



**Established 1922**  
**Issues Per Year: 12**  
**Issues This Report: 12**

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**Torrance, CA 90503**  
**(310) 533-2400**

**PUBLICATION DESCRIPTION**

With an audience of private and for-hire fleet executives, owners and managers, *HEAVY DUTY TRUCKING* targets the commercial truck industry. HDT features a market that includes 14 million light-, medium- and heavy-duty trucks, tractors and vans, and more than 3.7 million trailers.

**FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION**

*HEAVY DUTY TRUCKING* serves commercial truck fleets operating Class 1 through 8 trucks, tractors and trailers in for-hire fleets, private fleets, fleets leasing trucks and lease/rental fleets, along with the truck/trailer dealer and distributor markets and others allied to the field.

Qualified recipients are corporate management, fleet/maintenance management, operations, purchasing and sales, safety and training, and other functions in companies which operate or maintain fleets of one or more Class 1 through 8 trucks and trailers as reported by business, fleet size and maintenance responsibility below. The information reported focuses exclusively on trucks, truck-tractors and trailers and does not include buses and off-highway vehicles.

**AVERAGE CIRCULATION: JULY 1, 2018 – JUNE 30, 2019**

<b>QUALIFIED CIRCULATION</b>	<b>Non-Paid Print</b>	<b>Paid Print</b>	<b>Non-Paid Digital</b>	<b>Paid Digital</b>	<b>Total Unduplicated Qualified*</b>
Individual Subscription	110,872	-	13,199	-	115,110
Rotated	-	-	-	-	-
Single Copy Sales	-	-	-	-	-
Bulk Distribution	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>110,872</b>	<b>-</b>	<b>13,199</b>	<b>-</b>	<b>115,110</b>
<b>TOTAL NON-QUALIFIED CIRCULATION</b>					<b>2,988</b>

\* Combined print and digital may not equal Total Qualified Unduplicated. Qualified print includes recipients who receive the print edition and the print and digital edition. Qualified digital includes recipients who receive the digital edition and the print and digital edition.

Please see the following pages for Recipient Classification, Subscription Source, Recency of Renewal, Business/Industry Classification, Business/Industry Classification by Job Title, Geographical Distribution, Qualified Circulation by Issue, Explanation, Audit of Internal Records, and Affidavit.

**RECIPIENT CLASSIFICATION**

RECIPIENT	Non-Paid		Total Qualified Unduplicated*	Percent
	Print	Digital		
Individual by Name and Title and/or Company	108,143	12,521	113,206	98.3%
Individual by Name Only	1,760	119	1,815	1.6%
Title Only	70	-	70	0.1%
Company Name Only	27	-	27	0.0%
<b>Total Qualified Circulation</b>	<b>110,000</b>	<b>12,640</b>	<b>115,118</b>	<b>100.0%</b>

\* Combined print and digital may not equal Total Qualified Unduplicated.

**SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL**

RECIPIENT	Non-Paid		Renewed, Requested, or Updated Within				Total Qualified Unduplicated*	Percent
	Print	Digital	1 Years	2 Years	3 Years	3+ Years		
Direct Request from the Recipient	100,367	12,116	82,016	23,184	-	-	105,200	91.4%
Request from Recipient's Company	-	-	-	-	-	-	-	0.0%
Association/Group/Directory Lists	9,633	524	9,918	-	-	-	9,918	8.6%
<b>Total Qualified Circulation</b>	<b>110,000</b>	<b>12,640</b>	<b>91,934</b>	<b>23,184</b>	<b>-</b>	<b>-</b>	<b>115,118</b>	<b>100.0%</b>

\* Combined print and digital may not equal Total Qualified Unduplicated.

**BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION**

Motor Vehicle Fleets: (Trucks, Truck Tractors, & Trailers)	Total Qualified	Percent	Print Only	Digital Only	Print & Digital Only	Total Qualified Units	FOR - HIRE																				Total For- Hire	
							Construction, Mining, Logging		Manufacturing		General Freight, Dry Bulk, Household		Food Production/ Distribution		Retail/ Wholesale		Petroleum/ Chemical		Government/ Utilities		Services/ Refuse/ Recycling		Other		Copies	Units		
							Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units				
500 or more vehicles	4,242	3.7%	3,304	342	596	2,579	84	47	92	60	762	396	99	54	93	58	51	33	38	22	58	42	29	20	1,306	732		
100-499 vehicles	10,336	9.0%	8,782	574	980	6,626	332	215	245	145	1,795	993	288	166	109	71	177	113	99	64	239	147	73	46	3,357	1,960		
25-99 vehicles	29,440	25.6%	26,415	1,159	1,866	21,815	1,585	1,177	498	344	4,222	2,920	754	538	252	185	496	372	233	159	807	574	155	106	9,002	6,375		
10-24 vehicles	34,261	29.8%	31,269	1,266	1,726	25,534	2,346	1,823	509	383	4,239	3,146	777	598	310	239	411	316	247	178	1,271	957	154	116	10,264	7,756		
5-9 vehicles	17,785	15.3%	16,138	666	981	13,931	1,338	1,108	290	240	1,983	1,622	453	379	187	150	189	160	127	90	847	672	102	86	5,516	4,507		
1-4 vehicles	15,617	13.6%	13,643	859	1,115	13,110	1,236	1,105	358	321	2,667	2,372	655	589	197	167	167	151	54	42	476	393	147	136	5,957	5,276		
Not Stated	3,437	3.0%	2,927	252	258	1,972	118	53	64	30	298	148	56	33	39	22	35	11	28	16	83	29	36	27	757	369		
<b>Total</b>	<b>115,118</b>	<b>100.0%</b>	<b>102,478</b>	<b>5,118</b>	<b>7,522</b>	<b>85,567</b>	<b>7,039</b>	<b>5,528</b>	<b>2,056</b>	<b>1,523</b>	<b>15,966</b>	<b>11,597</b>	<b>3,082</b>	<b>2,357</b>	<b>1,187</b>	<b>892</b>	<b>1,526</b>	<b>1,156</b>	<b>826</b>	<b>571</b>	<b>3,781</b>	<b>2,814</b>	<b>696</b>	<b>537</b>	<b>36,159</b>	<b>26,975</b>		

Motor Vehicle Fleets: (Trucks, Truck Tractors, & Trailers)	Total Qualified	Percent	Print Only	Digital Only	Print & Digital Only	Total Qualified Units	PRIVATE																				Total Private Fleet	
							Construction, Mining, Logging		Manufacturing		General Freight, Dry Bulk, Household		Food Production/ Distribution		Retail/ Wholesale		Petroleum/ Chemical		Government/ Utilities		Services/ Refuse/ Recycling		Other		Copies	Units		
							Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units				
500 or more vehicles	4,242	3.7%	3,304	342	596	2,579	175	115	162	117	190	113	117	77	171	111	68	52	587	401	212	143	54	36	1,736	1,165		
100-499 vehicles	10,336	9.0%	8,782	574	980	6,626	935	647	327	228	412	255	440	287	423	294	207	145	1,290	893	806	549	126	89	4,966	3,387		
25-99 vehicles	29,440	25.6%	26,415	1,159	1,866	21,815	4,553	3,549	999	758	1,252	883	1,675	1,272	1,205	891	771	613	2,544	1,968	3,320	2,626	240	177	16,559	12,737		
10-24 vehicles	34,261	29.8%	31,269	1,266	1,726	25,534	6,906	5,320	1,548	1,126	1,374	985	2,379	1,820	1,954	1,386	940	736	2,543	1,910	3,767	2,833	234	176	21,645	16,292		
5-9 vehicles	17,785	15.3%	16,138	666	981	13,931	3,442	2,744	988	755	729	557	1,438	1,139	1,125	848	447	355	911	716	1,880	1,405	123	100	11,083	8,619		
1-4 vehicles	15,617	13.6%	13,643	859	1,115	13,110	2,122	1,769	992	797	647	551	820	704	1,094	872	309	253	522	416	1,329	1,091	132	106	7,967	6,559		
Not Stated	3,437	3.0%	2,927	252	258	1,972	261	128	207	121	68	35	104	56	155	90	62	39	205	106	300	178	98	78	1,460	831		
<b>Total</b>	<b>115,118</b>	<b>100.0%</b>	<b>102,478</b>	<b>5,118</b>	<b>7,522</b>	<b>85,567</b>	<b>18,394</b>	<b>14,272</b>	<b>5,223</b>	<b>3,902</b>	<b>4,672</b>	<b>3,379</b>	<b>6,973</b>	<b>5,355</b>	<b>6,127</b>	<b>4,492</b>	<b>2,804</b>	<b>2,193</b>	<b>8,602</b>	<b>6,410</b>	<b>11,614</b>	<b>8,825</b>	<b>1,007</b>	<b>762</b>	<b>65,416</b>	<b>49,590</b>		

