

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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Written for executives and managers of commercial-trucking fleets that operate five or more vehicles, **FLEET OWNER** provides information about operations, vehicle maintenance, industry regulations and information-management technology.

BRAND REPORT PURPOSE

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

CHANNELS

FLEET OWNER MAGAZINE



6 issues in the period
105,000 average circulation

FLEET OWNER E-NEWSLETTERS



4 E-Newsletters in the period
203 total issued in the period
See below for average per occurrence

FLEET OWNER WEBSITE



191,066 average users

FLEET OWNER SOCIAL MEDIA



24,831 Twitter followers
5,624 Facebook likes

EXECUTIVE SUMMARY

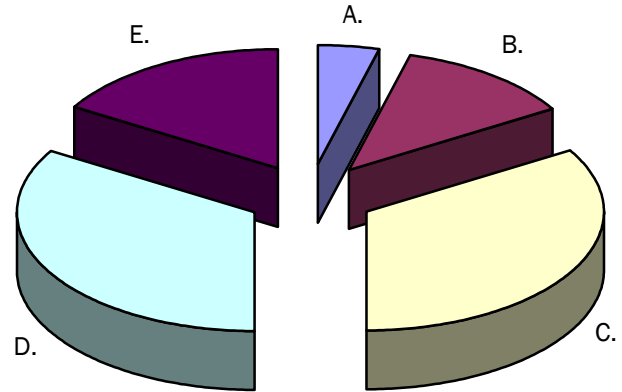
Below are the average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
FLEET OWNER MAGAZINE (6 issues in the period)	105,000	-	105,000
FLEET OWNER E-NEWSLETTERS			
a. Newsline (126 issued in the period)	36,625	-	36,625
b. Infotech (25 issued in the period)	9,956	-	9,956
c. Equipment Weekly (26 issued in the period)	20,965	-	20,965
d. Top 5 Stories of the Week (26 issued in the period)	26,685	-	26,685
FLEET OWNER WEBSITE (Monthly Users with 499,972 average Pageviews)	191,066	-	191,066
FLEET OWNER SOCIAL MEDIA			
a. Twitter followers	*24,831	-	*24,831
b. Facebook Likes	*5,624	-	*5,624

*Social Media claims are cumulative figures, not averages.

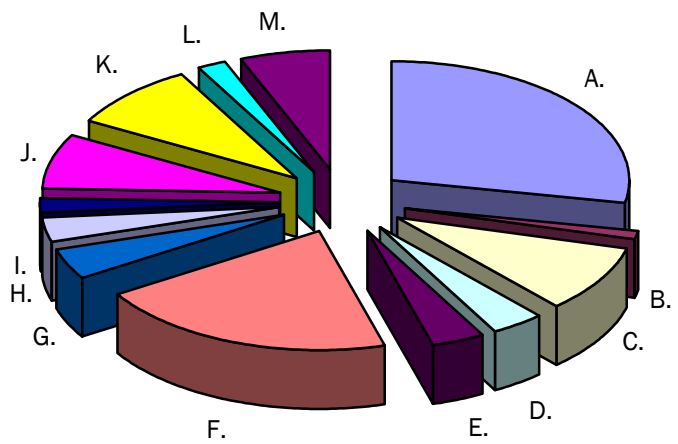
**3a. Breakout of Qualified Circulation by Business/Industry
(Please Refer to Paragraph 3a for Complete Descriptions)
FLEET SIZE ANALYSIS**

Fleet Size	Copies
A. 500 or More Vehicles	4,426
B. 100 - 499 Vehicles	12,873
C. 25 - 99 Vehicles	35,077
D. 10 - 24 Vehicles	35,482
E. 5 - 9 Vehicles	17,142
F. 1 - 4 Vehicles	-



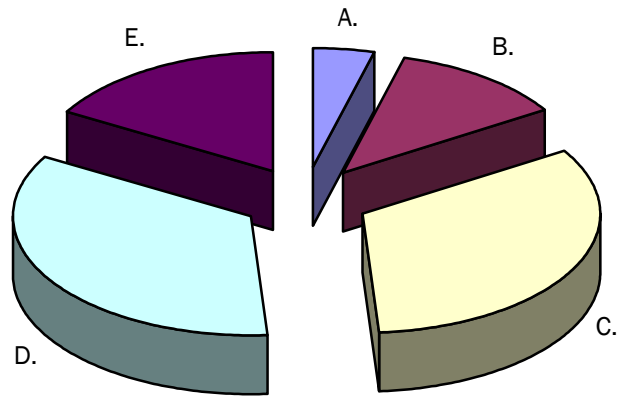
**3a. Breakout of Qualified Circulation by Business/Industry
(Please Refer to Paragraph 3a for Complete Descriptions)
TYPE OF FLEET ANALYSIS**

Type of Fleet	Copies
A. For-Hire Trucking	29,389
B. Truck/Trailer Leasing	1,170
C. Food/Manufacturing/ Distribution	9,715
D. Sanitation/Recycling	3,866
E. Government	3,749
F. Construction/Mining/Logging/ Excavating	21,564
G. Manufacturing/Processing	4,417
H. Petroleum Processing/Producing/ Marketing	3,412
I. Public Utilities	2,075
J. Retail/Wholesale	7,884
K. Services	9,264
L. Bus Fleets	2,117
M. Other	6,378



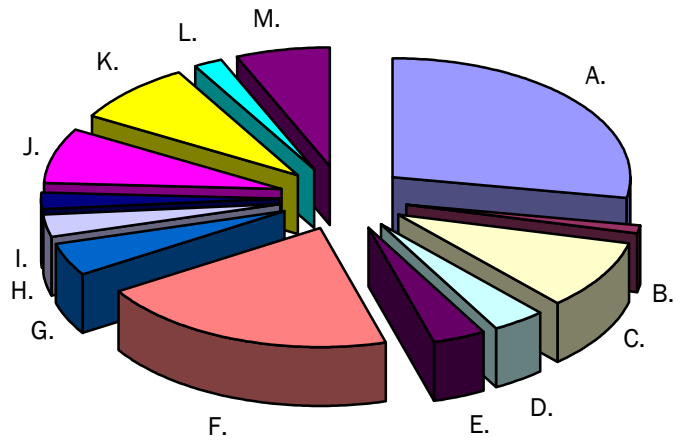
**3a. Breakout of Qualified Units by Business/Industry
(Please Refer to Paragraph 3a for Complete Descriptions)
FLEET SIZE ANALYSIS**

