









2017 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	202,833
Frequency	8x a year +Annual
Total Audience	4,719,000
Male/Female (%)	87/13
Median Age	49.4
Average Household Income	\$64,900

# 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 2016: MRI, Spring 2016.

# 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.

iotal Addience.	7,712,000	/o Comp
Men Women		87% 13%
Median Age Single Married Widowed or Divorced In a Long Term Relationship		49.7 8% 76% 9% 4%
Management/Professional Tradesman/Craftsman/Services		22% 16%
Average Household Income Average Household Net Worth	\$64,900 \$625,800	
Average Number of Years Hunting:	28.8	
Hunt With: Firearms Bow Crossbow		99% 42% 19%
Species Hunted Past 12 Month Whitetail Deer Blacktail Deer Mule Deer Other Deer Elk Waterfowl Exotic Species	s:	71% 5% 20% 3% 18% 26% 6%

4,719,000 % Comp

**Total Audience:** 

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

OUTDOOR Portsma Group®

# HUNTING

# EDITORIAL CALENDAR



Each issue of *Petersen's HUNTING* is designed to highlight every season of the hunters' year.

Reach our readers via specific content in specific issues to maximize the efficiencies of your annual marketing plan.

### THE ANNUAL: The Big Gear Issue

- ~ Editor's Pick The Best Gear of—packs, boots, optics, tents, guns, loads, scopes, stoves, ATVs, coolers, knives, bows, crossbows, muzzle-loaders, GPS, spotting scopes, binoculars, rangefinders and more in short the Annual will be a place for any and every manufacturer of sporting goods related to hunting.
- ~ Hunting Adventures TV Section

Ad Close: May 26, 2017 On Sale: August 1, 2017

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

- ~ Top 5 North American Predators and where to hunt them.
- ~ Build a lightweight predator AR
- ~ Attacked! Survival story from victim of predator attack
- ~ Field Test: Predator Calls
- ~ New Gear: Predator Gear/Cold Weather Gear

Ad Close: Dec. 15, 2016 On Sale: Feb. 14, 2017

#### APRIL / MAY: THE DIY ISSUE (Special Double Issue)

- ~ DIY Backpacking Spring Bear hunt
- ~ Top 10 skills to survive in an emergency or lost in the woods
- ~ Top public land destinations broken down by state & species
- ~ The modern turkey p laybook (compilation of several writers turkey experiences+ new guns/loads, gear)
- ~ New Gear: Lightweight gear
- ~ Field Test: Pack rafts

Ad Close: Jan. 23, 2017 On Sale: March 21, 2017

#### JUNE/JULY: THE PEOPLE ISSUE (Special Double Issue)

- ~ Feature: Hunters through the ages-Round up of the best hunters of the 21st century – both in NA and abroad.
- ~ Sticking to Tradition-feature on older sportsmen who stick to their old ways of hunting (thinking dad/grandpa's who still hunt with their first rifles, wooden decoys, red flannel—quys like your dad. Imagining on location photography)
- ~ Celebrity Profile TBD
- ~ New Gear: TBD after SHOT
- ~ Field Test: Packs

Ad Close: March 7, 2017 On Sale: May 2, 2017

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

- ~ How to make the ultimate bow camp—wall tents, stoves, portable showers, cots, etc. for the best DIY hunt camp.
- ~ Crossbow Shootout
- ~ New Gear: All Archery Themed
- ~ Field Test: Compound bows

Ad Close: May 8, 2017 On Sale: July 4, 2017

#### **SEPTEMBER:** WESTERN BIG GAME ISSUE

- ~ Feature: Annual Big Game Forecast
- ~ Feature: Plan a DIY roadtrip for big game including places to camp, public land, over the counter tags, etc.
- ~ New Gear: Western/Big Game Themed TBD
- ~ Field Test: 15X Binocs for Western Hunting.

