~ Field Test: Broadheads

Ad Close: May 7, 2018 On Sale: July 3, 2018

#### **OCTOBER:** THE SURVIVAL/DIY ISSUE

- ~ Essential knowledge for surviving a medical issue in the woods, including a round-up for best medical kits, and Boddington's advice for overseas emergencies
- ~ DIY Alaska Planning a dream hunt for moose and more in the Last Frontier
- ~ Hell's Canyon A backpack adventure for birds
- $\sim$  More bang (literally) for your buck: a hard look at budget-priced ammunities
- ~ New Gear: Survival gear
- ~ Field Test: 10mm 1911s

Ad Close: July 16, 2018 On Sale: Sept. 11, 2018

#### **DEC./JAN.:** ADVENTURE/INTERNATIONAL (Special Double Issue)

- $\sim$  Africa for Everyone Breaking down the wide-range of opportunities Africa has to offer
- ~ Christmas Buyer's Guide: the top gear on every hunter's wishlist
- ~ Have gun/Will Travel: a look at the challenges of taking a gun overseas and tips for making it easier
- ~ Stalking in Scotland An old-world hunt for stags with a modern take on a classic rifle.
- ~ New Gear: Travel gear, including luggage and clothing
- ~ Field Test: Hard-sided gun cases for airline travel

Ad Close: Sept. 25, 2018 On Sale: Nov. 20, 2018

### OUTDOOR SPORTSMAN GROUP®

# 2018 ON SALE & AD CLOSE DATES



Our NEW GEAR department presents products in a new and exciting way. In-house studio photography displays items to their utmost advantage, and our product category groupings are designed to complement each other, thereby increasing reader interest and knowledge.

ISSUE	AD CLOSE/ MATERIALS DUE	ON NEWSTAND
March 2018	12/14/17	2/13/18
April - May 2018	1/22/18	3/20/18
June - July 2018	3/6/18	5/1/18
August 2018	5/7/18	7/3/18
September 2018	6/11/18	8/7/18
October 2018	7/16/18	9/11/18
November 2018	8/20/18	10/16/18
Dec. 2018 - Jan. 2019	9/25/18	11/20/18
2018 Annual	6/4/18	8/7/18 & 11/13/18

### OUTDOOR SPORTSMAN GROUP®

# ADVERTISING RATES



For current advertising rates and detailed specifications please contact:

Kevin Steele, Publisher — 805.472.2168

kevin.steele@outdoorsg.com

James McConville,
National Endemic Sales —
440.327.3610
james.mcconville@outdoorsg.com

Electronic media kits can be obtained at:

outdoorsg.com/brands/hunting/ petersens-hunting

4-COLOR	1 x	3 x	6 x	10 x
Full Page	\$14,875	\$14,531	\$14,070	\$13,182
2/3 Page	11,964	11,618	11,268	10,541
1/2 Page	9,730	9,439	9,153	8,557
1/3 Page	8,245	7,985	7,746	7,246
1/4 Page	6,889	6,682	6,481	6,065
2-COLOR	1x	3x	6х	10x
Full Page	\$11,274	\$10,937	\$10,606	\$9,925
2/3 Page	8,803	8,530	8,271	7,738
1/2 Page	6,986	6,779	6,571	6,149
1/3 Page	5,411	5,248	5,086	4,767
1/4 Page	4,502	4,379	4,243	3,970
B&W	1x	3x	6х	10x
Full Page	\$9,017	\$8,738	\$8,479	\$7,933
2/3 Page	6,850	6,649	6,435	6,033
1/2 Page	5,411	5,248	5,086	4,767
1/3 Page	4,061	3,931	3,820	3,568
1/4 Page	3,153	3,068	2,971	2,776
1/6 Page	2,257	2,186	2,128	1,992
1/12 Page	1,226	1,181	1,141	1,076
1 Inch	499	486	467	427
COVERS	1x	3x	6х	10x
Cover 4	\$19,468	\$18,890	\$18,293	\$17,139
Cover 2	17,217	16,710	16,185	15,160
Cover 3	16,482	15,977	15,484	14,498

# MECHANICAL SPECIFICATIONS



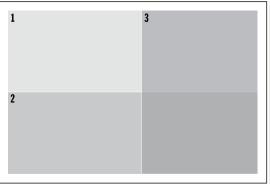
A SWOP-standard proof, pulled from the supplied file, must be submitted with each 4-color ad.

