NASCAR

SOCIAL + DIGITAL + PRINT + CAR SPONSORSHIP + HOSPITALITY + SAMPLING + TRACK ACTIVATION

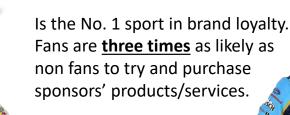
2020 MARKETING OPPORTUNITIES



NASCAR

BUSCH

NASCAR Delivers Marketing Horsepower



Is the No. 1 spectator sport 17 of the 20 most attended sporting events in the U.S.

Has an average of over 120,000 spectators at each Cup event.

Is the No. 2 rated regular season sport on U.S. television.

Has more Fortune 500° companies rely on them to build their brands than any other sport.

DEMOGRAPHICS OF THE FAN BASE

Gender: 63% male / 37% female
Age: 45% of NASCAR fans are 18-44 (96 index vs. U.S. pop)
Income: 54% of NASCAR fans earn \$50,000+ (104 index vs. U.S. pop)
Family: 38% of NASCAR fans have children under the age of 18 (97 index vs. U.S. pop)
Geographic regions: NASCAR fans live in regions that mirror the U.S. population
Minorities: 1 out of 5 NASCAR fans is multicultural

NASCAR REFLECTS LIFE

NASCAR brings a series of emotional qualities to create a brand that resonates with fans:

Down-to-Earth "Regular" People Honorable Like a Big Family

Admired

Genuine

Straight Up

SINCE 2005

OFFICIALLY LICENSED

NASCAR



NASCAR CUP SERIES

The NASCAR Cup Series is the top racing series of NASCAR and features the sport's racing superstars.



NASCAR XFINITY SERIES

The NASCAR XFINITY Series is the proving ground for up and coming drivers, and also an additional opportunity for the sport's top drivers to compete.



NASCAR GANDER OUTDOORS TRUCK SERIES

The NASCAR Gander Outdoors Truck Series features great drivers, up-and-coming stars and has a cult-like following among racing fans.



NASCAR HOME TRACKS

The NASCAR Home Tracks program is called the "Soul of NASCAR". It features seven separate series that run at more than 100 tracks across the world.



A.E. ENGINE and NASCAR | Working together since 2005



Keep the conversation going online with a daily drum beat of sharable content and giveaways for fans



NASCAR Pole Position

Our flagship publication provides premium, insider content covering all things NASCAR, including drivers, fans, esports pros, and influential personalities.



NASCAR

NASCAR Trackside Sampling

Fans line up early to get their hands on the latest products from our partners, along with our signature complimentary totes





Car Sponsorship Race team car sponsorships can be scaled to size for any business.



Out of the Groove

One of the most popular NASCAR creators on YouTube, Eric helps drive the weekly conversation around the sport.

Email C Every i along v update Positio partne every v

Email Campaign

Every issue of ROAR, along with important updates from Pole Position and our partners, go out every week to over 90,000 core fans

Tie your campaign together across the full spectrum of media channels available for reaching the NASCAR audience.



ROAR!

The viewer's guide for the modern NASCAR fan provides a twice-weekly digest of the most important information, trends, and storylines before and after every race.

Race Hospitality Create an exciting experience for customers and employees.









Three Million Impressions and Counting

The Only NASCAR Magazine Published Season-Long

Launched in 2005, *NASCAR Pole Position* is an officially licensed magazine, and the <u>only</u> season-long magazine published in a multipleedition format for NASCAR. NASCAR Pole Position provides the broadest reach and distribution of any NASCAR magazine.

Digital & Social Media

ROAR!, Weekly Race Preview magazine is available as a desktop and mobile application. Additionally, a digital edition of *NASCAR Pole Position* is made available on the official website.

Official website: polepositionmag.com Twitter: @NPPmag YouTube: Eric Estepp's "Out of the Groove"

Best Value in NASCAR

NASCAR Pole Position and ROAR! Weekly Race Preview magazines are complimentarily distributed via major retailers and social media partners to millions of NASCAR fans throughout the country, from February through November.