Ad Close: June 12, 2017 On Sale: August 8, 2017

#### **OCTOBER:** CONSERVATION/HERITAGE ISSUE

- ~ Hunting related legislation. (Delisting of wolves, grizzlies, etc.)
- ~ Leaders/organizations in conservation. Round-up of individuals making a difference
- ~ Outfitter/News: Selling of public land-Who has voted for it, who is against it? The results may surprise some.
- ~ New Gear: Old is new again (functional heritage/retro gear)
- ~ Field test: Budget Riflescopes (New players on the market; many of them making great optics at an entry-level price)

Ad Close: July 17, 2017 On Sale: Sept. 12, 2017

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

- ~ State by State breakdown for whitetails for non-residents. License/tag prices, where to hunt, season, etc.
- ~ DIY butchering. Breakdown of different cuts of meat, and equipment one needs to make an at-home butcher shop.
- ~ Rut techniques for hard-hunted public land
- ~ New Gear: All whitetail/rut related.
- ~ Field Test: Hunting handguns

Ad Close: Aug. 21, 2017 On Sale: Oct. 17, 2017

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

- ~ Best and worst African countries to hunt (and what species). Ease of travel with a firearm, laws, licenses, expenses, etc.
- ~ Your first international hunt: are you ready to go?
- ~ Great Christmas products by price category
- ~ New Gear: International travel gear
- ~ Field Test: Gun Case Test

Ad Close: Sept. 26, 2017 On Sale: Nov. 21, 2017

## OUTDOOR PORTSMAN GROUP®

# ON SALE & AD CLOSE DATES

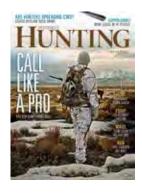


Our NEW GEAR department presents products in a new and exciting way. In-house studio photography displays items to their utmost advantage, and our product category groupings are designed to complement each other, thereby increasing reader interest and knowledge.

ISSUE	AD CLOSE / MATERIALS DUE	ON NEWSTAND
March 2017	12/15/16	2/14/17
April - May 2017	1/23/17	3/21/17
June - July 2017	3/7/17	5/2/17
August 2017	5/8/17	7/4/17
September 2017	6/12/17	8/8/17
October 2017	7/17/17	9/12/17
November 2017	8/21/17	10/17/17
Dec. 2017 - Jan. 2018	9/26/16	11/21/17
2018 Annual	5/26/17	8/1/17

# OUTDOOR SPORTSMAN GROUP® INTEGRATED MEDIA

# 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	\$25,971	\$25,194	\$24,396	\$22,855
2/3 Page	20,774	20,143	19,537	18,277
1/2 Page	16,871	16,365	15,870	14,836
1/3 Page	14,295	13,845	13,430	12,563
1/4 Page	11,944	11,585	11,237	10,516
2-COLOR	1x	3х	6х	
Full Page	\$19,548	\$18,963	\$18,389	\$17,209
2/3 Page	15,263	14,790	14,340	13,417
1/2 Page	12,113	11,753	11,393	10,662
1/3 Page	9,381	9,100	8,818	8,266
1/4 Page	7,806	7,592	7,356	6,883
B&W	1x	3х	6х	10x
Full Page	\$15,634	\$15,150	\$14,701	\$13,755
2/3 Page	11,876	11,528	11,157	10,460
1/2 Page	9,381	9,100	8,818	8,266
1/3 Page	7,041	6,815	6,624	6,186
1/4 Page	5,466	5,319	5,151	4,814
1/6 Page	3,914	3,790	3,689	3,453
1/12 Page	2,125	2,047	1,979	1,866
1 Inch	866	843	809	741
COVERS	1x	3x	6х	10x
Cover 4	\$33,754	\$32,752	\$31,717	\$29,716
Cover 2	29,851	28,973	28,062	26,285
Cover 3	28,557	27,702	26,847	25,138

# 2017 — MECHANICAL SPECIFICATIONS



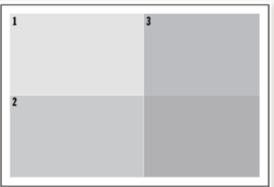
A SWOP-standard proof, pulled from the supplied file, must be submitted with each 4-color ad.