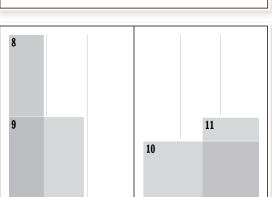
Non-Bleed - 1/2" inside trim. Non-bleed ads should have all elements within this measurement.

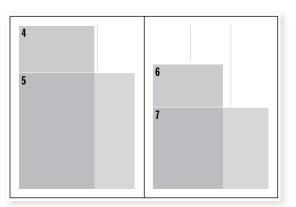
Bleed - 1/8" outside the trim. Elements that "bleed" off trimmed page should extend at least 1/8" beyond trim.

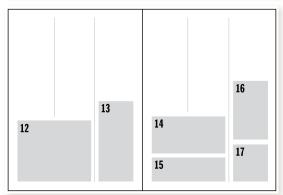
Trim - The edge of the page

Safety - 1/4" inside of trim edge. All image and text not intended to bleed should be within this measurement.









#### 1. Two-Page Spread

Non-Bleed: 14.5 x 9.5 Bleed: 15.75 x 10.75 Trim: 15.5 x 10.5 Safety: 15 x 10

#### 2. Two-Page One-Half Horizontal

Non-Bleed: 14.5 x 4.75

Bleed: 15.75 x 5.5 Trim: 15.5 x 5.25 Safety: 15 x 4.75

#### 3. Full Page

Non-Bleed: 6.75 x 9.5 Bleed: 8 x 10.75 Trim: 7.75 x 10.5 Safety: 7.25 x 10

#### 4. Two-Third Vertical

Non-Bleed: 4.375 x 9.5 Bleed: 5.25 x 10.75 Trim: 5 x 10.5 Safety: 4.5 x 10

#### 5. Two-Third Horizontal Non-Bleed: 6.75 x 6.75

Bleed: 8 x 7.125 Trim: 7.75 x 6.875 Safety: 7.25 x 6.375

#### 6. One-Half Vertical

Non-Bleed: 4.375 x 7.25 Bleed: 5.25 x 8 Trim: 5 x 7.75 Safety: 4.5 x 7.25

#### 7. One-Half Horizontal

Non-Bleed: 6.75 x 4.75 Bleed: 8 x 5.5 Trim: 7.75 x 5.25 Safety: 7.25 x 4.75

### 8. One-Third Vertical Non-Bleed: 2.125 x 9.5

Bleed: 2.875 x 10.75 Trim: 2.625 x 10.5 Safety: 2.125 x 10

## 9. One-Third Square

Non-Bleed: 4.375 x 4.75 Bleed: 5.125 x 5.5 Trim: 5 x 5.25 Safety: 4.5 x 4.75

#### 10. One-Third Horizontal

Non-Bleed: 6.75 x 3.375 Bleed: 8 x 4.125 Trim: 7.75 x 3.875 Safety: 7.25 x 3.625

### 11. One-Quarter Vertical

Non-Bleed: 3.375 x 4.75

### 12. One-Quarter Horizontal Non-Bleed: 4.375 x 3.625

13. One-Sixth Vertical Non-Bleed: 2.125 x 4.75

#### 14. One-Sixth Horizontal

Non-Bleed: 4.375 x 2.25

#### 15. One-Eighth Horizontal

Non-Bleed: 4.375 x 1.5

### 16. One-Eighth Page Non-Bleed: 2.125 x 3.5

### 17. One-Twelfth Page Non-Bleed: 2.125 x 2.25

# 18. One-Inch Banner

Non-Bleed: 6.75 x 1

# 19. Two-Inch Banner

Non-Bleed: 6.75 x 2

## 20. Eight-Inch Vertical

Non-Bleed: 2.125 x 8

### 21. Seven-Inch Vertical Non-Bleed: 2.125 x 7

### 22. Six-Inch Vertical Non-Bleed: 2.125 x 6

23. One-Inch 2-Column Non-Bleed: 4.375 x 1

# 24. One-Inch Vertical

Non-Bleed: 2.125 x 1

### OUTDOOR SPORTSMAN GROUP®

# REQUIREMENTS & SPECIFICATIONS



Whether it's rangefinders, binoculars, gun cases, spotting scopes or the latest in archery equipment, our FIELD TEST department doesn't just tell the customer what is out there and why it is the best, we inform them what is the best buy for their hard-earned money. The winner receives the *Petersen's* HUNTING Editor's Choice Award.