Event Activation

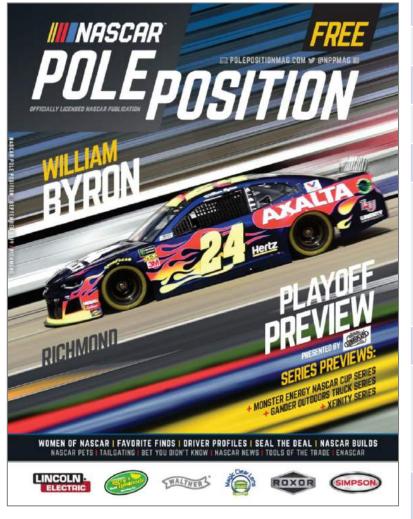
During select race weekends, the NASCAR Pole Position Event Team executes at-track sampling events exclusively for our magazine partners.







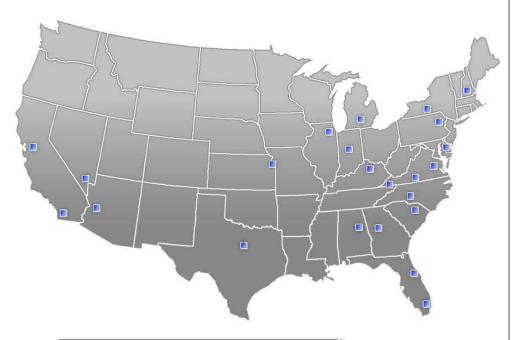
NASCAR POLE POSITION MAGAZINE | Edition overview



COMPOSITION	Full-color throughout			
TRIM SIZE	8 3/8" x 10 7/8"			
STOCK	8pt. Gloss Cover; 70# Gloss Text			
BINDING	Perfect Bound			
COVER	UV Coated			
CONTENT & DESIGN	The magazine is packed with the latest driver profiles, NASCAR features, news and information. <i>NASCAR Pole Position</i> is not only a must read for both the casual and diehard NASCAR fan, but also a collector's item that is kept for years to come.			
READERSHIP	2.8 million			
DISTRIBUTION	Distributed complimentarily at all 35 Cup series race weekends (23 markets) from February through November. Each magazine is distributed until all copies are circulated.			
DIGITAL EDITION	View a past edition of NASCAR Pole Position at <u>www.polepositionmag.com/digital</u>			

POLEPOSITION

NASCAR Pole Position magazine is published 35 times per year – once for each NASCAR Cup Series race.



Race Breakdown by State

Alabama (2), Arizona (2), California (2), Delaware (2), Florida (3), Georgia (1), Illinois (1), Indiana (1), Kansas (2), Kentucky (1), Michigan (2), New Hampshire (2), Nevada (1), New York (1), North Carolina (2), Pennsylvania (1), South Carolina (1), Tennessee (2), Texas (2), Virginia (4)







MASCAR POLEPOSITION

CONTENT MARKETING | Editorial Opportunities

NASCAR Pole Position offers select special opportunities to enhance your message with editorial features and content.

Editorial Integration



A New Technology Partnership

ition to being a financial resource to ice and the tear NASCAR Hall of Fame Petty, World Wide Technology - a m nology solution provider with \$10.4 revenue and integration labs - is providing Richard Petty s the globe rts with tools that typical sponsors o What got me excited about the partners





each week," said Chris Infanti, senior engage nt manager with WWT. "In other sports, I think u have to do a little more work to figure out what ion might be or how a company like our n impact things, but I think with what a pronology, data and engineering play in NASCAR, it's a really great story for us to tell. Indeed it is. Throughout each race, every tea lichard Petty Motorsports being no exceptio ses various software applications to receive ation that includes timing and scoring stu ar telemetry (such as throttle, brake and RPMs). it road officiating updates, radio transmis m rival teams, and quick-turn image data. This is here WWT has made a big difference. The first step was bringing all the team's data gether in an easy-to-use web application. Step

o. 2 is analyzing that data to help the team make etter decisions in the heat of battle. In the co ks, WWT hopes to use its vast resources to hel team create a more accurate fuel cale at would re time for a pit stop. And there's much mon

The goal is a ore useful to the analyst or the engineer that beds to use it to do their job," Infanti said. "It's not about using data analysis to replace the role of somebody on the team. It's about allowing the to spend less time focused on figuring out where the data is and pulling it together on se and more time to

during the race."



