

**BRAND REPORT** FOR THE 6 MONTH PERIOD ENDED JUNE 2015



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.

Bobit Business Media 3520 Challenger St. Torrance, CA 90503 Tel. No.: (330) 899-2200, ext.21 Fax No.: (330) 899-2209 Targeting the commercial truck industry, **HEAVY DUTY TRUCKING** has an audience of top private and for-hire fleet executives, owners and managers. HDT features a market that includes 14 million light-, medium- and heavy-duty trucks, tractors and vans, and more than 3.7 million trailers.

### **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**



### **EXECUTIVE SUMMARY**

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

|   | Non-Paid | Paid | Average |
|---|----------|------|---------|
| HEAVY DUTY TRUCKING MAGAZINE Unique Total*  |          |      |         |
| (6 issues in the period)  | 115,095  | -    | 115,095 |
| a. Print  | 115,079  | -    | 115,079 |
| b. Digital  | 28,437   | -    | 28,437  |
| 1. Requested  | 28,427   | -    | 28,427  |
| 2. Non-Requested  | 10       | -    | 10      |
| HEAVY DUTY TRUCKING WEBSITE<br>a. Monthly Unique Browsers (Monthly Unique Browsers<br>577,120 average Page Impressions) | 221,911  | -    | 221,911 |
| b. Monthly Unique Sessions (Total Visits)   | 295,779  | -    | 295,779 |

\*Unique Total represents unique recipients, not the sum of Print and Digital.

### SUPPLEMENTARY DATA FOR ISSUE OF MAY 2015 ANALYSIS OF MAINTENANCE RESPONSIBILITY BY FLEET SIZE

|                      |       | Copies to fleets performing own<br>vehicle maintenance at<br>"This Location" |        |                                   |   |  |  |
|----------------------|-------|--|--------|-----------------------------------|---|--|--|
|                      |       |  |        | BASING OR<br>1 OR MOI<br>GVW CLAS | S OF UNITS<br>CONTROLLING<br>RE SPECIFIC<br>S 8 VEHICLES<br>. GVW & Over) |  |  |
| FLEET SIZE           |       | Copies   | Units  | Copies                            | Units   |  |  |
| 500 or more vehicles |       | 2,550  | 1,296  | 2,179                             | 1,103   |  |  |
| 100-499 vehicles     |       | 7,212  | 4,069  | 5,910                             | 3,279   |  |  |
| 25-99 vehicles       |       | 15,846   | 10,632 | 12,107                            | 7,975   |  |  |
| 10-24 vehicles       |       | 21,342   | 16,495 | 15,599                            | 11,891  |  |  |
| 5-9 vehicles         |       | 11,589   | 10,066 | 8,062                             | 6,914   |  |  |
| 1-4 vehicles         |       | 11,742   | 10,368 | 8,920                             | 7,966   |  |  |
| Not Stated           |       | 540  | 308    | 50                                | 33  |  |  |
|                      | TOTAL | 70,821   | 53,234 | 52,827                            | 39,161  |  |  |

|                      |       |        | vehicle mai | ANALYSIS OF UNITS<br>ANALYSIS OF UNITS<br>BASING OR CONTROLLING<br>1 OR MORE SPECIFIC<br>GVW CLASS 8 VEHICLES<br>(33,001 lbs. GVW & Over) |        |
|----------------------|-------|--------|-------------|---|--------|
| FLEET SIZE           |       | Copies | Units       | Copies  | Units  |
| 500 or more vehicles |       | 1,308  | 713         | 1,080   | 577    |
| 100-499 vehicles     |       | 1,524  | 1,045       | 1,187   | 803    |
| 25-99 vehicles       |       | 3,770  | 2,836       | 2,619   | 1,924  |
| 10-24 vehicles       |       | 6,508  | 5,364       | 4,104   | 3,308  |
| 5-9 vehicles         |       | 5,196  | 4,663       | 3,180   | 2,797  |
| 1-4 vehicles         |       | 7,030  | 6,341       | 5,025   | 4,538  |
| Not Stated           |       | 708    | 568         | 238   | 182    |
|                      | TOTAL | 26,044 | 21,530      | 17,433  | 14,129 |