# **General Production Information**

Production Manager
Petersen's HUNTING
2 News Plaza
Peoria, IL 61614
309-679-5079
connie.mendoza@outdoorsg.com

**Trim Size-** 73/4-in. wide x 101/2-in. high

**Non-Bleed•** ½-in. inside trim. Non-bleed ads should have all elements within this measurement.

**Bleed•** 1/8-in. outside the trim. Elements that "bleed off" trimmed page should extend at least 1/8-in. beyond trim.

**Trim**• The edge of the page.

**Safety-** 1/4-in. inside of the trim edge on all four sides for a total 1/2-in. safety both vertically and horizontally. All image and text not intended to bleed should be within this measurement.

Please contact the production manager for specs, quantities, and delivery information for supplied inserts and cards.

# **Advertising File Requirements**

OSG requires that ads be submitted in PDF/X-1a format.

## Files must have-

All fonts embedded.

Page geometry defined and consistent (trim, bleed, and media/art boxes).

Correct color space for all elements (CMYK or grayscale).

Spot colors converted to CMYK.

Color and grayscale image resolution between 266 and 300 ppi at 100% placement.

Bitmap image resolution between 600 and 1200 ppi.

Total ink coverage should not exceed 300%.

# **Advertising File Submission**

Outdoor Sportsman Group maintains an advertising materials portal to support advertisers in the quick and easy electronic delivery of digital ad files:

osg.sendmyad.com



Our goal at Petersen's Hunting is to grow and foster the iconic status of the magazine as the heart and soul of the sport. To bring together the most passionate and discerning hunters of this generation and the next. To inform and entertain, from the edgiest stories to the smartest product features. To create the most dynamic and experiential content in existence on the places, products and people that define and evolve the world of hunting.

176K Monthly Uniques

42.9 Median Age

# At A Glance

Average HHI

Male (%)

Annual Page Views

Avg. Time Spent

Pages Per Session

Traffic From Mobile/Tablet Devices

eNewsletter Subscribers

Social Media Followers

\$81,900

88%

8,702,854

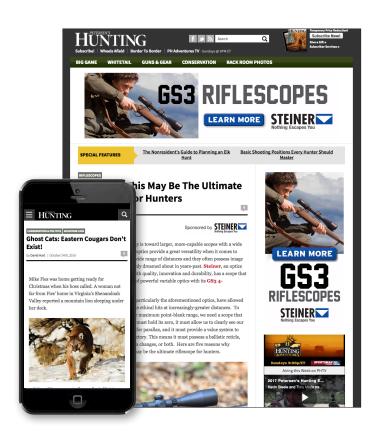
1:44

3.5

66%

79,100

30,429



# IDEAL FOR ACTIVATION AND CONVERSION

Reach Your Target Audience with Visually Engaging Display Ads

OSG Network Standard Industry Benchmarks

.14 CTR





**MOBILE / TABLET** 



# **VIDEO**

Pre Roll (:15 or :30 sec) Interstitial In-Stream

# GET IMPROVED PERFORMANCE

OSG Network CTR performs 50% better

than standard industry benchmarks.



# IDEAL FOR BRAND RECOGNITION AND RECALL

Native Advertising is a form of paid media where the ad experience follows the natural form and function of the user experience in which it is placed.

# **IMPROVED PERFORMANCE**

Higher Lift In Purchase Intent More Engagement

# Native Ads



Your Content



F-Newletter



Content to be shared across social channels













# **PACKAGES**

# **Custom Content**

Your brand is associated with original custom content created for you by OSG writers.

- **Story Creation**
- In Stream ROS Ads
- eNewsletter placement
- 100% SOV banners all devices
- Reporting
- 30 day run

# **Editorial Sponsorships**

Your brand is associated with original content created by OSG writers.

- In Stream ROS Ads
- eNewsletter placement
- 100% SOV banners all devices
- Reporting
- 30 day run

Source: Polar 2016

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# **OVER 1.26 MILLION** Outdoor Sports Enthusiasts receive one or more OSG branded newsletters per month.