OFFICIALLY LICENSED



MADE IN THE USA

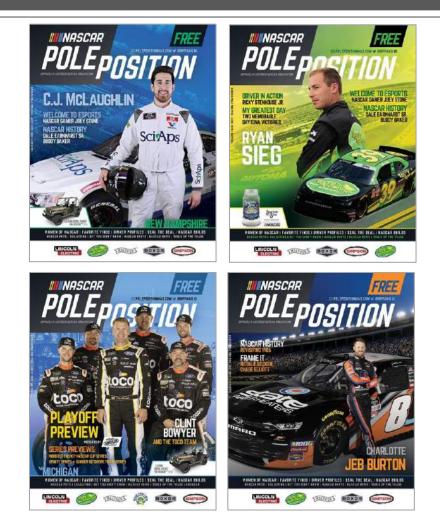


POLEPOSITION

CONTENT MARKETING | Front Cover Placement

Promote your NASCAR car sponsorship on the cover of NASCAR Pole Position.

NASCAR Pole Position Front Cover Program INASCAR POLEPOSITIONMAG.COM & POPPMAG MU WELCOME TO ESPORTS NASCAR GAMER JOEY STONE NASCAR HISTORY DALE EARNHARDT SR BUDDY BAKER THE CHALLEN WOMEN OF NASCAR | FAVORITE FINDS | DRIVER PROFILES | SEAL THE DEAL | NASCAR BUILDS NASCAR PETS I TAILGATING | BET YOU DIDN'T KNOW I NASCAR ROOTS | NASCAR NEWS | TOOLS OF THE TRADE LINCOLN OXOR FLECTR



LEARN MORE >>> polepositionmag.com/custom-covers/



POLEPOSITION

SCHEDULE | NASCAR Pole Position Magazine

Month	Race Market	Race Date	Circulation Date	Material Due Date
FEBRUARY	Daytona	2/16/2020	2/7/2020	1/16/2020
FEBRUARY	Las Vegas	2/23/2020	2/14/2020	
MARCH	California	3/1/2020	2/21/2020	
MARCH	Phoenix	3/8/2020	2/28/2020	
MARCH	Atlanta	3/15/2020	3/6/2020	2/14/2020
MARCH	Miami	3/22/2020	3/13/2020	
MARCH	Texas	3/29/2020	3/20/2020	2/28/2020
APRIL	Bristol	4/5/2020	3/27/2020	
APRIL	Richmond	4/19/2020	4/10/2020	
APRIL	Talladega	4/26/2020	4/17/2020	
MAY	Dover	5/3/2020	4/24/2020	4/3/2020
MAY	Martinsville	5/9/2020	4/30/2020	
MAY	Charlotte	5/24/2020	5/15/2020	
MAY	Kansas	5/31/2020	5/22/2020	
JUNE	Michigan	6/7/2020	5/29/2020	5/8/2020
JUNE	Sonoma	6/14/2020	6/5/2020	
JUNE	Chicago	Chicago 6/21/2020 6/12/2020		
JUNE	Pocono	6/27/2020	6/18/2020	
JULY	Indianpolis	7/5/2020	6/26/2020	6/5/2020
JULY	Kentucky	7/11/2020	7/2/2020	
JULY	New Hampshire	7/19/2020	7/10/2020	
AUGUST	Michigan	8/9/2020	7/31/2020	

