

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.

Informa  
(See Additional Data)  
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**BULK TRANSPORTER** is the information source for liquid and dry bulk logistics industry. Written for bulk shippers, transporters, and storage operators, BT is dedicated to providing the latest information on regulations, technological developments, logistics management, and hazardous materials safety. For over 75 years, BT has been a trusted source of information for the bulk logistics industry.

#### FIELD SERVED

**BULK TRANSPORTER** serves private and for-hire carriers, milk haulers, petroleum jobbers or distributors, retail fuel dealers or distributors, LP Gas dealers or distributors, leasing/rental companies, and other fleet/business categories.

#### DEFINITION OF RECIPIENT QUALIFICATION

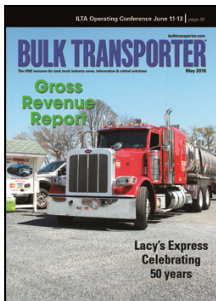
Qualified recipients include: corporate management, operations management, maintenance/fleet management, safety/training management, marketing/administrative, logistics/traffic management and other job functions.

#### PURPOSE

The supplementary data reported herein contains an analysis of commodities transported.

## CHANNELS

### BULK TRANSPORTER MAGAZINE



6 issues in the period  
15,000 average circulation

## EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
<b>BULK TRANSPORTER MAGAZINE</b> (6 issues in the period)	15,000	-	15,000

## AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	14
Advertiser and Agency	192
Allocated for Trade Shows and Conventions	120
All Other	506
<b>TOTAL</b>	<b>832</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	15,000	100.0	15,000	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>15,000</b>	<b>100.0</b>	<b>15,000</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

## 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Total Qualified
January	15,000
February	15,000
March	15,000
April	15,000
May	15,000
June	15,000

## 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018

This issue is equal to the average of the other 5 issues reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total
<b>MOTOR VEHICLE FLEET RECIPIENTS:</b>		
<b>Private or for Hire Carriers and Shippers of Bulk Commodities; Manufacturers and Distributors of Equipment for the Tank Truck Industry; Associations, Government Agencies, Spill Control and Other Services.</b>		
500 or more vehicles	1,083	7.2
100-499 vehicles	2,138	14.3
25-99 vehicles	3,480	23.2
10-24 vehicles	3,027	20.2
5-9 vehicles	1,941	12.9
1-4 vehicles	1,715	11.4
Motor Vehicles Not Reported	1,616	10.8
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>15,000</b>	<b>100.0</b>
<b>PERCENT</b>	<b>100.0</b>	

Qualified recipients include corporate management, operations management, maintenance/fleet management, safety/training management, marketing/administrative, logistics/traffic management and other job functions.

Business and Industry - Types of Fleets	Total Qualified	Percent of Total
<b>PRINCIPAL TYPES OF FLEETS</b>		
For-hire carriers	5,511	36.7
Private carriers	3,842	25.6
Milk haulers	212	1.4
Petroleum jobbers or distributors/Retail fuel dealers or distributors	1,795	12.0
LP Gas dealers or distributors	435	2.9
Leasing/rental companies	123	0.8
Other fleets	401	2.7
<b>Sub-Total: Principal Types of Fleets</b>	<b>12,319</b>	<b>82.1</b>
<b>OTHER BUSINESS CATEGORIES:</b>		
Shippers of bulk commodities	1,323	8.8
Bulk Terminal Operators/Tank container depots	304	2.0
Railroads, steamship lines	32	0.2
Tank/truck equipment mfrs/distributors	511	3.4
Tank repair facilities	200	1.4
Tank cleaning facilities	183	1.2
Associations, govt. agencies, spill control	77	0.5
Other	51	0.4
<b>Sub-Total: Other Business Categories</b>	<b>2,681</b>	<b>17.9</b>
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>15,000</b>	<b>100.0</b>
<b>PERCENT</b>	<b>100.0</b>	

**SUPPLEMENTARY DATA FOR ISSUE OF MAY 2018**

This is a multiple analysis of Commodities Transported. Since any one respondent may have checked more than one response, the totals for each of these (i.e.: products and services) should not be added together as the total may exceed the total circulation. Total respondents = 13,634 or 90.9% of the total qualified. These data are presented for statistical and marketing purposes.