# eNewsletter:

- (1) 300x250 ad surrounding the content area
- Reporting

# High Impact Package Includes:

- (2) 300x250 ads surrounding content area
- Integration with Native Campaign to promote your sponsored content
- Reporting

# eBlast:

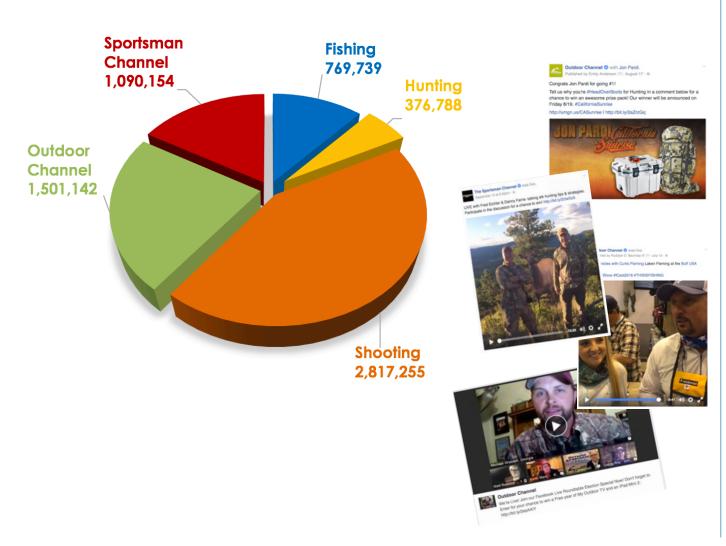
- Connect with our 3rd party opt-in subscribers at 100% share of voice.
- Deliver a message directly to the OSG audience
- Reporting



Source: E-Newsletter volume as of June 2017. Volume Subject to change.

Must-Have Crossboy

# **Over 6.6 Million Followers**



# **PACKAGES**

- Organic Posts
- Facebook Live Events
- Episodics
- Topics & Tips
- Product Event
- Roundtable
- Travel Event
- Sweeps
- Comment to Win
- Enter to Win
- Hybrid ( Comment + Enter )

# **Activating Engagement**

Authentically position your brand's message and creative content on our trusted OSG social platforms — Increasing brand awareness, reach, impressions, video views, engagement and more.

# **HIGH IMPACT**

	I	I	Road Block	Takeover 🗕
Unit	Size	CPM	СРМ	СРМ
DESKTOP			\$26	\$65
Superheader Expanded	1400x500	\$30		√
Superheader	1400x200	\$25		√
Billboard	970x250	\$14	√	√
Half Page	300x600	\$12	√	√
Medium Rectangle	300x250	\$10	√	√
Leaderboard	728x90	\$8		√
MOBILE			\$28	
Mobile Leaderboard	320x10 320x50	\$7 \$5	٧	
Medium Rectangle	300x250	\$10	√	
TABLET				\$35
Medium Rectangle	300x250	\$10		٧
Half Page	300x600	\$12		٧
Leaderboard	728x90	\$8		V

OSG Digital Network offers customized packages, beyond standard sizes and placements, to satisfy the specific needs and objectives of our clients. Programmatic opportunities available.

Go to http://www.outdoorsg.com/marketing-solutions/digital/digital-ad-specs/ for digital specs

VIDEO	
Pre-Roll	\$25
Interstitial/In-Stream	\$15
NATIVE	
Custom Content	\$7,500 Flat Rate
Editorial Sponsorships	\$5,500 Flat Rate
E-MAIL	
E-Newsletter	CPM's vary, Contact Your Sales Representative
E-Blast	\$150
SOCIAL	
Organic Posts	

Contact Your Sales Representative

**Facebook Live Events** 

Sweeps

<sup>\*</sup>Rich Media: Standard Display: \$2 for Rich Media, Data Layer, Targeting | High Impact: +\$2-\$8 for Rich Media - costs based on campaign



Creative Unit Name	Initial Dimensions (W x H in px)	Maximum Expanded Dimensions (W x H in px)	Max Initial File Load Size	Maximum Animation Length	Audio Initiation	Submission Lead-Time
Superheader	1400x200	1400x500	100kb	15-sec,3x loops max	User Initiated	5 Business Days
Billboard	970x250	N/A	100kb	15-sec,3x loops max	User Initiated	5 Business Days
Half Page	300x600	600x600	60kb	15-sec,3x loops max	User Initiated	5 Business Days
Medium Rectangle	300x250	500x250	60kb	15-sec,3x loops max	User Initiated	5 Business Days
Leaderboard	728x90	728x180	60kb	15-sec,3x loops max	User Initiated	5 Business Days
Mobile Leaderboard	320x100	N/A	35kb	15-sec,3x loops max	User Initiated	5 Business Days
Mobile Leaderboard	320x50	N/A	35kb	15-sec,3x loops max	User Initiated	5 Business Days
Interstitial	600x600	N/A	100kb	15-sec,3x loops max	User Initiated	5 Business Days

**Click here for Video Specs.** 

















# **Image Sizes:**

650x650 & 1200x628

### **Videos**

- **Dimensions:** 1280x720
- Videos need to be under a minute to be posted on IG. However, we have some clients that provide a teaser and full Version.
- The full version can be posted on YouTube and FB.
- 30 Second videos tend to do better.
  - Codecs should e H.264 and AAC. Export as .MP4

## **Character Limits**

- FB: Suggested \*90 character. It is recommended to keep character limits as short as possible.
- TW: 140-character limit.
- IG: No character limit currently. It is recommended to keep character limit to 9 (ie. #123456789).