Fleet Size	Units
A. 500 or More Vehicles	3,859
B. 100 - 499 Vehicles	10,771
C. 25 - 99 Vehicles	29,848
D. 10 - 24 Vehicles	31,016
E. 5 - 9 Vehicles	15,246
F. 1 - 4 Vehicles	-



**3a. Breakout of Qualified Units by Business/Industry
(Please Refer to Paragraph 3a for Complete Descriptions)
TYPE OF FLEET ANALYSIS**

Type Of Fleet	Units
A. For-Hire Trucking	25,119
B. Truck/Trailer Leasing	994
C. Food/Manufacturing/ Distribution	8,593
D. Sanitation/Recycling	3,404
E. Government	3,237
F. Construction/Mining/Logging/ Excavating	18,677
G. Manufacturing/Processing	3,937
H. Petroleum Processing/Producing/ Marketing	2,956
I. Public Utilities	1,809
J. Retail/Wholesale	6,792
K. Services	7,783
L. Bus Fleets	1,706
M. Other	5,733



ADDITIONAL ANALYSIS:

FLEET SIZE ANALYSIS (Trucks, Truck Tractors, Trailers, Buses, Off-Road Vehicles, Pickups & Vans) (Note 1) Total respondents = 98,734 or 94.0% of total qualified.

Business/Industry	Analysis of Maintenance Performance (Based on: "Is any vehicle maintenance performed at this location?" () Yes () NO)					
	Total Qualified		Perform any Vehicle Maintenance		Do Not perform Any Vehicle Maintenance or Unknown	
	Copies	Units	Copies	Units	Copies	Units
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location						
500 or more vehicles	4,426	3,859	3,048	2,584	1,378	1,275
100 - 499 vehicles	12,873	10,771	11,093	9,217	1,780	1,554
50 - 99 vehicles	14,072	11,885	11,762	9,900	2,310	1,985
25 - 49 vehicles	21,005	17,963	16,307	13,876	4,698	4,087
10 - 24 vehicles	35,482	31,016	23,506	20,530	11,976	10,486
5 - 9 vehicles	17,142	15,246	8,699	7,731	8,443	7,515
1 - 4 vehicles	-	-	-	-	-	-
TOTAL FLEET COPIES AND UNITS	105,000	90,740	74,415	63,838	30,585	26,902

Note 1 - The following non-comparable analyses are reported at the publisher's option.

TYPE OF FLEET ANALYSIS (Note 1)

Business/Industry	Analysis of Maintenance Performance (Based on: "Is any vehicle maintenance performed at this location?" () Yes () NO)					
	Total Qualified		Perform any Vehicle Maintenance		Do Not perform Any Vehicle Maintenance or Unknown	
	Copies	Units	Copies	Units	Copies	Units
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location						
For-Hire Trucking Companies	29,389	25,119	22,265	18,886	7,124	6,233
Truck/Trailer Leasing	1,170	994	880	740	290	254
Food Manufacturing/Distribution	9,715	8,593	6,936	6,147	2,779	2,446
Sanitation/Recycling	3,866	3,404	2,955	2,576	911	828
Government	3,749	3,237	2,666	2,273	1,083	964
Construction/Mining/Logging/Excavating	21,564	18,677	15,959	13,721	5,605	4,956
Manufacturing/Processing	4,417	3,937	2,800	2,478	1,617	1,459
Petroleum Processing/Producing/ Marketing	3,412	2,956	2,302	1,993	1,110	963
Public Utilities	2,075	1,809	1,444	1,251	631	558
Retail/Wholesale	7,884	6,792	4,930	4,272	2,954	2,520
Services	9,264	7,783	5,705	4,731	3,559	3,052
Bus Fleets	2,117	1,706	1,745	1,389	372	317
Other	6,378	5,733	3,828	3,381	2,550	2,352
TOTAL FLEET COPIES AND UNITS	105,000	90,740	74,415	63,838	30,585	26,902

Note 1 - The following non-comparable analyses are reported at the publisher's option.

SUPPLEMENTARY/UNIT DATA FOR ISSUE OF MAY 2018

This is a multiple analysis of copies and units in vehicle classes 1 or 2 and 3, 4 or 5 GVW (Gross Vehicle Weights). (See questionnaire used to elicit these data in Additional Data). Since any one recipient may have checked more than one response, the totals should not be added together as the total may exceed the total copies and units. Total Respondents = 91,019 or 86.7% of total qualified. These data are represented for statistical and marketing purposes only.

Business/Industry	Total Qualified (A)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 1 and 2 VEHICLES (LESS THAN 10,001 lbs. GVW) (B)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 3, 4 or 5 VEHICLES (10,001 to 19,500 lbs. GVW) (C)	
	Copies	Units	Copies	Units	Copies	Units
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location						
500 or more vehicles	4,426	3,859	2,137	1,848	1,986	1,746
100 – 499 vehicles	12,873	10,771	6,664	5,652	5,205	4,454
50 – 99 vehicles	14,072	11,885	7,208	6,173	5,354	4,629
25 – 49 vehicles	21,005	17,963	11,282	9,741	7,903	6,880
10 – 24 vehicles	35,482	31,016	18,199	16,137	11,746	10,557
5 – 9 vehicles	17,142	15,246	7,912	7,172	4,977	4,541
1 – 4 vehicles	-	-	-	-	-	-
TOTAL FLEET COPIES AND UNITS	105,000	90,740	53,402	46,723	37,171	32,807

Additional Analysis: Fleet Size Analysis based on the total number of Trucks, Truck Tractors, Trailers, Buses, Off-Road Vehicles, Pickups & Vans (See Note 1)