Motor Vehicle Fleets: (Trucks, Truck Tractors, & Trailers)	Total Qualified	Percent	Print Only	Digital Only	Print & Digital Only	Total Qualified Units	Total Truck/Trailer Dealer					
							Total Other		Total Lease/Rental		Total Truck/Trailer Dealer	
							Copies	Units	Copies	Units	Copies	Units
500 or more vehicles	4,242	3.7%	3,304	342	596	2,579	170	110	606	340	412	226
100-499 vehicles	10,336	9.0%	8,782	574	980	6,626	532	419	670	390	794	458
25-99 vehicles	29,440	25.6%	26,415	1,159	1,866	21,815	2048	1484	723	510	1,098	706
10-24 vehicles	34,261	29.8%	31,269	1,266	1,726	25,534	916	531	579	412	847	541
5-9 vehicles	17,785	15.3%	16,138	666	981	13,931	529	356	278	199	375	246
1-4 vehicles	15,617	13.6%	13,643	859	1,115	13,110	711	562	331	259	640	446
Not Stated	3,437	3.0%	2,927	252	258	1,972	915	616	62	29	231	117
<b>Total</b>	<b>115,118</b>	<b>100.0%</b>	<b>102,478</b>	<b>5,118</b>	<b>7,522</b>	<b>85,567</b>	<b>5,821</b>	<b>4,078</b>	<b>3,249</b>	<b>2,139</b>	<b>4,397</b>	<b>2,740</b>

Business and Industry	Respondents who have Direct or Supervisory Influence over Maintenance			Respondents who buy, specify or influence the purchase of								Total Qualified Units	Analysis of Units Basing or Controlling 1 or More Specific GVW Class 8 Vehicles (33,001 lbs. GVW & OVER)		Analysis of Units Basing or Controlling 1 or More Specific GVW Class 7 Vehicles (26,001 to 33,000 lbs. GVW)		Analysis of Units Basing or Controlling 1 or More Specific GVW Class 6 Vehicles (19,501 to 26,000 lbs. GVW)		Analysis of Units Basing or Controlling 1 or More Specific GVW Classes 3, 4 & 5 Vehicles (10,001 to 19,500 lbs. GVW)		Analysis of Units Basing or Controlling 1 or More Specific GVW Class 1 & 2 Vehicles (10,000 lbs. GVW & Under)	
				Trucks, Tractors or Trailers	Engines, Transmissions, Axles	Tires, Wheels	Fuels, Oils, Lubricants, Additives	Lease, Credit, Finance, Insurance	Shop/ Refueling Equipment	Replacement Parts/ Components	Information Technology		Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units
	FLEET SIZE	Total Qualified	Influence over Maintenance	Buying Authority Questions	Copies	Copies	Copies	Copies	Copies	Copies	Copies		Copies	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies
500 or more vehicles	4,242	2,620	3,905	2,802	2,424	2,396	2,198	1,638	1,922	2,656	1,992	2,579	3,776	2,230	2,736	1,556	2,655	1,521	2,688	1,545	2,619	1,507
100-499 vehicles	10,336	6,897	8,934	6,761	6,267	6,243	6,018	4,580	5,513	6,712	5,175	6,626	8,572	5,235	5,252	3,100	5,163	3,083	5,415	3,202	5,965	3,556
25-99 vehicles	29,440	21,423	25,253	21,020	19,943	20,048	19,614	16,499	18,425	20,996	17,044	21,815	23,431	16,676	12,443	8,753	12,559	8,829	14,506	10,289	16,940	12,013
10-24 vehicles	34,261	25,572	29,428	24,842	23,779	24,091	23,621	20,212	22,250	24,875	20,344	25,534	26,005	19,285	10,929	7,670	10,458	7,442	13,217	9,422	19,162	13,967
5-9 vehicles	17,785	13,555	15,537	12,991	12,379	12,711	12,511	10,582	11,670	13,155	10,581	13,931	13,345	10,415	4,887	3,630	4,725	3,516	6,363	4,735	9,077	6,844
1-4 vehicles	15,617	12,083	14,403	11,493	10,768	11,238	10,986	8,970	9,833	11,725	8,920	13,110	10,715	9,007	2,620	1,951	2,739	2,052	3,939	3,001	6,990	5,573
Not Stated	3,437	133	685	124	90	74	82	59	36	159	103	1,972	2,233	900	1,021	365	1,159	427	1,497	584	1,803	738
<b>Total</b>	<b>115,118</b>	<b>82,283</b>	<b>98,145</b>	<b>80,033</b>	<b>75,650</b>	<b>76,801</b>	<b>75,030</b>	<b>62,540</b>	<b>69,649</b>	<b>80,278</b>	<b>64,159</b>	<b>85,567</b>	<b>88,077</b>	<b>63,748</b>	<b>39,888</b>	<b>27,025</b>	<b>39,458</b>	<b>26,870</b>	<b>47,625</b>	<b>32,778</b>	<b>62,556</b>	<b>44,198</b>