Month	Race Market	Race Date	Circulation	Material Due
			Date	Date
AUGUST	Watkins Glen	8/16/2020	8/7/2020	7/17/2020
AUGUST	Dover	8/23/2020	8/14/2020	
AUGUST	Daytona	8/29/2020	8/20/2020	7/31/2020
SEPTEMBER	Darlington	9/6/2020	8/28/2020	
SEPTEMBER	Richmond	9/12/2020	9/3/2020	
SEPTEMBER	Bristol	9/19/2020	9/10/2020	
SEPTEMBER	Las Vegas	9/27/2020	9/18/2020	8/28/2020
OCTOBER	Talladega	10/4/2020	9/25/2020	
OCTOBER	Charlotte	10/11/2020	10/2/2020	
OCTOBER	Kansas	10/18/2020	10/9/2020	
OCTOBER	Texas	10/25/2020	10/16/2020	9/25/2020
NOVEMBER	Martinsville	11/1/2020	10/23/2020	
NOVEMBER	SEMA	11/3/2020	10/25/2020	
NOVEMBER	Phoenix	11/8/2020	10/30/2020	





ROAR! DIGITAL PREVIEW

ROAR! IS FOR NASCAR FANS

STUTIEN

MAGAZINE-STYLE CONTENT FOR YOUR DESKTOP OR MOBILE DEVICE

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Full-color throughout
74 (FebDec.)
Desktop, Mobile
Published twice weekly to 90,000 subscribers
Static, video and interactive; single page, two page spreads and editorial opportunities available
Features the latest news for the upcoming race weekend.
Mondays, Fridays before each race weekend

VIEW THE LATEST ISSUE OF ROAR! at www.polepositionmag.com/roar-archives/



One of the biggest benefits ROAR! can provide NASCAR advertisers is the ability to engage readers in a unique and informative way.

The ROAR! advertising platform allows advertisers to update their messaging weekly and also provide multimedia capabilities, such as video, to inform and entertain subscribers.



Integrated, web-enabled advertising

Editorial Inclusion



NASCAR and Non-NASCAR affiliated company participation







SCHEDULE | ROAR! Digital Weekly Editions

Month	Race	Race Date	Preview Issue	Review Issue	Material Due
FEBRUARY	Preview	1/27/2020	1/27/2020		1/20/2020
FEBRUARY	Daytona	2/16/2020	2/13/2020	2/17/2020	2/6/2020
FEBRUARY	Las Vegas	2/23/2020	2/20/2020	2/24/2020	2/13/2020
MARCH	California	3/1/2020	2/27/2020	3/2/2020	2/20/2020
MARCH	Phoenix	3/8/2020	3/5/2020	3/9/2020	2/27/2020
MARCH	Atlanta	3/15/2020	3/12/2020	3/16/2020	3/5/2020
MARCH	Miami	3/22/2020	3/19/2020	3/23/2020	3/12/2020
MARCH	Texas	3/29/2020	3/26/2020	3/30/2020	3/19/2020
APRIL	Bristol	4/5/2020	4/2/2020	4/6/2020	3/26/2020
APRIL	Richmond	4/19/2020	4/16/2020	4/21/2020	4/9/2020
APRIL	Talladega	4/26/2020	4/23/2020	4/27/2020	4/16/2020
MAY	Dover	5/3/2020	4/30/2020	5/4/2020	4/23/2020
MAY	Martinsville	5/9/2020	5/6/2020	5/11/2020	4/29/2020
MAY	Charlotte	5/24/2020	5/21/2020	5/25/2020	5/14/2020
MAY	Kansas	5/31/2020	5/28/2020	6/1/2020	5/21/2020
JUNE	Michigan	6/7/2020	6/4/2020	6/8/2020	5/28/2020
JUNE	Sonoma	6/14/2020	6/11/2020	6/15/2020	6/4/2020
JUNE	Chicago	6/21/2020	6/18/2020	6/22/2020	6/11/2020
JUNE	Pocono	6/27/2020	6/24/2020	6/29/2020	6/17/2020
JULY	Indianpolis	7/5/2020	7/2/2020	7/7/2020	6/25/2020
JULY	Kentucky	7/11/2020	7/8/2020	7/12/2020	7/1/2020
JULY	New Hampshire	7/19/2020	7/16/2020	7/20/2020	7/9/2020

TWO UNIQUE EDITIONS PER WEEK EMAILED DIRECTLY TO SUBSCRIBERS

ROAR! is published twice weekly and distributed to 90,000 subscribers.