Business/Industry	Total Qualified (A)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 1 and 2 VEHICLES (LESS THAN 10,001 lbs. GVW) (B)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 3, 4 or 5 VEHICLES (10,001 to 19,500 lbs. GVW) (C)	
	Copies	Units	Copies	Units	Copies	Units
ANALYSIS BY TYPE OF FLEET (Note 1)						
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location						
For-Hire Trucking Companies	29,389	25,119	9,479	8,074	6,623	5,730
Truck/Trailer Leasing	1,170	994	571	494	555	489
Food Manufacturing/Distribution	9,715	8,593	5,277	4,741	3,685	3,332
Sanitation/Recycling	3,866	3,404	1,948	1,724	1,329	1,204
Government	3,749	3,237	2,589	2,249	1,853	1,610
Construction/Mining/Logging/Excavating	21,564	18,677	13,943	12,251	9,180	8,129
Manufacturing/Processing	4,417	3,937	2,330	2,118	1,659	1,522
Petroleum Processing/Producing/Marketing	3,412	2,956	1,948	1,715	1,277	1,144
Public Utilities	2,075	1,809	1,489	1,313	1,147	1,023
Retail/Wholesale	7,884	6,792	4,540	3,966	3,351	2,942
Services	9,264	7,783	5,033	4,318	3,467	2,995
Bus Fleets	2,117	1,706	1,012	838	723	617
Other	6,378	5,733	3,243	2,922	2,322	2,070
TOTAL FLEET COPIES AND UNITS	105,000	90,740	53,402	46,723	37,171	32,807

Class 1 and 2 = Less than 10,001 lbs.

Class 3, 4 and 5 = 10,001 to 19,500 lbs.

Note 1 – The following non-comparable additional analyses are reported at the publisher's option.

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:	70,775	20,998	-	91,773	87.4
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):	13,227	-	-	13,227	12.6
Association rosters and directories	-	-	-	-	-
*Business directories	13,227	-	-	13,227	12.6
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
Other sources	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-
	TOTAL QUALIFIED CIRCULATION	84,002	20,998	105,000	100.0
	PERCENT	80.0	20.0	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2018

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	105,000	100.0
Individuals by name only	-	-
Titles or functions only	-	-
Company names only	-	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	105,000	100.0

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	July – December 2015	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018*
Total Audit Average Qualified:	105,000	105,000	105,000	105,000	105,000	105,000
Qualified Non-Paid:	105,000	105,000	105,000	105,000	105,000	105,000
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: January – June 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

2018	Newsline	Infotech	Equipment Weekly	Top 5 Stories of the Week
JANUARY				
January 2	37,033	-	-	-
January 3	37,037	-	21,565	-
January 4	37,035	10,008	-	-
January 5	37,038	-	-	27,136
January 8	37,023	-	-	-
January 9	37,015	-	-	-
January 10	36,949	-	21,478	-
January 11	36,939	9,985	-	-
January 12	36,837	-	-	27,022
January 16	36,862	-	-	-
January 17	36,881	-	21,490	-
January 18	36,874	9,945	-	-
January 19	36,873	-	-	26,974
January 22	36,873	-	-	-
January 23	36,782	-	-	-
January 24	36,725	-	21,419	-
January 25	36,717	9,911	-	-
January 26	36,716	-	-	26,878
January 29	36,719	-	-	-
January 30	36,725	-	-	-
January 31	36,782	-	21,419	-
FEBRUARY				
February 1	36,706	9,917	-	-
February 2	36,721	-	-	26,844
February 5	36,724	-	-	-
February 6	36,680	-	-	-
February 7	36,767	-	21,431	-
February 8	36,845	9,939	-	-
February 9	36,803	-	-	26,935
February 12	36,826	-	-	-
February 13	36,794	-	-	-
February 14	36,770	-	21,434	-
February 15	36,725	9,911	-	-
February 16	36,754	-	-	26,876
February 20	36,767	-	-	-
February 21	36,807	-	21,445	-
February 22	36,791	9,936	-	-
February 23	36,821	-	-	26,886
February 26	36,824	-	-	-
February 27	36,736	-	-	-
February 28	36,810	-	21,419	-
MARCH				
March 1	36,807	-	-	-
March 2	36,801	-	-	26,889
March 5	36,784	-	-	-
March 6	36,779	-	-	-
March 7	36,790	-	21,409	-
March 8	36,766	9,949	-	-
March 9	36,767	-	-	26,858
March 12	36,776	-	-	-
March 13	36,800	-	-	-
March 14	36,721	-	21,371	-
March 15	36,609	9,882	-	-
March 16	36,424	-	-	26,694
March 19	35,814	-	-	-
March 20	35,777	-	-	-
March 21	35,791	-	21,117	-
March 22	36,395	9,832	-	-
March 23	36,385	-	-	26,550
March 26	36,599	-	-	-
March 27	36,577	-	-	-
March 28	36,382	-	21,085	-
March 29	36,297	9,850	-	-
March 30	36,420	-	-	26,522
APRIL				
April 2	36,422	-	-	-
April 3	36,415	-	-	-
April 4	36,474	-	21,178	-
April 5	36,444	9,881	-	-
April 6	36,474	-	-	26,545
April 9	36,506	-	-	-
April 10	36,400	-	-	-
April 11	36,402	-	21,177	-
April 12	36,398	9,903	-	-
April 13	36,454	-	-	26,509
April 16	36,535	-	-	-
April 17	36,452	-	-	-
April 18	36,502	-	21,155	-
April 19	36,491	9,901	-	-
April 20	36,512	-	-	26,466
April 23	36,519	-	-	-
April 24	36,496	-	-	-
April 25	36,532	-	21,149	-
April 26	36,528	9,914	-	-
April 27	36,548	-	-	26,508
April 30	36,572	-	-	-

E-NEWSLETTER CHANNEL (CONTINUED)