TYPE OF BUSINESS																						
FOR-HIRE FLEETS:																						
Construction, Mining, Logging	7,039	5,836	6,476	5,708	5,512	5,563	5,475	4,724	5,177	5,703	4,667	5,528	6,465	4,969	1,810	1,271	1,636	1,157	2,024	1,408	3,298	2,396
Manufacturing	2,056	1,467	1,848	1,451	1,366	1,382	1,343	1,180	1,242	1,442	1,228	1,523	1,775	1,280	579	359	478	303	698	461	877	577
General Freight, Dry Bulk, Household	15,966	11,914	14,195	11,452	10,808	11,123	10,896	9,680	10,028	11,429	9,902	11,597	15,026	10,440	3,953	2,345	3,089	1,831	4,104	2,439	4,707	2,847
Food Production/Distribution	3,082	2,514	2,874	2,445	2,297	2,376	2,328	1,986	2,150	2,415	1,996	2,357	2,912	2,178	632	397	523	326	676	418	842	564
Retail/Wholesale	1,187	855	1,042	806	758	788	761	608	695	819	666	892	895	629	421	269	385	250	571	379	616	407
Petroleum/Chemical	1,526	1,174	1,388	1,129	1,079	1,107	1,088	907	987	1,143	933	1,156	1,430	1,033	399	265	343	222	431	281	659	440
Government/Utilities	826	639	730	617	2,663	607	606	498	560	636	523	571	596	422	326	222	368	246	352	239	475	325
Services/Refuse/Recycling	3,781	2,883	3,287	2,749	594	2,685	2,667	2,251	2,506	2,776	2,273	2,814	2,993	2,100	1,601	1,080	1,582	1,051	1,733	1,167	2,052	1,415
Other	696	459	599	437	401	432	423	372	395	455	375	537	591	416	216	126	230	136	235	149	293	184
<b>Sub-Total</b>	<b>36,159</b>	<b>27,741</b>	<b>32,439</b>	<b>26,794</b>	<b>25,478</b>	<b>26,063</b>	<b>25,587</b>	<b>22,206</b>	<b>23,740</b>	<b>26,818</b>	<b>22,563</b>	<b>26,975</b>	<b>32,683</b>	<b>23,467</b>	<b>9,937</b>	<b>6,334</b>	<b>8,634</b>	<b>5,522</b>	<b>10,824</b>	<b>6,941</b>	<b>13,819</b>	<b>9,155</b>
<b>PRIVATE FLEETS:</b>																						
Construction, Mining, Logging	18,394	14,266	16,115	14,097	13,460	13,512	13,261	11,425	12,613	13,938	11,377	14,272	14,566	11,083	6,345	4,643	6,178	4,503	7,811	5,763	12,655	9,484
Manufacturing	5,223	3,367	4,536	3,388	3,040	3,078	2,966	2,411	2,718	3,372	2,606	3,902	3,898	2,723	1,807	1,124	1,753	1,089	2,514	1,641	2,972	2,052
General Freight, Dry Bulk, Household	4,672	3,353	4,045	3,193	3,002	3,089	2,996	2,504	2,780	3,193	2,584	3,379	3,615	2,552	1,448	917	1,219	812	1,761	1,186	1,924	1,311
Food Production/Distribution	6,973	5,264	6,070	5,132	4,871	4,993	4,905	4,146	4,655	5,163	4,113	5,355	5,429	4,137	2,376	1,729	2,286	1,685	3,040	2,230	4,066	3,037
Retail/Wholesale	6,127	4,215	5,111	4,045	3,751	3,864	3,769	3,067	3,429	4,075	3,179	4,492	3,724	2,597	2,130	1,418	2,226	1,493	3,456	2,385	3,990	2,809
Petroleum/Chemical	2,804	1,978	2,384	1,939	1,811	1,851	1,884	1,472	1,695	1,920	1,526	2,193	2,188	1,670	1,105	816	956	700	1,177	879	1,627	1,221
Government/Utilities	8,602	6,322	7,422	6,185	5,873	5,941	5,802	3,864	5,400	6,253	4,464	6,410	6,112	4,360	4,115	2,873	4,701	3,277	4,653	3,248	6,955	5,026
Services/Refuse/Recycling	11,614	8,436	9,751	7,994	7,697	7,813	7,683	6,481	7,257	8,096	6,667	8,825	6,169	4,561	3,697	2,637	4,487	3,188	4,882	3,539	7,619	5,719
Other	1,007	553	821	552	494	494	480	361	414	542	404	762	458	356	305	228	394	300	404	313	532	407
<b>Sub-Total</b>	<b>65,416</b>	<b>47,754</b>	<b>56,255</b>	<b>46,525</b>	<b>43,999</b>	<b>44,635</b>	<b>43,746</b>	<b>35,731</b>	<b>40,961</b>	<b>46,552</b>	<b>36,920</b>	<b>49,590</b>	<b>46,159</b>	<b>34,039</b>	<b>23,328</b>	<b>16,385</b>	<b>24,200</b>	<b>17,047</b>	<b>29,698</b>	<b>21,184</b>	<b>42,340</b>	<b>31,066</b>
<b>OTHER:</b>																						
Other	5,887	1,802	2,722	1,684	1,550	1,557	1,497	1,048	1,260	1,799	1,193	4,115	3,397	2,592	2,456	1,917	2,553	1,986	2,756	2,144	2,078	1,418
<b>Sub-Total</b>	<b>5,887</b>	<b>1,802</b>	<b>2,722</b>	<b>1,684</b>	<b>1,550</b>	<b>1,557</b>	<b>1,497</b>	<b>1,048</b>	<b>1,260</b>	<b>1,799</b>	<b>1,193</b>	<b>4,115</b>	<b>3,397</b>	<b>2,592</b>	<b>2,456</b>	<b>1,917</b>	<b>2,553</b>	<b>1,986</b>	<b>2,756</b>	<b>2,144</b>	<b>2,078</b>	<b>1,418</b>
LEASE/RENTAL	3,259	2,297	2,869	2,196	2,012	2,060	1,948	1,654	1,774	2,228	1,636	2,147	2,542	1,666	1,724	1,035	1,718	1,019	1,878	1,130	1,882	1,158
TRUCK/TRAILER DEALER	4,397	2,689	3,860	2,834	2,611	2,486	2,252	1,901	1,914	2,881	1,847	2,740	3,296	1,984	2,443	1,354	2,353	1,296	2,469	1,379	2,437	1,401
<b>Total</b>	<b>115,118</b>	<b>82,283</b>	<b>98,145</b>	<b>80,033</b>	<b>75,650</b>	<b>76,801</b>	<b>75,030</b>	<b>62,540</b>	<b>69,649</b>	<b>80,278</b>	<b>64,159</b>	<b>85,567</b>	<b>88,077</b>	<b>63,748</b>	<b>39,888</b>	<b>27,025</b>	<b>39,458</b>	<b>26,870</b>	<b>47,625</b>	<b>32,778</b>	<b>62,556</b>	<b>44,198</b>