### Click URLs:

- It is OSG's policy that we use our own tracking parameters.
- We request a raw URL that we create our own tracking parameters in Terminus with – if the URL lives on the client's website they can still track it no matter what.
- Client may use their own tracking parameters; incorporated into OSG's.

## **Creative Process:**

- Client to supply standard social media materials per post or as agreed upon.
- If OSG is providing the creative to be used in the campaign, client will provide:
  - Logo
  - Image (of promotional item/product)
- Client may provide boilerplate copy to be used in the post, but OSG reserves the right to optimize the copy for social. In cases where client provides copy, OSG and client will work together on refining copy as needed.













# **Terms and Conditions**



- **1.** The publisher may reject any advertising for any reason at any time, even if previously acknowledged or accepted.
- **2.** Cancellations or changes in advertising (including changes in insertion orders) will not be accepted by the publisher after the issue closing date.
- **3.** Cancellations must be in writing, and none are considered accepted until confirmed in writing by the publisher.
- **4.** Cancellation of a space contract by the advertiser or its agency will result in the forfeiture of position protection and/or the contract rate, if any. The rate on past and subsequent insertions will be adjusted to conform to the actual space used at current rates.
- 5. The publisher shall not be liable for any delay or failure to print, publish or circulate all or any portion of any issue in which an advertisement accepted by the publisher is contained if such failure is due to acts of God, strikes, work stoppages, accidents, or other circumstances beyond the publisher's control. The liability of publisher, if any, for any act, error, or omission for which it may be held responsible at law or in equity shall not exceed the cost of the advertising space affected by the error. In no event shall publisher be liable for any indirect, consequential, punitive, special, or incidental damages, including, but not limited to, lost income or profits.
- **6.** Advertiser and agency represent and warrant that they are authorized to publish the entire contents and subject matter of any advertisement in any issue or edition and that publication will not violate any law or infringe upon any right of any party or result in any claims against publisher. In consideration of the publication of an advertisement, the advertiser and the agency, jointly and severally, will indemnify, defend and hold harmless KSE Sportsman Media, Inc. its affiliates officers, agents and employees against any and all losses and expenses (including legal fees) arising from or relating to (a) a breach or misrepresentation of the foregoing representations and warranties, and/or (b) the publication or contents of the advertisement including, without limitation, claims or suits for defamation, libel, misappropriation, privacy or publicity rights, copyright or trademark infringement, plagiarism, and from any and all similar claims now known or hereafter devised or created.
- 7. No conditions, printed or otherwise, appearing on the contract, order, or copy instructions that conflict with the publisher's policies or the terms and conditions stated herein will be binding on the publisher and to the extent inconsistent with the terms herein, these terms and conditions shall govern and supersede any such conditions.

- **8.** The publisher has the continuing right to adjust its rate schedule and will regard the failure of an order to correspond to the rate schedule as a clerical error and will, without further communication, invoice the advertiser based on rates in effect at that time.
- **9.** The publisher will hold the advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to the publisher. Please be advised that there is no "sequential liability" to the publisher. Payment is due upon receipt of invoice. All payments must be in United States currency. Advertiser and/or its advertising agency are jointly and severally liable for all costs, fees and expenses (including attorney or collection agency fees) incurred in connection with the collection of all monies due.
- **10.** The forwarding of an order is construed as an acceptance of all the publisher's rates and conditions in effect at that time.
- 11. This agreement shall be governed by and construed in accordance with the laws of the State of Georgia without regard to conflict of laws provisions. Any action or proceeding arising out of or relating to this agreement or publisher's publication of the advertising shall be brought in the courts of record in the State of Georgia.





### **Publisher's Statement**

6 months ended June 30, 2017, Subject to Audit

Annual Frequency: 11 times/year

**Field Served**: Sport hunting, including big game, small game, upland birds, waterfowl, varmints and exotic game. Reports on game management, guns and loads, gun dogs, bow hunting, and big game anatomy. Basic where-to and how-to information for all types of recreational hunting.