2018	Newsline	Infotech	Equipment Weekly	Top 5 Stories of the Week
MAY				
May 1	36,609	-	-	-
May 2	36,563	-	21,154	-
May 3	36,572	9,906	-	-
May 4	36,573	-	-	26,482
May 7	36,556	-	-	-
May 8	36,004	-	-	-
May 9	36,458	-	21,114	-
May 10	36,438	9,914	-	-
May 11	36,436	-	-	26,379
May 14	36,453	-	-	-
May 15	36,459	-	-	-
May 16	36,620	-	21,238	-
May 17	36,711	10,063	-	-
May 18	36,695	-	-	26,651
May 21	36,707	-	-	-
May 22	36,683	-	-	-
May 23	36,694	-	21,273	-
May 24	36,674	10,056	-	-
May 25	36,611	-	-	26,579
May 29	36,611	-	-	-
May 30	36,610	-	19,520	-
May 31	36,610	10,049	-	-
JUNE				
June 1	36,627	-	-	26,595
June 4	36,654	-	-	-
June 5	36,663	-	-	-
June 6	36,673	-	19,535	-
June 7	36,633	10,065	-	-
June 8	35,553	-	-	26,566
June 11	36,661	-	-	-
June 12	36,668	-	-	-
June 13	36,688	-	19,567	-
June 14	36,622	10,071	-	-
June 15	36,642	-	-	-
June 16	-	-	-	26,514
June 18	36,611	-	-	-
June 19	36,607	-	-	-
June 20	36,581	-	19,482	-
June 21	36,559	10,057	-	-
June 22	36,599	-	-	26,516
June 25	36,611	-	-	-
June 26	36,616	-	-	-
June 27	36,604	-	19,470	-
June 28	36,545	10,057	-	-
June 29	36,534	-	-	26,444
AVERAGE:	36,625	9,956	20,965	26,685

Newsline (126 issued in the period)
 Infotech (25 issued in the period)
 Equipment Weekly (26 issued in the period)
 Top 5 Stories of the Week (26 issued in the period)

WEBSITE CHANNEL

WWW.FLEETOWNER.COM

2018	Pageviews	Sessions	Users	Average Session Duration
January	631,341	274,037	220,497	1:51
February	518,846	241,866	185,878	1:47
March	482,851	220,263	178,950	1:39
April	594,814	302,608	233,736	1:41
May	375,584	196,728	159,765	1:36
June	396,401	208,810	167,571	1:45
AVERAGE:	499,972	240,718	191,066	1:43

January – June 2018 data was provided by Omniture. All website activity is audited by BPA Worldwide.

WEBSITE GLOSSARY

Pageviews: A Pageview is recorded each time a page implanted with the JavaScript code (tag) is displayed in a browser window. This will occur whether the page is served directly from the web server, from a proxy, or from the browser's cache.

Sessions: A single continuous set of activity attributable to a cookie browser resulting in one or more pulled text and/or graphics downloads from a site. A period of 30 minutes of inactivity will terminate the session.

Users: An identified and unduplicated Cookie Browser that accesses Internet content or advertising during a measurement period.

Average Session Duration: The time visitors remain on a site per session.

SOCIAL MEDIA CHANNEL

Fleet Owner Social Media



Twitter followers

<http://twitter.com/Fleetowner>



Facebook likes

<http://www.facebook.com/Fleetowner>

2018

Month	Twitter followers	Facebook likes
Beginning Balance:	23,075	5,154
January	23,461	5,232
February	23,758	5,291
March	24,015	5,394
April	24,312	5,452
May	24,545	5,512
June	24,831	5,624

ADDITIONAL DATA

MAGAZINE:

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 13,227 copies or 12.6%, including FleetSeek.

GEOGRAPHIC DISTRIBUTION:

Geographic data for E-Newsletters, Website and Social Media are not reported at the media owner's option.

QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA:

Complimentary subscription offer

Please print with a black pen. Please allow four to six weeks for processing.

Print Name _____
Title _____
Company _____
Address _____
City _____
State _____
ZIP _____
Phone (____) _____
FAX (____) _____
E-Mail* _____

*Your e-mail number is used to communicate to you. By providing your e-mail number, you are giving Fleet Owner permission to retransmit your e-mail address information from that e-mail address to other members of our mailing list. We will not release this information to any other parties. We will not sell or lease your e-mail address to any other parties. For a full statement of our Privacy Policy, visit our website at www.fleetowner.com.

1. Do you wish to receive/continue a COMPLIMENTARY subscription to Fleet Owner? YES NO
Signature required _____
Date _____

2. If Fleet Owner launches a digital edition in the future, would you like to receive your issues in this format rather than print? (If you want to receive the digital version of the magazine, we must have your e-mail address.)
Y Yes N No

3. How many vehicles are based at (or controlled from) this location? Show quantity by type: _____
Straight trucks _____ Buses _____ Tank Trucks _____
Off-Road Vehicles _____ Trailers* _____ Pickups & Vans _____
* For Trailers based or controlled at this location, please indicate quantity of each: _____
Van _____ Container/box, etc. _____
Refrigerated _____ Open-top _____ Livestock _____
Tank _____ Aeriallift _____ Logging _____
Other (please specify) _____ Quantity _____