|                      |             |        | BASING OR (<br>1 OR MOF<br>GVW CLASS | S OF UNITS<br>CONTROLLING<br>RE SPECIFIC<br>S 8 VEHICLES<br>. GVW & Over) |
|----------------------|-------------|--------|--------------------------------------|---|
| FLEET SIZE           | Copies      | Units  | Copies                               | Units   |
| 500 or more vehicles | 2,603       | 1,514  | 2,186                                | 1,257   |
| 100-499 vehicles     | 6,717       | 4,182  | 5,461                                | 3,345   |
| 25-99 vehicles       | 16,239      | 11,646 | 12,202                               | 8,588   |
| 10-24 vehicles       | 24,156      | 19,566 | 17,227                               | 13,763  |
| 5-9 vehicles         | 14,540      | 12,993 | 9,817                                | 8,662   |
| 1-4 vehicles         | 16,978      | 15,433 | 12,565                               | 11,469  |
| Not Stated           | 749         | 482    | 103                                  | 79  |
| т                    | OTAL 81,982 | 65,816 | 59,561                               | 47,163  |

|   |        | Qualified Withir | ı       |         |         |                            |         |
|---|--------|------------------|---------|---------|---------|----------------------------|---------|
| QUALIFICATION SOURCE  | 1 Year | 2 Years          | 3 Years | Print   | Digital | Unique Total<br>Qualified* | Percent |
| Direct Request:   | 86,597 | 17,794           | -       | 104,384 | 27,760  | 104,391                    | 90.7    |
| . Request from recipient's company:   | 6      | -                | -       | 6       | -       | 6                          | -       |
| I. Membership Benefit:  | -      | -                | -       | -       | -       | -                          | -       |
| <ul> <li>Communication from recipient or recipient's company<br/>(other than request):</li> </ul> | 8      | -                | -       | 8       | -       | 8                          | -       |
| 7. TOTAL – Sources other than above (listed alphabetically):                                      | 10,664 | -                | -       | 10,653  | 11      | 10,664                     | 9.3     |
| Association rosters and directories   | -      | -                | -       | -       | -       | -                          | -       |
| Business directories  | 1,634  | -                | -       | 1,634   | -       | 1,634                      | 1.4     |
| Manufacturer's, distributor's, and wholesaler's lists   | -      | -                | -       | -       | -       | -                          | -       |
| **Other sources   | 9,030  | -                | -       | 9,019   | 11      | 9,030                      | 7.9     |
| <ol> <li>Single Copy Sales:</li> </ol>  | -      | -                | -       | -       | -       | -                          | -       |
| UNIQUE TOTAL QUALIFIED CIRCULATION*   | 97,275 | 17,794           | -       | 115,051 | 27,771  | 115,069                    | 100.0   |
| PERCENT   | 84.5   | 15.5             | -       | 100.0   | 24.1    | 100.0                      |         |

| MAILING ADDRESS  | Print                    | Digital | Unique Total<br>Qualified* | Percent |
|--|--------------------------|---------|----------------------------|---------|
| Individuals by name and title and/or function                  | 114,985                  | 27,763  | 115,003                    | 100.0   |
| Individuals by name only                                       | 28                       | 7       | 28                         | -       |
| Titles or functions only                                       | 31                       | 1       | 31                         | -       |
| Company names only   | 7                        | -       | 7                          | -       |
| Multi-Copy Same Addressee copies                               | -                        | -       | -                          | -       |
| Single Copy Sales  | -                        | -       | -                          | -       |
| UNIQUE TOTAL QUALIFIED CIRCULATION*                            | 115,051                  | 27,771  | 115,069                    | 100.0   |
| Unique Total Qualified represents unique recipients, not the s | um of Print and Digital. |         |                            |         |

|  | Audited Data            | Audited Data           | Audited Data            | Audited Data           | <b>Circulation Claim</b> | Circulation Claim       |
|--|-------------------------|------------------------|-------------------------|------------------------|--------------------------|-------------------------|
| -<br>6-Month Period Ended:                                   | July – December<br>2012 | January – June<br>2013 | July – December<br>2014 | January – June<br>2014 | July – December<br>2014* | January – June<br>2015* |
| Fotal Audit Average<br>Qualified:***                         | 115,077                 | 115,073                | 115,102                 | 115,087                | 115,108                  | 115,095                 |
| Inique Qualified Non-Paid<br>otal:***                        | 115,077                 | 115,073                | 115,102                 | 115,087                | 115,108                  | 115,095                 |
| Print:   | -                       | -                      | 112,102                 | 115,087                | 115,104                  | 115,079                 |
| Digital:   | -                       | -                      | 41,625                  | 30,277                 | 31,329                   | 28,437                  |
| Unique Qualified Paid<br>Total:***                           | -                       | -                      | -                       | -                      | -                        | -                       |
| Print:   | -                       | -                      | -                       | -                      | -                        | -                       |
| Digital:   | -                       | -                      | -                       | -                      | -                        | -                       |
| ost Expire Copies included in<br>otal Qualified Circulation: | **NC                    | **NC                   | **NC                    | **NC                   | **NC                     | **NC                    |
| werage Annual Order Price:                                   | **NC                    | **NC                   | **NC                    | **NC                   | **NC                     | **NC                    |

\*\*NC = None Claimed.