**JOB TITLE CLASSIFICATION**

JOB TITLE CLASSIFICATION	Total Qualified	Respondents who have Direct or Supervisory Influence over Maintenance	Respondents Buying Authority Questions	Respondents who buy, specify or influence the purchase of							
				Trucks, Tractors or Trailers	Engines, Transmissions, Axles	Tires, Wheels	Fuels, Oils, Lubricants, Additives	Lease, Credit, Finance, Insurance	Shop/ Refueling Equipment	Replacement Parts/ Components	Information Technology
				Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies
Corporate Management	66,655	53,089	61,101	53,696	50,274	50,081	48,985	45,407	46,523	51,845	44,608
Fleet/Maintenance Management	22,352	16,602	18,308	14,329	14,406	15,213	14,843	8,740	13,194	15,928	10,029
Operations, Purchasing & Sales	15,822	9,963	13,705	9,688	9,018	9,392	9,190	6,912	8,233	10,103	7,493
Safety and Training	3,269	1,660	2,813	1,390	1,138	1,242	1,191	1,011	1,071	1,354	1,385
Other Management	2,353	444	958	423	361	396	373	258	310	456	333
Other	4,667	525	1,260	507	453	477	448	212	318	592	311
<b>Total</b>	<b>115,118</b>	<b>82,283</b>	<b>98,145</b>	<b>80,033</b>	<b>75,650</b>	<b>76,801</b>	<b>75,030</b>	<b>62,540</b>	<b>69,649</b>	<b>80,278</b>	<b>64,159</b>