4. Do any of the above vehicles have a Gross Vehicle Weight (GVW) rating of (please check "YES" or "NO" for each GVW Class):
CLASS 1 — 2,000 LBS. GVW or OVER? YES NO
CLASS 2 — 2,001 to 2,999 LBS. GVW? YES NO
CLASS 3 — 3,000 to 3,999 LBS. GVW? YES NO
CLASS 4 — 4,000 to 4,999 LBS. GVW? YES NO
CLASS 5 — 5,000 to 5,999 LBS. GVW? YES NO
CLASS 6 — 6,000 to 6,999 LBS. GVW? YES NO
CLASS 7 — 7,000 to 7,999 LBS. GVW? YES NO
CLASS 8 — 8,000 to 8,999 LBS. GVW? YES NO
CLASS 9 — 9,000 to 9,999 LBS. GVW? YES NO
CLASS 10 — 10,000 to 10,999 LBS. GVW? YES NO
CLASS 11 — 11,000 to 11,999 LBS. GVW? YES NO
CLASS 12 — 12,000 to 12,999 LBS. GVW? YES NO
CLASS 13 — 13,000 to 13,999 LBS. GVW? YES NO
CLASS 14 — 14,000 to 14,999 LBS. GVW? YES NO
CLASS 15 — 15,000 to 15,999 LBS. GVW? YES NO
CLASS 16 — 16,000 to 16,999 LBS. GVW? YES NO
CLASS 17 — 17,000 to 17,999 LBS. GVW? YES NO
CLASS 18 — 18,000 to 18,999 LBS. GVW? YES NO
CLASS 19 — 19,000 to 19,999 LBS. GVW? YES NO
CLASS 20 — 20,000 to 20,999 LBS. GVW? YES NO
CLASS 21 — 21,000 to 21,999 LBS. GVW? YES NO
CLASS 22 — 22,000 to 22,999 LBS. GVW? YES NO
CLASS 23 — 23,000 to 23,999 LBS. GVW? YES NO
CLASS 24 — 24,000 to 24,999 LBS. GVW? YES NO
CLASS 25 — 25,000 to 25,999 LBS. GVW? YES NO
CLASS 26 — 26,000 to 26,999 LBS. GVW? YES NO
CLASS 27 — 27,000 to 27,999 LBS. GVW? YES NO
CLASS 28 — 28,000 to 28,999 LBS. GVW? YES NO
CLASS 29 — 29,000 to 29,999 LBS. GVW? YES NO
CLASS 30 — 30,000 to 30,999 LBS. GVW? YES NO
CLASS 31 — 31,000 to 31,999 LBS. GVW? YES NO
CLASS 32 — 32,000 to 32,999 LBS. GVW? YES NO
CLASS 33 — 33,000 to 33,999 LBS. GVW? YES NO
CLASS 34 — 34,000 to 34,999 LBS. GVW? YES NO
CLASS 35 — 35,000 to 35,999 LBS. GVW? YES NO
CLASS 36 — 36,000 to 36,999 LBS. GVW? YES NO
CLASS 37 — 37,000 to 37,999 LBS. GVW? YES NO
CLASS 38 — 38,000 to 38,999 LBS. GVW? YES NO
CLASS 39 — 39,000 to 39,999 LBS. GVW? YES NO
CLASS 40 — 40,000 to 40,999 LBS. GVW? YES NO
CLASS 41 — 41,000 to 41,999 LBS. GVW? YES NO
CLASS 42 — 42,000 to 42,999 LBS. GVW? YES NO
CLASS 43 — 43,000 to 43,999 LBS. GVW? YES NO
CLASS 44 — 44,000 to 44,999 LBS. GVW? YES NO
CLASS 45 — 45,000 to 45,999 LBS. GVW? YES NO
CLASS 46 — 46,000 to 46,999 LBS. GVW? YES NO
CLASS 47 — 47,000 to 47,999 LBS. GVW? YES NO
CLASS 48 — 48,000 to 48,999 LBS. GVW? YES NO
CLASS 49 — 49,000 to 49,999 LBS. GVW? YES NO
CLASS 50 — 50,000 to 50,999 LBS. GVW? YES NO
CLASS 51 — 51,000 to 51,999 LBS. GVW? YES NO
CLASS 52 — 52,000 to 52,999 LBS. GVW? YES NO
CLASS 53 — 53,000 to 53,999 LBS. GVW? YES NO
CLASS 54 — 54,000 to 54,999 LBS. GVW? YES NO
CLASS 55 — 55,000 to 55,999 LBS. GVW? YES NO
CLASS 56 — 56,000 to 56,999 LBS. GVW? YES NO
CLASS 57 — 57,000 to 57,999 LBS. GVW? YES NO
CLASS 58 — 58,000 to 58,999 LBS. GVW? YES NO
CLASS 59 — 59,000 to 59,999 LBS. GVW? YES NO
CLASS 60 — 60,000 to 60,999 LBS. GVW? YES NO
CLASS 61 — 61,000 to 61,999 LBS. GVW? YES NO
CLASS 62 — 62,000 to 62,999 LBS. GVW? YES NO
CLASS 63 — 63,000 to 63,999 LBS. GVW? YES NO
CLASS 64 — 64,000 to 64,999 LBS. GVW? YES NO
CLASS 65 — 65,000 to 65,999 LBS. GVW? YES NO
CLASS 66 — 66,000 to 66,999 LBS. GVW? YES NO
CLASS 67 — 67,000 to 67,999 LBS. GVW? YES NO
CLASS 68 — 68,000 to 68,999 LBS. GVW? YES NO
CLASS 69 — 69,000 to 69,999 LBS. GVW? YES NO
CLASS 70 — 70,000 to 70,999 LBS. GVW? YES NO
CLASS 71 — 71,000 to 71,999 LBS. GVW? YES NO
CLASS 72 — 72,000 to 72,999 LBS. GVW? YES NO
CLASS 73 — 73,000 to 73,999 LBS. GVW? YES NO
CLASS 74 — 74,000 to 74,999 LBS. GVW? YES NO
CLASS 75 — 75,000 to 75,999 LBS. GVW? YES NO
CLASS 76 — 76,000 to 76,999 LBS. GVW? YES NO
CLASS 77 — 77,000 to 77,999 LBS. GVW? YES NO
CLASS 78 — 78,000 to 78,999 LBS. GVW? YES NO
CLASS 79 — 79,000 to 79,999 LBS. GVW? YES NO
CLASS 80 — 80,000 to 80,999 LBS. GVW? YES NO
CLASS 81 — 81,000 to 81,999 LBS. GVW? YES NO
CLASS 82 — 82,000 to 82,999 LBS. GVW? YES NO
CLASS 83 — 83,000 to 83,999 LBS. GVW? YES NO
CLASS 84 — 84,000 to 84,999 LBS. GVW? YES NO
CLASS 85 — 85,000 to 85,999 LBS. GVW? YES NO
CLASS 86 — 86,000 to 86,999 LBS. GVW? YES NO
CLASS 87 — 87,000 to 87,999 LBS. GVW? YES NO
CLASS 88 — 88,000 to 88,999 LBS. GVW? YES NO
CLASS 89 — 89,000 to 89,999 LBS. GVW? YES NO
CLASS 90 — 90,000 to 90,999 LBS. GVW? YES NO
CLASS 91 — 91,000 to 91,999 LBS. GVW? YES NO
CLASS 92 — 92,000 to 92,999 LBS. GVW? YES NO
CLASS 93 — 93,000 to 93,999 LBS. GVW? YES NO
CLASS 94 — 94,000 to 94,999 LBS. GVW? YES NO
CLASS 95 — 95,000 to 95,999 LBS. GVW? YES NO
CLASS 96 — 96,000 to 96,999 LBS. GVW? YES NO
CLASS 97 — 97,000 to 97,999 LBS. GVW? YES NO
CLASS 98 — 98,000 to 98,999 LBS. GVW? YES NO
CLASS 99 — 99,000 to 99,999 LBS. GVW? YES NO
CLASS 100 — 100,000 to 100,999 LBS. GVW? YES NO