\*\*\*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION AND UNITS FOR ISSUE OF MAY 2015

| Maine         1,019         184         829         1,019         1,019         Kentucky         2,114         475         1,661           New Hampshire         513         124         424         513         513         Tennessee         2,495         663         1,863           Vermont         477         79         385         477         477         Alabama         2,077         422         1,613           Massachusetts         1,853         381         1,560         1,854         1,854         Mississippi         1,122         277         859           Rhode Island         327         79         281         327         327         EAST SO. CENTRAL         7,808         1,837         5,996           Connecticut         1,086         240         929         1,086         1,086         Arkansas         1,045         334         794           NEW ENGLAND         5,275         1,087         4,408         5,276         5,276         4.6         Louisiana         1,504         341         1,259           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340   | of Copies Qualified**           2,114         2,114           2,496         2,496           2,078         2,078           1,122         1,122           7,810         7,810           1,045         1,045           1,504         1,504 | 6.8   |
|---|---|-------|
| New Hampshire         513         124         424         513         513         Tennessee         2,495         663         1,863           Vermont         477         79         385         477         477         Alabama         2,077         422         1,613           Massachusetts         1,853         381         1,560         1,854         1,854         Mississippi         1,122         277         859           Rhode Island         327         79         281         327         327         EAST SO. CENTRAL         7,808         1,837         5,996           Connecticut         1,086         240         929         1,086         1,086         Arkansas         1,045         334         794           NEW ENGLAND         5,275         1,087         4,408         5,276         5,276         4.6         Louisiana         1,504         341         1,259           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New York         5,168         1,047         4,279         5,176         5,176         WEST SO. CENTRAL         11,223         2,680         9,149 <td>2,496 2,496<br/>2,078 2,078<br/>1,122 1,122<br/>7,810 7,810<br/>1,045 1,045</td> <td>6.8</td> | 2,496 2,496<br>2,078 2,078<br>1,122 1,122<br>7,810 7,810<br>1,045 1,045   | 6.8   |
| Vermont         477         79         385         477         477         Alabama         2,077         422         1,613           Massachusetts         1,853         381         1,560         1,854         1,854         Mississippi         1,122         277         859           Rhode Island         327         79         281         327         327         EAST SO. CENTRAL         7,808         1,837         5,996           Connecticut         1,086         240         929         1,086         1,086         Arkansas         1,045         334         794           NEW ENGLAND         5,275         1,087         4,408         5,276         5,276         4.6         Louisiana         1,504         341         1,259           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New Jersey         2,499         529         2,137         2,500         2,500         Texas         7,013         1,664         5,756           Pennsylvania         5,176         1,334         3,999         5,176         5,176         West So. CENTRAL         1,1223         2,680         9,149  | 2,078         2,078           1,122         1,122           7,810         7,810           1,045         1,045   | 6.8   |
| Massachusetts       1,853       381       1,560       1,854       1,854       Mississippi       1,122       277       859         Rhode Island       327       79       281       327       327       EAST SO. CENTRAL       7,808       1,837       5,996         Connecticut       1,086       240       929       1,086       1,086       Arkansas       1,045       334       794         NEW ENGLAND       5,275       1,087       4,408       5,276       5,276       4.6       Louisiana       1,504       341       1,259         New York       5,168       1,047       4,279       5,171       5,171       5,171       Oklahoma       1,661       359       1,340         New Jersey       2,499       529       2,137       2,500       2,500       Texas       7,013       1,646       5,756         Pennsylvania       5,176       1,334       3,999       5,176       5,176       WEST SO. CENTRAL       1,122       2,680       9,149         MIDDLE ATLANTIC       12,843       2,910       10,415       12,847       11.2       Montana       1,006       193       843         Ohio       6,094       1,613       5,613       5   | 1,1221,1227,8107,8101,0451,045  | 6.8   |
| Rhode Island         327         79         281         327         327         EAST SO. CENTRAL         7,808         1,837         5,996           Connecticut         1,086         240         929         1,086         1,086         Arkansas         1,045         334         794           NEW ENGLAND         5,275         1,087         4,408         5,276         5,276         4.6         Louisiana         1,504         341         1,259           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New Jersey         2,499         529         2,137         2,500         2,500         Texas         7,013         1,646         5,756           Pennsylvania         5,176         1,334         3,999         5,176         5,176         WEST SO. CENTRAL         11,223         2,680         9,149           MIDDLE ATLANTIC         12,843         2,910         10,415         12,847         11.2         Montana         1,006         193         843           Ohio         6,094         1,468         4,639         6,094         Idaho         1,160         238         967 <tr< td=""><td>7,810         7,810           1,045         1,045</td><td>6.8</td></tr<>            | 7,810         7,810           1,045         1,045   | 6.8   |