**FIRM AUDIT**

Total Qualified	Total Unique Firm/ Companies Reached
115,118	82,864

**FLEET SIZE LOCATION INFLUENCE**

Copies to Fleets Performing Own Vehicle Maintenance at "This Location" or "Another Location"			Analysis of Units Basing or Controlling 1 or More Specific GVW Class 8 Vehicles(33,001 lbs. GVW & Over)	
	Copies	Units	Copies	Units
500 or more vehicles	3,325	2,023	3,776	2,230
100-499 vehicles	8,365	5,216	8,572	5,235
25-99 vehicles	22,149	16,078	23,431	16,676
10-24 vehicles	28,374	20,734	26,005	19,285
5-9 vehicles	14,561	11,241	13,345	10,415
1-4 vehicles	12,268	10,191	10,715	9,007
Not Stated	278	221	2,233	900
<b>Total</b>	<b>89,320</b>	<b>65,704</b>	<b>88,077</b>	<b>63,748</b>

Respondents with Direct or Supervisory Influence over Maintenance			Analysis of Units Basing or Controlling 1 or More Specific GVW Class 8 Vehicles(33,001 lbs. GVW & Over)	
	Copies	Units	Copies	Units
500 or more vehicles	2,620	1,685	2,279	1,452
100-499 vehicles	6,897	4,424	5,699	3,607
25-99 vehicles	21,423	16,233	15,799	11,806
10-24 vehicles	25,572	20,046	19,023	14,941
5-9 vehicles	13,555	11,164	10,017	8,298
1-4 vehicles	12,083	10,617	8,439	7,467
Not Stated	133	107	9	5
<b>Total</b>	<b>82,283</b>	<b>64,276</b>	<b>61,265</b>	<b>47,576</b>