5. You do / do not control any cars from this location for business purposes?

6. You do / do not perform vehicle maintenance at this location?

7. Please indicate TYPE of company by checking ONE of the following:
B For-Hire Trucking Company (Contract or Common Carrier)
D Food Manufacturing/Distribution (baking, packing, storage, any product, meat packing, baking, grocery, food service, etc.)
E Distribution/Supply (make any items, make special, supply, retail, drug, etc.)
G Construction/Mineral/Logging/Excavating (building, road construction, special task contractor, quarry, light, etc.)
H Manufacturing & Processing
I Petroleum Processing/Producing (petroleum, refinery service, production, etc.)
J Public Utility (gas, electric, telephone, water supply, etc.)
K Retail/Merchandise (grocery, electronics, retail, etc., department, department store, luxury, vendor parts, musical, etc.)
L Service (see listing: see also, printing, laundry, etc.)
M Truck/Trailer Leasing
N Government (naval, land, army, air, post, fire, armed forces, etc.)
O Other (please specify: _____)
P Other (please specify: _____)

8. Do you recommend, specify, approve or influence the purchase of the items listed below? (please check "YES" or "NO" for each of the items listed below):
Wheels (rims, tires, tubes, etc.) YES NO
Components (engine, transmission, axle, wheel, brake, etc.) YES NO
Replacement Parts (brake, filter, engine part, electrical, etc.) YES NO
Tires (new, retreads, etc.) YES NO
Fluids, Oils, Lubricants, Additives YES NO
Shop Equip. (pne. tools, shop lift, etc., maintenance, etc.) YES NO
Terminal Equip. & Services (trucks, bus, etc.) YES NO
Information Systems and Mobile Communications YES NO
Computer, Cellular, Satellite or other systems, GPS, etc. YES NO
Leases/Credit/Finance/Insurance YES NO

9. Which category best describes your primary job responsibilities?
a. Administrative management (responsibility for profit, managing resources, setting the corporate agenda, etc.)
b. Maintenance management (responsibility for specifying components, shop support, preventive work, maintenance, etc.)
c. Operational management (responsibility for routing, logistics, vendor operations, etc.)
d. Other (please specify: _____)

Complete forms cannot be processed or administered. The publisher reserves the right to serve only those individuals who meet the publication qualifications.

CB7001 MAIL - 06/00001

PUBLISHER'S AFFIDAVIT

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

Reggie Lawrence, Managing Director
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 27, 2018
State Kansas
County Johnson
Received by BPA Worldwide July 27, 2018
Type BD
ID Number F040B0J8

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 for the latest audit reports, membership information and publishing and advertising industry news.

FIELD SERVED
FLEET OWNER serves for-hire trucking companies, truck/trailer leasing companies, food manufacturing/distribution, sanitation/recycling, government, construction/mining/logging/excavating, manufacturing/processing, petroleum processing/producing/marketing, public utilities, retail/wholesale, services, bus fleets and others allied to the field.
FLEET OWNER serves fleet locations having 5 or more trucks, truck tractors, trailers, buses and off-road vehicles which are based at (or controlled from) a single location.

DEFINITION OF RECIPIENT QUALIFICATION
Qualified recipients are administrative, maintenance and operations management and other personnel.

PURPOSE
Included herein is a supplementary analysis of qualified copies and units in vehicle classes 1 and/or 2; 3, 4 and/or 5; 6, 7 and/or 8 GVW (Gross Vehicle Weights) and an analysis of the qualified respondents who recommend, specify, approve or influence the purchase of products and/or services in fleet operations of 5 or more vehicles.

DEFINITION OF A UNIT
A unit is an establishment, primarily engaged in one type of economic activity at a single physical location.

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	43
Advertiser and Agency	1,789
Allocated for Trade Shows and Conventions	825
All Other	677
TOTAL	3,334

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	105,000	100.0	105,000	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	105,000	100.0	105,000	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Number Removed	Number Added	Total Qualified
January	-	-	105,000
February	78	78	105,000
March	159	159	105,000
April	560	560	105,000
May	1,670	1,670	105,000
June	1,390	1,390	105,000
TOTAL	3,857	3,857	

3a. BUSINESS/OCCUPATIONAL 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.
This publication conforms to the uniform business breakout which was developed by the BPA Worldwide advertiser, agency and publisher committee for the MotorVehicle Fleets Market in June 1972, revised June 1975, November 1978, April 1979, and March 1981, requiring participating publications to report their circulation on a comparable basis by June 1977. A copy of the comparability brochure can be obtained from BPA Worldwide.

Business and Industry*	Total Qualified	Percent of Total	Total Qualified Units	ANALYSIS OF TYPE AND SIZE OF FLEET (See Note 1)													
				Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies		
MOTOR VEHICLE FLEETS (Trucks, Truck Tractors, Trailers, Buses, Off-Road Vehicles, Pickups & Vans)																	
500 or more vehicles	4,426	4.2	3,859	1,490	259	307	117	258	300	171	128	216	264	117	61	738	
100 - 499 vehicles	12,873	12.3	10,771	4,939	298	1,210	349	605	1,908	584	398	339	848	468	387	540	
25 - 99 vehicles	35,077	33.4	29,848	10,973	295	3,221	1,181	1,082	8,055	1,453	1,112	650	2,276	2,324	875	1,580	
10 - 24 vehicles	35,482	33.8	31,016	8,415	228	3,560	1,460	1,039	8,285	1,445	1,173	616	2,712	3,921	592	2,036	
5 - 9 vehicles	17,142	16.3	15,246	3,572	90	1,417	759	765	3,016	764	601	254	1,784	2,434	202	1,484	
1 - 4 vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL MOTOR VEHICLE FLEETS	105,000	100.0	90,740	29,389	1,170	9,715	3,866	3,749	21,564	4,417	3,412	2,075	7,884	9,264	2,117	6,378	

*Qualified recipients are administrative, maintenance and operations management and other personnel.
Note 1 - The following non-comparable analyses are reported at the publisher's option.