Commodities Transported	Total Respondents
<b>COMMODITIES TRANSPORTED</b>	
Petroleum Products	6,034
Liquid Chemicals/Acids	3,261
Liquid Hazardous Wastes	1,608
Dry Bulk Materials	3,519
Compressed Gas	2,725
Cryogenic Liquids	897
Milk and Liquid Foods	1,381
Other	1,275
None	614
<b>NUMBER OF RESPONDENTS TO QUESTION ANALYZED</b>	<b>13,634</b>

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

Qualification Source	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	7,358	4,087	609	12,054	80.4
II. Request from recipient's company:	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-
V. *Sources other than above, including: Association rosters and directories; Business directories; Manufacturer's, distributor's and wholesaler's lists; and Other sources:	2,946	-	-	2,946	19.6
VI. Single Copy Sales:	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>10,304</b>	<b>4,087</b>	<b>609</b>	<b>15,000</b>	<b>100.0</b>
<b>PERCENT</b>	<b>68.7</b>	<b>27.2</b>	<b>4.1</b>	<b>100.0</b>	

\*See Additional Data

**AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS**

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	July - December 2015	January - June 2016	July - December 2016	January - June 2017	July - December 2017*	January - June 2018*
Total Audit Average Qualified:	15,000	15,000	15,000	15,000	15,000	15,000
Qualified Non-Paid:	15,000	15,000	15,000	15,000	15,000	15,000
Qualified Paid:	-	-	-	-	-	-
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: July 2017 - June 2018 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 MAY 2018

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	112		Kentucky	201	
New Hampshire	71		Tennessee	257	
Vermont	55		Alabama	205	
Massachusetts	264		Mississippi	161	
Rhode Island	38		<b>EAST SO. CENTRAL</b>	<b>824</b>	<b>5.5</b>
Connecticut	182		Arkansas	127	
<b>NEW ENGLAND</b>	<b>722</b>	<b>4.8</b>	Louisiana	279	
New York	553		Oklahoma	343	
New Jersey	292		Texas	1,525	
Pennsylvania	805		<b>WEST SO. CENTRAL</b>	<b>2,274</b>	<b>15.2</b>
<b>MIDDLE ATLANTIC</b>	<b>1,650</b>	<b>11.0</b>	Montana	148	
Ohio	681		Idaho	144	
Indiana	397		Wyoming	130	
Illinois	713		Colorado	252	
Michigan	450		New Mexico	143	
Wisconsin	507		Arizona	137	
<b>EAST NO. CENTRAL</b>	<b>2,748</b>	<b>18.3</b>	Utah	154	
Minnesota	416		Nevada	51	
Iowa	422		<b>MOUNTAIN</b>	<b>1,159</b>	<b>7.7</b>
Missouri	371		Alaska	34	
North Dakota	208		Washington	245	
South Dakota	143		Oregon	128	
Nebraska	270		California	569	
Kansas	382		Hawaii	19	
<b>WEST NO. CENTRAL</b>	<b>2,212</b>	<b>14.8</b>	<b>PACIFIC</b>	<b>995</b>	<b>6.6</b>
Delaware	36		<b>UNITED STATES</b>	<b>14,433</b>	<b>96.2</b>
Maryland	170		U.S. Territories	6	
Washington, DC	-		Canada	545	
Virginia	218		Mexico	13	
West Virginia	93		Other International	3	
North Carolina	356		APO/FPO	-	
South Carolina	158				
Georgia	371				
Florida	447				
<b>SOUTH ATLANTIC</b>	<b>1,849</b>	<b>12.3</b>			
			<b>TOTAL QUALIFIED CIRCULATION</b>	<b>15,000</b>	<b>100.0</b>

## ADDITIONAL DATA

### CHANGE IN OWNERSHIP/COMPANY NAME:

Effective with the July 2017 issue, Penton changed its name to Informa which acquired Penton in November 2016.

### PARAGRAPH 3b:

Business directories include 1 source of circulation for a quantity of 2,946 copies or 19.6%, including FleetSeek.

### PUBLISHER'S AFFIDAVIT

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

Ray Anderson, Group Publisher  
Tyler Motsinger, Sr. User Marketing 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	July 16, 2018
State	Texas
County	Harris
Received by BPA Worldwide	July 16, 2018
Type	BSJ
ID Number	B343B0J8

### About BPA Worldwide:

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit [www.bpaww.com](http://www.bpaww.com) for the latest audit reports, membership information and publishing and advertising industry news.