- □ Preview on Thursdays
- Review on Mondays

Month	Race	Race Date	Preview Issue	Review Issue	Material Due
AUGUST	Michigan	8/9/2020	8/6/2020	8/10/2020	7/30/2020
AUGUST	Watkins Glen	8/16/2020	8/13/2020	8/17/2020	8/6/2020
AUGUST	Dover	8/23/2020	8/20/2020	8/25/2020	8/13/2020
AUGUST	Daytona	8/29/2020	8/26/2020	8/30/2020	8/19/2020
SEPTEMBER	Darlington	9/6/2020	9/3/2020	9/7/2020	8/27/2020
SEPTEMBER	Richmond	9/12/2020	9/9/2020	9/13/2020	9/2/2020
SEPTEMBER	Bristol	9/19/2020	9/16/2020	9/21/2020	9/9/2020
SEPTEMBER	Las Vegas	9/27/2020	9/24/2020	9/28/2020	9/17/2020
OCTOBER	Talladega	10/4/2020	10/1/2020	10/5/2020	9/24/2020
OCTOBER	Charlotte	10/11/2020	10/8/2020	10/12/2020	10/1/2020
OCTOBER	Kansas	10/18/2020	10/15/2020	10/19/2020	10/8/2020
OCTOBER	Texas	10/25/2020	10/22/2020	10/26/2020	10/15/2020
NOVEMBER	Martinsville	11/1/2020	10/29/2020	11/2/2020	10/22/2020
NOVEMBER	SEMA	11/3/2020	10/31/2020	11/4/2020	10/24/2020
NOVEMBER	Phoenix	11/8/2020	11/5/2020	11/9/2020	10/29/2020





OUT OF THE GROOVE | YouTube Content Creation

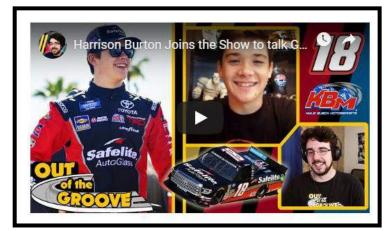
The #1 NASCAR content creator on YouTube, Eric Estepp hosts OUT OF THE GROOVE, a twice weekly talk show covering news and trending topics in the NASCAR fan community. As the top creator in the community, Eric is a major driver of the sport's online conversation each week. His content is exclusively provided by Pole Position.

> Coverage includes NASCAR Cup Series, Xfinity Series, Gander Outdoors Trucks, ARCA-K&N

LEARN MORE IN THE ENGINE ROOM >>>

New episodes appear twice weekly

Program Overview | link | https://polepositionmag.com/out-of-the-groove/



Sharable & Actionable Native Content Opportunities

- Native Video Segment
- Custom Video Episode
- On-Air Availability
- Product Placement
- Social Contests



BY THE NUMBERS

95,000 Subscribers

1 Million+ Monthly Social Impressions

> 750,000 Monthly Views

Watch an Episode of Out of the Groove https://www.youtube.com/user/DoubleEdud

Case Study: Permatex | link | https://ae-engine.com/permatex-shines-with-landon-cassill-on-out-of-the-groove/

Modern NASCAR Fan | link | https://ae-engine.com/roar-magazine-viewers-guide-for-the-modern-mobile-nascar-fan/





SCHEDULE | YouTube – Out of the Groove

Month	Race	Race Date	Preview	Rearview
FEB	Daytona	2/16/2020	2/12/2020	2/16/2020
FEB	Las Vegas	2/23/2020	2/19/2020	2/23/2020
FEB	California	3/1/2020	2/26/2020	3/1/2020
FEB	Phoenix	3/8/2020	3/4/2020	3/8/2020
MARCH	Atlanta	3/15/2020	3/11/2020	3/15/2020
MARCH	Miami	3/22/2020	3/18/2020	3/22/2020
APRIL	Texas	3/29/2020	3/25/2020	3/29/2020
APRIL	Bristol	4/5/2020	4/1/2020	4/5/2020
APRIL	RIchmond	4/19/2020	4/15/2020	4/19/2020
APRIL	Talladega	4/26/2020	4/22/2020	4/26/2020
MAY	Dover	5/3/2020	4/29/2020	5/3/2020
MAY	Martinsville	5/9/2020	5/6/2020	5/10/2020
MAY	Charlotte	5/16/2020	5/13/2020	5/17/2020
MAY	Charlotte	5/24/2020	5/20/2020	5/24/2020
MAY	Kansas	5/31/2020	5/27/2020	5/31/2020
JUNE	Michigan	6/7/2020	6/3/2020	6/7/2020
JUNE	Sonoma	6/14/2020	6/10/2020	6/14/2020
JUNE	Chicago	6/21/2020	6/17/2020	6/21/2020
JUNE	Pocono	6/27/2020	6/24/2020	6/28/2020
JULY	Indianapolis	7/5/2020	7/1/2020	7/5/2020
JULY	Kentucky	7/11/2020	7/8/2020	7/12/2020
JULY	Hampshire	7/19/2020	7/15/2020	7/19/2020