**U.S. GEOGRAPHICAL DISTRIBUTION**

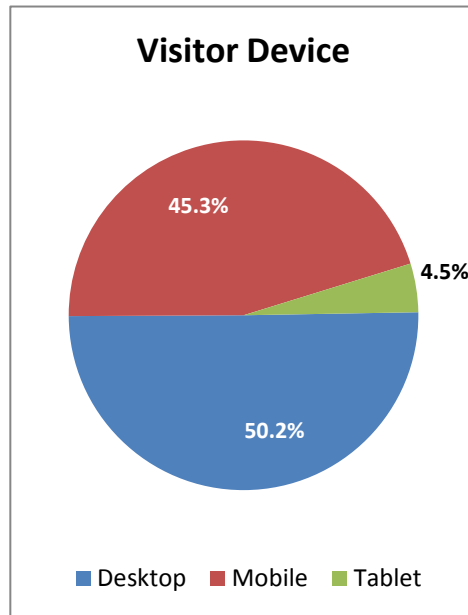
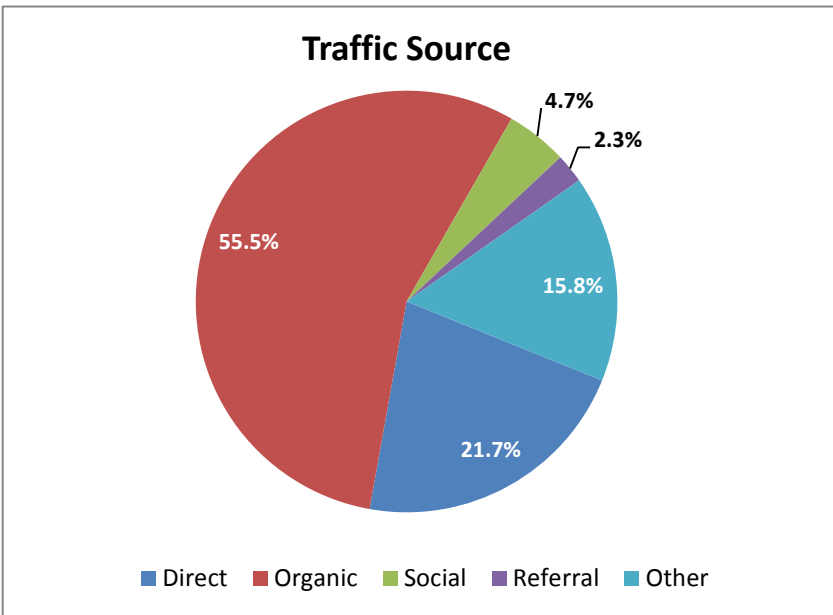
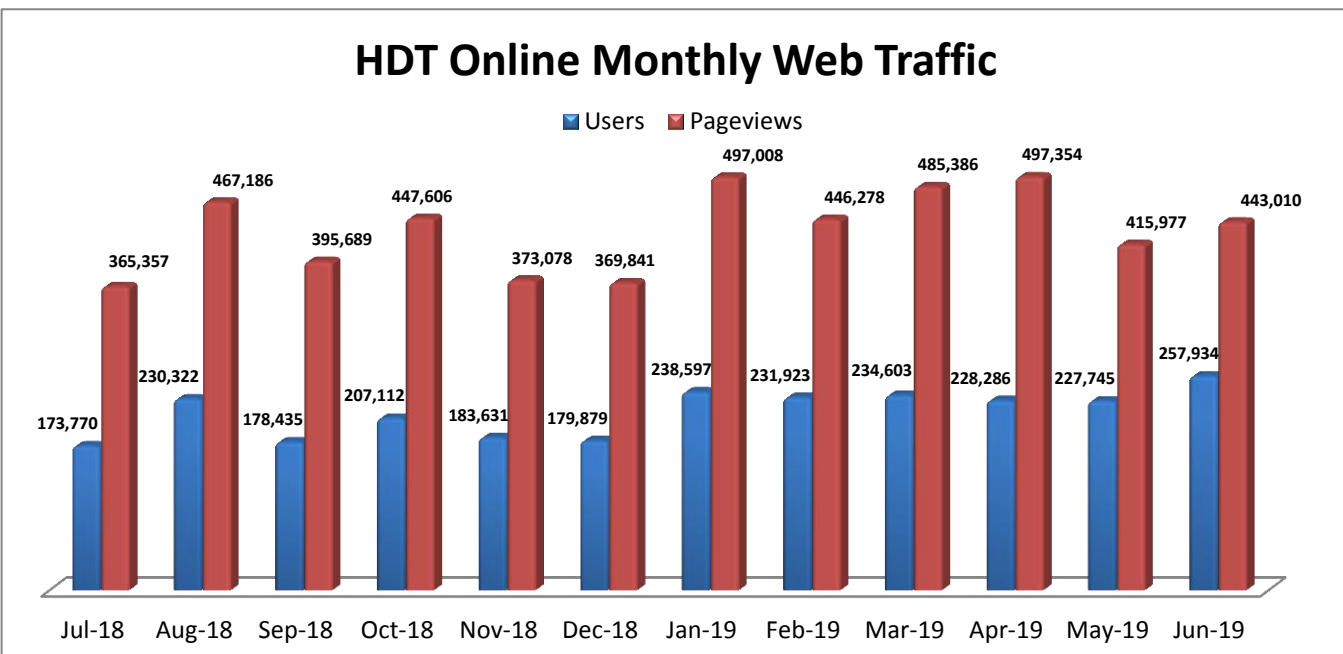
REGION	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated*	Percent	REGION	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated*	Percent
Maine	867	92	902	0.8%	Kentucky	1,816	176	1,887	1.7%
New Hampshire	542	58	558	0.5%	Tennessee	2,363	277	2,471	2.1%
Vermont	400	34	412	0.3%	Alabama	1,918	178	1,980	1.7%
Massachusetts	1,841	184	1,914	1.7%	Mississippi	1,017	119	1,060	0.9%
Rhode Island	319	35	338	0.3%	<b>E. S. Central</b>	<b>7,114</b>	<b>750</b>	<b>7,398</b>	<b>6.4%</b>
Connecticut	1,075	91	1,108	1.0%	Arkansas	1,034	117	1,076	0.9%
<b>New England</b>	<b>5,044</b>	<b>494</b>	<b>5,232</b>	<b>4.6%</b>	Louisiana	1,202	133	1,256	1.1%
New York	5,351	516	5,531	4.8%	Oklahoma	1,631	177	1,694	1.5%
New Jersey	2,745	292	2,874	2.5%	Texas	7,205	833	7,509	6.5%
Pennsylvania	5,227	519	5,412	4.7%	<b>W. S. Central</b>	<b>11,072</b>	<b>1,260</b>	<b>11,535</b>	<b>10.0%</b>
<b>Mid Atlantic</b>	<b>13,323</b>	<b>1,327</b>	<b>13,817</b>	<b>12.0%</b>	Montana	741	64	763	0.7%
Delaware	362	24	371	0.3%	Idaho	1,047	109	1,087	0.9%
Maryland	1,836	186	1,917	1.7%	Wyoming	493	38	508	0.4%
D.C.	85	23	95	0.1%	Colorado	2,023	200	2,091	1.8%
Virginia	2,343	259	2,448	2.1%	New Mexico	711	61	739	0.7%
West Virginia	782	61	804	0.7%	Arizona	1,393	217	1,485	1.3%
North Carolina	3,844	450	4,023	3.5%	Utah	1,021	126	1,076	0.9%
South Carolina	1,565	178	1,627	1.4%	Nevada	523	64	547	0.5%
Georgia	3,448	390	3,598	3.1%	<b>Mountain</b>	<b>7,952</b>	<b>879</b>	<b>8,296</b>	<b>7.2%</b>
Florida	4,258	506	4,443	3.9%	Alaska	248	22	254	0.2%
<b>S. Atlantic</b>	<b>18,523</b>	<b>2,077</b>	<b>19,326</b>	<b>16.8%</b>	Washington	2,042	278	2,147	1.9%
Ohio	5,628	608	5,863	5.1%	Oregon	1,623	183	1,682	1.5%
Indiana	3,559	400	3,686	3.2%	California	7,088	837	7,389	6.4%
Illinois	5,058	593	5,285	4.6%	Hawaii	186	19	195	0.2%
Michigan	4,301	447	4,469	3.9%	<b>Pacific</b>	<b>11,187</b>	<b>1,339</b>	<b>11,667</b>	<b>10.2%</b>
Wisconsin	3,880	399	4,038	3.5%	U.S. Territory	42	9	46	-
<b>E. N. Central</b>	<b>22,426</b>	<b>2,447</b>	<b>23,341</b>	<b>20.3%</b>	<b>U.S. Total</b>	<b>109,945</b>	<b>11,988</b>	<b>114,413</b>	<b>99.4%</b>
Minnesota	3,360	342	3,474	3.0%	Canada	55	630	683	0.6%
Iowa	2,548	266	2,637	2.3%	Foreign	-	22	22	-
Missouri	2,796	329	2,925	2.5%	<b>Foreign Total</b>	<b>55</b>	<b>652</b>	<b>705</b>	<b>0.6%</b>
North Dakota	820	65	842	0.7%					
South Dakota	713	81	739	0.6%					
Nebraska	1,364	152	1,417	1.2%					
Kansas	1,661	171	1,721	1.5%					
<b>W. N. Central</b>	<b>13,262</b>	<b>1,406</b>	<b>13,755</b>	<b>11.9%</b>	<b>Total Qualified</b>	<b>110,000</b>	<b>12,640</b>	<b>115,118</b>	<b>100.0%</b>