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF UNITS FOR ISSUE OF MAY 2018

This issue is equal to the average of the other 5 issues reported in Paragraph 2.
This publication conforms to the uniform business breakout which was developed by the BPA Worldwide advertiser, agency and publisher committee for the MotorVehicle Fleets Market in June 1972, revised June 1975, November 1978, April 1979, and March 1981, requiring participating publications to report their circulation on a comparable basis by June 1977. A copy of the comparability brochure can be obtained from BPA Worldwide.

Business and Industry*	Total Qualified	Percent of Total	Total Qualified Units	ANALYSIS OF TYPE AND SIZE OF FLEET (See Note 1)													
				Units	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units		
MOTOR VEHICLE FLEETS (Trucks, Truck Tractors, Trailers, Buses, Off-Road Vehicles, Pickups & Vans)																	
500 or more vehicles	4,426	4.2	3,859	1,235	226	264	110	216	262	153	115	197	227	96	51	707	
100 - 499 vehicles	12,873	12.3	10,771	3,997	250	1,045	308	512	1,630	513	356	288	736	397	296	443	
25 - 99 vehicles	35,077	33.4	29,848	9,165	244	2,786	1,033	919	6,870	1,321	949	571	1,986	1,918	699	1,387	
10 - 24 vehicles	35,482	33.8	31,016	7,448	191	3,223	1,285	914	7,247	1,251	1,007	531	2,318	3,288	484	1,829	
5 - 9 vehicles	17,142	16.3	15,246	3,274	83	1,275	668	676	2,668	699	529	222	1,525	2,084	176	1,367	
1 - 4 vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL MOTOR VEHICLE FLEETS	105,000	100.0	90,740	25,119	994	8,593	3,404	3,237	18,677	3,937	2,956	1,809	6,792	7,783	1,706	5,733	

*Qualified recipients are administrative, maintenance and operations management and other personnel.
Note 1 - The following non-comparable analyses are reported at the publisher's option.

SUPPLEMENTARY/UNIT DATA FOR ISSUE OF MAY 2018

This is a multiple analysis of copies and units in vehicle classes 6, 7 and/or 8 GVW (Gross Vehicle Weights). (See questionnaire used to elicit these data in Additional Data).

Since any one recipient may have checked more than one response, the totals should not be added together as the total will exceed the total copies and units.

Total Respondents = 91,019 or 86.7% of total qualified.

These data are represented for statistical and marketing purposes only.

Business/Industry	Total Qualified (A)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE VEHICLES 19,501 lbs. GVW & OVER (B)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 6 VEHICLES (19,501 TO 26,000 lbs. GVW) (C)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 7 VEHICLES (26,001 TO 33,000 lbs. GVW) (D)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 8 VEHICLES (33,001 lbs. GVW & OVER) (E)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASSES 6 and/or 7 VEHICLES (19,501 to 33,000 GVW) (F)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASSES 7 and/or 8 VEHICLES (26,001 lbs. GVW & OVER) (G)	
	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location														
500 or more vehicles	4,426	3,859	3,636	3,123	1,940	1,691	2,248	1,966	3,462	2,968	2,464	2,145	3,572	3,069
100-499 vehicles	12,873	10,771	11,392	9,624	4,767	4,044	6,076	5,215	10,519	8,896	7,067	6,039	11,030	9,333
50-99 vehicles	14,072	11,885	12,108	10,336	4,599	3,953	6,105	5,271	10,902	9,337	7,359	6,353	11,634	9,942
25-49 vehicles	21,005	17,963	16,989	14,733	6,920	6,002	8,891	7,809	14,725	12,782	11,045	9,689	16,034	13,915
10-24 vehicles	35,482	31,016	25,323	22,715	9,573	8,526	12,573	11,420	20,232	18,233	16,213	14,612	23,231	20,899
5-9 vehicles	17,142	15,246	10,177	9,333	3,465	3,124	4,383	4,039	6,899	6,385	6,317	5,768	8,819	8,134
1-4 vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL FLEET COPIES AND UNITS	105,000	90,740	79,625	69,864	31,264	27,340	40,276	35,720	66,739	58,601	50,465	44,606	74,320	65,292