Month	Race	Race Date	Preview	Rearview
AUG	Michigan	8/9/2020	8/5/2020	8/9/2020
AUG	Watkins Glen	8/16/2020	8/12/2020	8/16/2020
SEPT	Dover	8/23/2020	8/19/2020	8/23/2020
SEPT	Daytona	8/29/2020	8/26/2020	8/30/2020
SEPT	Darlington	9/6/2020	9/2/2020	9/6/2020
SEPT	RIchmond	9/12/2020	9/9/2020	9/13/2020
OCT	Bristol	9/19/2020	9/16/2020	9/20/2020
OCT	Las Vegas	9/27/2020	9/23/2020	9/27/2020
OCT	Talladega	10/4/2020	9/30/2020	10/4/2020
OCT	Charlotte	10/11/2020	10/7/2020	10/11/2020
NOV	Kansas	10/18/2020	10/14/2020	10/18/2020
NOV	Texas	10/25/2020	10/21/2020	10/25/2020
NOV	Martinsville	11/1/2020	10/28/2020	11/1/2020
NOV	Phoenix	11/8/2020	11/4/2020	11/8/2020



TWO UNIQUE EDITIONS PER WEEK

Out of the Groove is produced twice weekly.

- □ Preview on Thursdays
- Review on Mondays





In 2020, more than 225,000 partner products will be distributed to eager NASCAR fans.

- Thousands of brand-loyal race fans will fuel up with free products before each race at our Trackside Sampling Booth.
- The fans start lining up early outside the booth to receive their own "goody bag" full of products, coupons, and literature from our partners.

LEARN MORE HERE >>>

Overview of the program | link |

http://www.polepositionmag.com/sampling/

YouTube Takeover | link |

https://ae-engine.com/lessons-from-youtube-community-takeover-of-tracksidesampling/