\* Combined print and digital may not equal Total Qualified Unduplicated.  
 \*\* Percentages rounded to the nearest tenth. Due to this rounding, percentages may not total to 100.0%.

WEB VISITOR ACTIVITY – www.truckinginfo.com

VISITOR ACTIVITY	
Sessions	3,337,571
Users	2,353,931
Total Page Views	5,203,770
Average Pages per Session	1.56
Average Session Duration	00:01:05

Information for web visitor activity was obtained by a review of publisher's Google Analytics for the period July 1, 2018 – June 30, 2019. The review was done independently. In Verified's opinion, the web visitor activity is fairly stated in this report.





## QUALIFIED CIRCULATION BY ISSUE

ISSUE	Non-Paid Print	Non-Paid Digital	Non-Paid Print & Digital	Total
July 2018	101,863	3,597	9,642	115,102
August 2018	102,055	3,581	9,475	115,111
September 2018	102,059	3,566	9,489	115,114
October 2018	101,984	3,690	9,445	115,119
November 2018	102,616	3,581	8,905	115,102
December 2018	102,097	3,685	9,328	115,110
January 2019	101,937	3,606	9,562	115,105
February 2019	100,590	5,100	9,415	115,105
March 2019	101,344	5,102	8,661	115,107
April 2019	101,400	5,113	8,600	115,113
May 2019	102,478	5,118	7,522	115,118
June 2019	102,511	5,113	7,488	115,112
<b>12 Month Average</b>	<b>101,911</b>	<b>4,238</b>	<b>9,642</b>	<b>115,110</b>

## EXPLANATION

Publisher is not required to submit data for all paragraphs/tables. Association/Group/Directory records are sourced from IHS Markit Automotive Industry.

## Audit of Records and Affidavit

Verified has conducted an audit of printing, distribution, and financial records, as well other data to substantiate circulation data submitted to Verified. This audit followed guidelines prepared in conformity with generally accepted circulation auditing procedures involving records covering all distribution methods utilized for qualified circulation during the period(s) covered by the reports. The results of this audit warrant the issuance of this audit report as a true and accurate statement of the qualified circulation of the client publication.

Verified Audit Circulation swears that to the best of its knowledge, all statements contained in this report are true and accurate