| Connecticut         1,086         240         929         1,086         1,086         Arkansas         1,045         334         794           NEW ENGLAND         5,275         1,087         4,408         5,276         5,276         4.6         Louisiana         1,504         341         1,259           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New Jersey         2,499         529         2,137         2,500         2,500         Texas         7,013         1,646         5,756           Pennsylvania         5,176         1,334         3,999         5,176         5,176         WEST SO. CENTRAL         11,223         2,680         9,149           MIDDLE ATLANTIC         12,843         2,910         10,415         12,847         12,847         11.2         Montana         1,006         193         843           Ohio         6,094         1,468         4,639         6,094         Idaho         1,160         238         967           Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563  | 1,045 1,045   | 6.8   |
| NEW ENGLAND         5,275         1,087         4,408         5,276         5,276         4.6         Louisiana         1,504         341         1,259           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New Jersey         2,499         529         2,137         2,500         2,500         Texas         7,013         1,646         5,756           Pennsylvania         5,176         1,334         3,999         5,176         5,176         WEST SO. CENTRAL         11,223         2,680         9,149           MIDDLE ATLANTIC         12,843         2,910         10,415         12,847         11.2         Montana         1,006         193         843           Ohio         6,094         1,468         4,639         6,094         Idaho         1,160         238         967           Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563           Illinois         5,613         1,357         4,501         5,613         5,613         1,679         442         1,367           Wisconsin   | , ,   |       |
| New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New York         5,168         1,047         4,279         5,171         5,171         Oklahoma         1,661         359         1,340           New Jersey         2,499         529         2,137         2,500         2,500         Texas         7,013         1,646         5,756           Pennsylvania         5,176         1,334         3,999         5,176         5,176         WEST SO. CENTRAL         11,223         2,680         9,149           MIDDLE ATLANTIC         12,843         2,910         10,415         12,847         12,847         11.2         Montana         1,006         193         843           Ohio         6,094         1,468         4,639         6,094         Idaho         1,160         238         967           Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563           Illinois         5,613         1,357         4,501         5,613         5,613         1,679         442         1,367           Wisconsin  | 1 504 1 504   |       |
| New Jersey         2,499         529         2,137         2,500         2,500         Texas         7,013         1,646         5,756           Pennsylvania         5,176         1,334         3,999         5,176         5,176         WEST SO. CENTRAL         11,223         2,680         9,149           MIDDLE ATLANTIC         12,843         2,910         10,415         12,847         12,847         11.2         Montana         1,006         193         843           Ohio         6,094         1,468         4,639         6,094         6,094         Idaho         1,160         238         967           Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563           Illinois         5,613         1,357         4,501         5,613         5,613         1,679         442         1,367           Michigan         4,463         1,034         3,540         4,464         4,464         New Mexico         688         140         597           Wisconsin         4,286         1,056         3,322         4,286         Arizona         1,153         419         940           EAST NO. CENTRAL   | 1,001 1,001   |       |
| Pennsylvania5,1761,3343,9995,1765,176WEST SO. CENTRAL11,2232,6809,149MIDDLE ATLANTIC12,8432,91010,41512,84712,84711.2Montana1,006193843Ohio6,0941,4684,6396,0946,094Idaho1,160238967Indiana3,9929843,0563,9923,992Wyoming646101563Illinois5,6131,3574,5015,6135,613Colorado1,6794421,367Michigan4,4631,0563,3224,2864,286Arizona1,153419940EAST NO. CENTRAL24,4485,89919,05823,99824,44921.2Utah1,067289823Minnesota4,0688833,2984,0684,068Nevada528125437Iowa3,1567622,4523,1563,156Alaska32851295North Dakota1,0631988531,0631,063Washington2,0886421,648   | 1,661 1,661   |       |
| MIDDLE ATLANTIC         12,843         2,910         10,415         12,847         12,847         11.2         Montana         1,006         193         843           Ohio         6,094         1,468         4,639         6,094         6,094         Idaho         1,160         238         967           Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563           Illinois         5,613         1,357         4,501         5,613         5,613         1,679         442         1,367           Michigan         4,463         1,034         3,540         4,464         4,464         New Mexico         688         140         597           Wisconsin         4,286         1,056         3,322         4,286         4,286         Arizona         1,153         419         940           EAST NO. CENTRAL         24,448         5,899         19,058         23,998         24,449         21.2         Utah         1,067         289         823           Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437  | 7,013 7,013   |       |