Secrets to a Sampling Bag | link |

https://ae-engine.com/how-you-can-turn-nascar-fans-into-super-happy-nascar-fans/







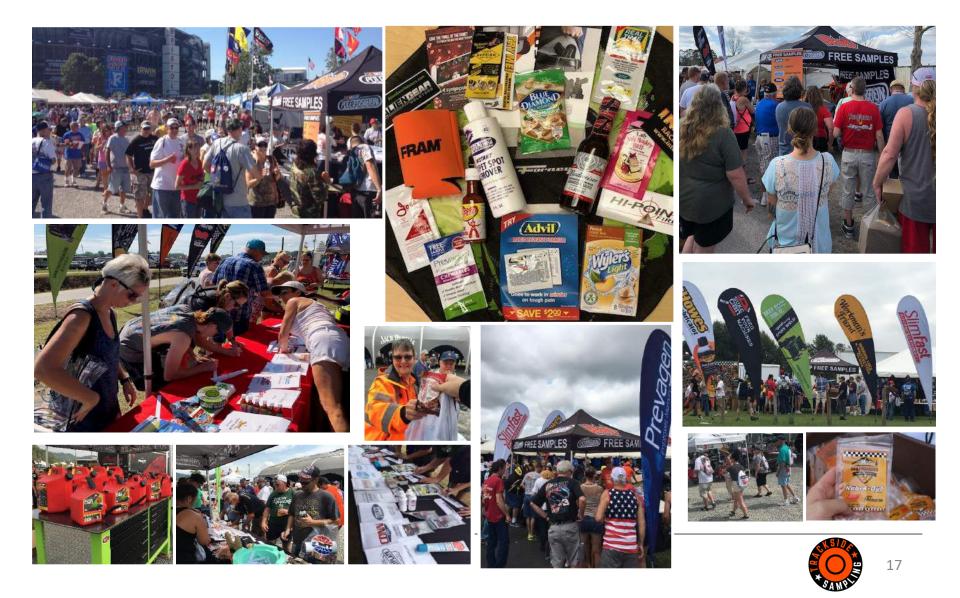


In 2020, sampling events will take place at the following tracks during Cup Series weekends:

February | Daytona International Speedway
 May | Charlotte Motor Speedway
 June | Pocono Raceway
 September | Darlington Raceway
 October | Talladega Superspeedway









ENTERTAINMENT | Client entertainment possibilities



Tickets & Pit Passes

Securing tickets sounds easy, but finding the right seats at each event takes expertise. Pit passes put you in the middle of the action. Let A.E. Engine assist you in finding the best seats in the house.



Hospitality

A.E. Engine has a variety of trackside hospitality for your company to choose from, including VIP race tickets, cold passes, sky suite seating, exclusive catered hospitality suites and climate controlled dining.



Gift Cards

Via longstanding corporate relationships, your A.E. Engine rep is able to provide gift cards to many major retailers and companies. Just ask and we can deliver.



Merchandise

Our merchandise options provide your company with a large selection of gift items to help show appreciation to key clientele or to say "thank you" to your employees.



Experiences

Do you have a need for speed? If so, let our team put you behind the wheel of a race car at your favorite NASCAR track. Packages are available for yearround use.

Testimonial | Driving Experience

"My day was a truly amazing experience. It is a first-class operation. The opportunity to spend a day at the track with a state-ofthe-art 500 horsepower race car in a safe, fun environment fulfilled something I had wanted to do since I was a little kid. My only regret is waiting so long to do it. I will definitely go back." – current A.E. Engine client







2.8 MILLION PRINT IMPRESSIONS

NASCAR Pole Position magazine is distributed until all copies are in the hands of NASCAR fans. This provides partners with up to 2.8 million print impressions.



MASSIVE DIGITAL IMPRESSIONS

The combination of our YouTube platform and ROAR! *digital magazine, a twice-weekly magazine, digitally pushes your message to core NASCAR fans.*



AT-TRACK SAMPLING OPPORTUNITIES

The Trackside Sampling team will pass out your promotional products/literature to thousands of race fans at race weekends during the season.



SUPER FANS, SUPER SUPPORT

NASCAR has a higher percentage of its total fan base (Avid and Casual) willing to try sponsors' products and services than other sports leagues. Source: NASCAR Research



OFFICIALLY LICENSED MAGAZINE

Advertising in NASCAR Pole Position enables you to tie your company to the NASCAR brand and its brand-loyal legion of followers.



HIGH QUALITY STANDARDS

Our commitment to original and excellent content and design ensures each edition of the magazine has an extended shelf life which will drive more impressions for your brand.





Formed in 2005, A.E. Engine provides publishing, marketing and production services to companies and associations across the country.

Based in Tampa, Florida, A.E. Engine concepts, develops and executes print, digital and event strategies for its partners at the professional, collegiate and scholastic level.

A.E. Engine is the longest standing NASCAR publishing licensee and the only publisher to deliver magazine that is distributed season long. *NASCAR Pole Position* is a nationally-distributed magazine distributed in all 23 NASCAR Series race markets, and published 36 times per year.

Other A.E. Engine partners include Celebrity Golf Tournaments, US Youth Soccer and more than 100 Fortune 1000 companies. A.E. Engine also owns and operates a youth sports property -- Friday Night Football (FNF) -- and has a rapidly-growing custom publishing unit.

A.E. Engine 11880 28th St. North St. Petersburg, FL 33716 www.ae-engine.com 727.209.0792 info@ae-engine.com