Business/Industry	Total Qualified (A)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE VEHICLES 19,501 lbs. GVW & OVER (B)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 6 VEHICLES (19,501 TO 26,000 lbs. GVW) (C)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 7 VEHICLES (26,001 TO 33,000 lbs. GVW) (D)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 8 VEHICLES (33,001 lbs. GVW & OVER) (E)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASSES 6 and/or 7 VEHICLES (19,501 to 33,000 GVW) (F)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASSES 7 and/or 8 VEHICLES (26,001 lbs. GVW & OVER) (G)	
	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units
ANALYSIS BY TYPE OF FLEET (Note 1)														
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location														
For-Hire Trucking Companies	29,389	25,119	25,520	21,997	5,868	5,026	8,537	7,405	23,498	20,286	10,340	8,943	24,800	21,390
Truck/Trailer Leasing	1,170	994	934	809	585	508	594	515	820	710	697	603	880	762
Food Manufacturing/Distribution	9,715	8,593	7,744	6,957	3,201	2,877	4,386	3,978	6,518	5,867	5,445	4,923	7,269	6,545
Sanitation/Recycling	3,866	3,404	3,065	2,740	1,210	1,087	1,992	1,790	2,556	2,273	2,319	2,085	2,909	2,596
Government	3,749	3,237	2,613	2,273	1,687	1,481	1,763	1,554	1,919	1,652	2,148	1,888	2,332	2,027
Construction/Mining/Logging/Excavating	21,564	18,677	15,307	13,534	7,369	6,482	8,992	8,015	12,671	11,215	11,364	10,113	14,204	12,566
Manufacturing/Processing	4,417	3,937	3,413	3,107	1,317	1,179	1,741	1,596	2,900	2,644	2,233	2,036	3,199	2,924
Petroleum Processing/Producing/Marketing	3,412	2,956	2,781	2,466	975	859	1,873	1,695	2,440	2,173	2,114	1,901	2,667	2,370
Public Utilities	2,075	1,809	1,429	1,263	946	834	988	873	1,117	982	1,188	1,052	1,310	1,154
Retail/Wholesale	7,884	6,792	5,573	4,936	2,504	2,198	3,192	2,849	4,497	3,981	4,176	3,710	5,080	4,513
Services	9,264	7,783	5,490	4,734	2,395	2,009	2,994	2,618	3,892	3,364	4,041	3,502	4,774	4,135
Bus Fleets	2,117	1,706	1,623	1,318	991	817	843	698	680	544	1,369	1,123	1,152	935
Other	6,378	5,733	4,133	3,730	2,216	1,983	2,381	2,134	3,231	2,910	3,031	2,727	3,744	3,375
TOTAL FLEET COPIES AND UNITS	105,000	90,740	79,625	69,864	31,264	27,340	40,276	35,720	66,739	58,601	50,465	44,606	74,320	65,292

Class 6 = 19,501 to 26,000 lbs.

Class 7 = 26,001 to 33,000 lbs.

Class 8 = 33,001 & over.

Note 1 - The following non-comparable additional analyses are reported at the publisher's option.

SUPPLEMENTARY DATA FOR ISSUE OF MAY 2018

This is a multiple analysis of the qualified recipients who recommend, specify, approve or influence the purchase of the items reported (See questionnaire used to elicit these data on the back page of this report). Total Respondents 76,056 or 72.4% of total qualified.

Business and Industry	Total Qualified	BUYING INFLUENCE								
		VEHICLES	COMPONENTS	REPLACEMENT PARTS	TIRES	FUELS, OILS, LUBRICANTS, ADDITIVES	SHOP EQUIPMENT	TERMINAL EQUIPMENT & SERVICES	INFORMATION SYSTEMS & MOBILE COMMUNICATIONS	LEASE/CREDIT/FINANCE/INSURANCE
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location										
500 or more vehicles	4,426	2,516	2,356	2,279	2,256	2,171	2,066	1,961	1,978	1,623
100-499 vehicles	12,873	7,236	6,864	6,821	6,773	6,594	6,437	6,043	5,589	4,973
50-99 vehicles	14,072	8,129	7,876	7,937	7,825	7,632	7,426	6,995	6,590	6,094
25-49 vehicles	21,005	14,129	13,645	13,750	13,649	13,315	12,986	12,135	11,562	10,905
10-24 vehicles	35,482	25,418	24,631	24,919	24,731	24,064	23,346	21,666	20,629	19,977
5-9 vehicles	17,142	11,919	11,514	11,692	11,528	11,212	10,683	9,690	9,434	9,194
1-4 vehicles	-	-	-	-	-	-	-	-	-	-
TOTAL FLEET COPIES	105,000	69,347	66,886	67,398	66,762	64,988	62,944	58,490	55,782	52,766
TOTAL QUALIFIED	105,000									

SUPPLEMENTARY DATA FOR ISSUE OF MAY 2018

This is a multiple analysis of the qualified recipients who recommend, specify, approve or influence the purchase of the items reported (See questionnaire used to elicit these data on the back page of this report). Total Respondents = 76,056 or 72.4% of total qualified.

ANALYSIS BY TYPE OF FLEET

Business and Industry (Note 1)	Total Qualified	BUYING INFLUENCE								
		VEHICLES	COMPONENTS	REPLACEMENT PARTS	TIRES	FUELS, OILS, LUBRICANTS, ADDITIVES	SHOP EQUIPMENT	TERMINAL EQUIPMENT & SERVICES	INFORMATION SYSTEMS & MOBILE COMMUNICATIONS	LEASE/CREDIT/FINANCE/INSURANCE
Motor Vehicle Fleets Basing or Controlling 5 or More Vehicles at a Single Location										
For-Hire Trucking Companies	29,389	19,641	18,940	19,050	19,135	18,618	17,956	17,001	16,795	16,181
Truck/Trailer Leasing	1,170	856	803	763	777	701	674	592	617	629
Food Manufacturing/Distribution	9,715	6,145	5,925	5,976	5,930	5,789	5,581	5,233	4,872	4,694
Sanitation/Recycling	3,866	2,524	2,433	2,468	2,454	2,381	2,345	2,171	1,992	1,908
Government	3,749	2,874	2,792	2,834	2,768	2,682	2,645	2,297	2,014	1,516
Construction/Mining/Logging/Excavating	21,564	14,697	14,218	14,335	14,147	13,807	13,630	12,682	11,856	11,444
Manufacturing/Processing	4,417	2,485	2,355	2,347	2,299	2,210	2,144	1,975	1,909	1,739
Petroleum Processing/Producing/Marketing	3,412	1,819	1,769	1,782	1,788	1,796	1,647	1,529	1,455	1,339
Public Utilities	2,075	1,451	1,417	1,436	1,393	1,349	1,304	1,186	1,010	857
Retail/Wholesale	7,884	4,531	4,314	4,341	4,272	4,122	3,898	3,615	3,463	3,318
Services	9,264	6,009	5,846	5,936	5,811	5,668	5,533	5,135	4,910	4,730
Bus Fleets	2,117	1,580	1,546	1,576	1,551	1,553	1,492	1,342	1,244	1,036
Other	6,378	4,735	4,528	4,554	4,437	4,312	4,095	3,732	3,645	3,375
TOTAL FLEET COPIES	105,000	69,347	66,886	67,398	66,762	64,988	62,944	58,490	55,782	52,766
TOTAL QUALIFIED	105,000									

Note 1 - The following non-comparable additional analyses are reported at the publisher's option.