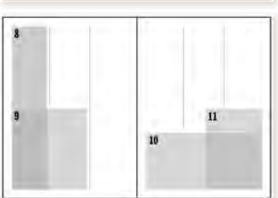
Non-Bleed - 1/2" inside trim. Non-bleed ads should have all elements within this measurement.

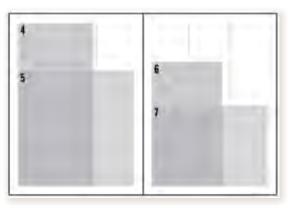
Bleed - 1/8" outside the trim. Elements that "bleed" off trimmed page should extend at least 1/8" beyond trim.

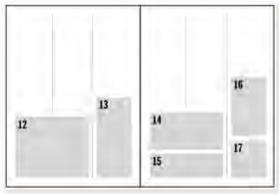
Trim - The edge of the page

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

# 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.

185K Mariage Monthly Uniques

41.8 Median Age



# At A Glance

Average HHI	\$74,500
Male (%)	87%
Annual Page Views	10,905,550
Average Time Spent	1:48
Pages Per Session	4.1
Traffic From Mobile/Tablet Devices	64%
eNewsletter Subscribers	70,000
Social Media Followers	28,126



# IDEAL FOR ACTIVATION AND CONVERSION

Reach Your Target Audience with Visually Engaging Display Ads.

# **IMPROVED PERFORMANCE**

OSG Network CTR performs 50% better than standard industry benchmarks.

OSG Network

21<sub>CTR</sub>

Standard Industry Benchmarks

.14 cm



# **VIDEO**

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

728x90



728x90 (Leaderboard)

300x100



# **MOBILE / TABLET**

Desktop Road Block	970x250	300x600	300x250 (optional)	
Desktop Takeover	970x250	300x600	300x250	728x90
Mobile Takeover	320x100	320x50 (optional)	300x250	
Tablet Takeover	300x600	300x250	728x90	
Outdoor Channel:				
Desktop Only	728x90	300x600	300x250	
World Fishing Network:				

Source: Google Benchmarks January-July 2016

Desktop/Mobile

300x250



# **IMPROVED PERFORMANCE**

# 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.

18% Higher Lift In Purchase Intent 25% More Engagement

## Native Ads



## Your Content



## F-Newletter



# eCommerce Widget





# **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

# E-Commerce Widget

Your products are seamlessly displayed within highly relevant content and linked directly to your store.

- You provide 6-10 products
- Widget is responsive and automatically adapts across all devices





# **OVER 1 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





In-Fisherman FLY-CAMERISH SHORTSMAN





BOWHUNTING WILDFOWL HUNTING SPORTSMAN GUNDOG WHITETAIL BOWHUNTER

SHOOTING RIFLESHOOTER FIREARMS NEWS HANDGUNS GUNSAMMO



# **HIGH IMPACT**

			Road Block	Takeover PACKAG
Unit	Size	СРМ	СРМ	СРМ
DESKTOP			\$26	\$65
Superheader Expanded	1400x500	\$30		V
Superheader	1400x200	\$25		V
Billboard	970x250	\$14	V	V
Half Page	300x600	\$12	V	V
Medium Rectangle	300x250	\$10	V	V
Leaderboard	728x90	\$8		V
MOBILE			\$28	
Mobile Leaderboard	320x100 320x50	\$7 \$5	٧	
Medium Rectangle	320x250	\$10	V	
TABLET				\$35
Medium Rectangle	300x250	\$10		√
Half Page	300x600	\$12		√
Leaderboard	728x90	\$8		√
ALL DISPLAY				
Pre-Roll		\$25		
Interstitial/In-Stream		\$15		
NATIVE				
Custom Content		\$5,000 Flat	Rate	
Editorial Sponsorships		\$4,000 Flat	Rate	
E-Commerce Widget		\$25		
E-MAIL				