Published by Outdoor Sportsman Group - Integrated Media

EXECUTIVE SUMMARY: TOTAL AVERAGE CIRCULATION					
Total Paid & Verified Subscriptions	Single Copy Sales	Total Circulation	Rate Base	Variance to Rate Base	
188,141	6,704	194,845	None Claimed		

#### TOTAL CIRCULATION BY ISSUE Paid Subscriptions Verified Subscriptions Single Copy Sales Total Paid & Verified Total Total Total Total Digital **Total Paid** Paid & Verified Digital Paid & Verified Circulation Paid & Verified Digital **Total Verified** Single Copy Print Subscriptions Print Sales Circulation - Print - Digital Issue Circulation Subscriptions Print Subscriptions Issue Issue Issue Issue Dec/Jan 128.186 1,244 129,430 54.048 183,478 8.851 8.887 191,085 1,280 192.365 54,048 36 123,310 1,769 125,079 64,704 64,704 189,783 5,947 87 6,034 193,961 1,856 195,817 Mar Apr/May 121,768 1,759 123,527 66,927 66,927 190,454 4,828 38 4,866 193,523 1,797 195,320 113.888 1.713 115.601 73.247 73.247 188.848 7.002 28 7.030 194.137 1.741 195.878 Jun/Jul 121,788 123,409 47 193,177 Average 1.621 64.732 64.732 188,141 6.657 6.704 1.668 194.845

SUPPLEMENTAL ANALYSIS OF AVERAGE CIRCUL	ATION			
	Print	Digital Issue	Total	% of Circulation
Paid Subscriptions				
Individual Subscriptions	121,788	1,621	123,409	63.3
Total Paid Subscriptions	121,788	1,621	123,409	63.3
Verified Subscriptions	<u> </u>			
Public Place	63,457		63,457	32.6
Individual Use	1,275		1,275	0.7
Total Verified Subscriptions	64,732		64,732	33.2
Total Paid & Verified Subscriptions	186,520	1,621	188,141	96.6
Single Copy Sales				
Single Issue	6,657	47	6,704	3.4
Total Single Copy Sales	6,657	47	6,704	3.4
Total Paid & Verified Circulation	193,177	1,668	194,845	100.0

'	VARIANCE OF LAST THREE RELEASED AUDIT REPORTS					
	Audit Period Ended	Rate Base	Audit Report	Publisher's Statements	Difference	Percentage of Difference
	12/31/2016	None Claimed	200,294	200,294		
Г	12/31/2015	None Claimed	206,640	206,640		
	12/31/2014	None Claimed	206,262	206,262		

		Average Price (2)		
	Suggested Retail Prices (1)	Net	Gross (Optional)	
Average Single Copy	\$4.99			
Subscription	\$19.94		İ	
Average Subscription Price Annualized (3)		\$10.78		
Average Subscription Price per Copy		\$0.98		

- (1) For statement period
- (2) Represents subscriptions for the 12 month period ended December 31, 2016
- (3) Based on the following issue per year frequency: 11

#### ADDITIONAL DATA IN WWW.AUDITEDMEDIA.COM MEDIA INTELLIGENCE CENTER

Circulation by Regional, Metro & Demographic Editions Geographic Data Analysis of New & Renewal Paid Individual Subscriptions Trend Analysis

Visit www.auditedmedia.com Media Intelligence Center for audit reports.







### **Publisher's Statement Continued**

ADDITIONAL ANALYSIS OF VERIFIED			
	Print	Digital Issue	Total
Public Place			
Automotive Outlets	36,680		36,680
Doctor/Health Care Providers	6,476		6,476
Personal Care Salons	15,267		15,267
Specialty Locations/Retail	5,034		5,034
Total Public Place	63,457		63,457
Individual Use			
Ordered/Payment Not Received	1,275		1,275
Total Individual Use	1,275		1,275

#### RATE BASE

None Claimed.

### NOTES

Rounding %: Due to rounding, percentages may not always add up to 100%.

**Double Issues:** A double issue represents two copies of service. The Average Subscription Price Annualized is based on 11 issues, which includes 3 double issues.

Post-Expire Copies: The following average number of copies were served to subscribers post expiration pending renewal and are included in Paid Subscriptions: 13,552

Average Nonanalyzed Nonpaid: Average Nonanalyzed Nonpaid circulation for the period was: 661

We certify that to the best of our knowledge all data set forth in this publisher's statement are true and report circulation in accordance with Alliance for Audited Media's bylaws and rules.

Parent Company: KSE Sportsman Media, Inc.

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