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

\$150

Contact Your Sales Representative For More Details

E-Newsletter

E-Blast

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

## **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, 2016, 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 CIRCULAT	TION			
Total Paid & Verified Subscriptions	Single Copy Sales	Total Circulation	Rate Base	Variance to Rate Base
194,459	8,374	202,833	None Claimed	

#### TOTAL CIRCULATION BY ISSUE Paid Subscriptions Verified Subscriptions Single Copy Sales Total Paid & Verified Total Total Total Total Digital **Total Paid** Digital **Total Verified** Paid & Verified Digital Paid & Verified Circulation Paid & Verified Single Copy Print Print Subscriptions Print Sales Circulation - Print - Digital Issue Circulation Issue Subscriptions Subscriptions Issue Issue Issue Dec/Jan 135.637 1,389 137,026 56.939 193,965 8.229 8.264 200.805 1.424 202.229 56,939 35 Mar 133,413 1,956 135,369 59,544 59,544 194,913 7,363 75 7.438 200,320 2,031 202,351 Apr/May 134,377 1,327 135,704 59,840 59,840 195,544 8,512 56 8,568 202,729 1,383 204,112 122.123 1.939 124.062 69.349 69.349 193,411 9.200 27 9.227 200.672 1.966 202.638 Jun/Jul 1.653 133.041 48 201.132 202.833 Average 131.388 61.418 61.418 194,459 8.326 8.374 1.701

SUPPLEMENTAL ANALYSIS OF AVERAGE CIRCULATION				
	Print	Digital Issue	Total	% of Circulation
Paid Subscriptions				
Individual Subscriptions	131,388	1,653	133,041	65.6
Total Paid Subscriptions	131,388	1,653	133,041	65.6
Verified Subscriptions				
Public Place	59,779		59,779	29.5
Individual Use	1,639		1,639	0.8
Total Verified Subscriptions	61,418		61,418	30.3
Total Paid & Verified Subscriptions	192,806	1,653	194,459	95.9
Single Copy Sales				
Single Issue	8,326	48	8,374	4.1
Total Single Copy Sales	8,326	48	8,374	4.1
Total Paid & Verified Circulation	201,132	1,701	202,833	100.0

Audit Period Ended	Rate Base	Audit Report	Publisher's Statements	Difference	Percentage of Difference
12/31/2015	None Claimed	206,640	206,640		
12/31/2014	None Claimed	206,262	206,262		
12/31/2013	None Claimed	205,063	205,063		

		Average	Price (2)
	Suggested Retail Prices (1)	Net	Gross (Optional)
Average Single Copy	\$4.99		
Subscription	\$19.94		İ
Average Subscription Price Annualized (3)		\$10.45	
Average Subscription Price per Copy		\$0.95	

- (1) For statement period
- (2) Represents subscriptions for the 12 month period ended December 31, 2015
- (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.

VARIANCE OF LAST TURES DELEASED AUDIT REPORT







## **Publisher's Statement Continued**

ADDITIONAL ANALYSIS OF VERIFIED			
	Print	Digital Issue	Total
Public Place			
Automotive Outlets	31,807		31,807
Doctor/Health Care Providers	5,188		5,188
Government/Civil Services	565		565
Personal Care Salons	18,017		18,017
Specialty Locations/Retail	4,202		4,202
Total Public Place	59,779		59,779
Individual Use			
Individually Requested	1,639		1,639
Total Individual Use	1,639		1,639

#### RATE BASE

None Claimed.

#### NOTES

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

Post-Expire Copies: The following average number of copies were served to subscribers post expiration pending renewal and are included in Paid Subscriptions: 12,669

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