| Ohio         6,094         1,468         4,639         6,094         6,094         Idaho         1,160         238         967           Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563           Illinois         5,613         1,357         4,501         5,613         5,613         1,679         442         1,367           Michigan         4,463         1,034         3,540         4,464         4,464         New Mexico         688         140         597           Wisconsin         4,286         1,056         3,322         4,286         4,286         Arizona         1,153         419         940           EAST NO. CENTRAL         24,448         5,899         19,058         23,998         24,449         21.2         Utah         1,067         289         823           Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437           Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,1  | 11,223 11,223   | 9.7   |
| Indiana         3,992         984         3,056         3,992         3,992         Wyoming         646         101         563           Illinois         5,613         1,357         4,501         5,613         5,613         Colorado         1,679         442         1,367           Michigan         4,463         1,034         3,540         4,464         4,464         New Mexico         688         140         597           Wisconsin         4,286         1,056         3,322         4,286         4,286         Arizona         1,153         419         940           EAST NO. CENTRAL         24,448         5,899         19,058         23,998         24,449         21.2         Utah         1,067         289         823           Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437           Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           Nor  | 1,006 1,006   |       |
| Illinois       5,613       1,357       4,501       5,613       5,613       Colorado       1,679       442       1,367         Michigan       4,463       1,034       3,540       4,464       4,464       New Mexico       688       140       597         Wisconsin       4,286       1,056       3,322       4,286       4,286       Arizona       1,153       419       940         EAST NO. CENTRAL       24,448       5,899       19,058       23,998       24,449       21.2       Utah       1,067       289       823         Minnesota       4,068       883       3,298       4,068       4,068       Nevada       528       125       437         Iowa       3,182       712       2,541       3,182       3,182       MOUNTAIN       7,927       1,947       6,537         Missouri       3,156       762       2,452       3,156       3,156       Alaska       328       51       295         North Dakota       1,063       198       853       1,063       1,063       Washington       2,088       642       1,648  | 1,160 1,160   |       |
| Michigan         4,463         1,034         3,540         4,464         4,464         New Mexico         688         140         597           Wisconsin         4,286         1,056         3,322         4,286         4,286         Arizona         1,153         419         940           EAST NO. CENTRAL         24,448         5,899         19,058         23,998         24,449         21.2         Utah         1,067         289         823           Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437           Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648  | 646 646   |       |
| Wisconsin         4,286         1,056         3,322         4,286         4,286         Arizona         1,153         419         940           EAST NO. CENTRAL         24,448         5,899         19,058         23,998         24,449         21.2         Utah         1,067         289         823           Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437           Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648  | 1,679 1,679   |       |
| EAST NO. CENTRAL         24,448         5,899         19,058         23,998         24,449         21.2         Utah         1,067         289         823           Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437           Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648  | 688 688   |       |
| Minnesota         4,068         883         3,298         4,068         4,068         Nevada         528         125         437           Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648   | 1,154 1,154   |       |
| Iowa         3,182         712         2,541         3,182         3,182         MOUNTAIN         7,927         1,947         6,537           Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648  | 1,068 1,068   |       |
| Missouri         3,156         762         2,452         3,156         3,156         Alaska         328         51         295           North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648  | 528 528   |       |
| North Dakota         1,063         198         853         1,063         1,063         Washington         2,088         642         1,648   | 7,929 7,929   | 6.9   |
|   | 328 328   |       |
| South Dakota         813         213         607         813         813         Oregon         1,723         449         1,410   | 2,088 2,088   |       |
|   | 1,723 1,723   |       |
| Nebraska         1,549         480         1,174         1,549         1,549         California         7,463         1,962         6,322   | 7,465 7,465   |       |
| Kansas         1,557         410         1,219         1,557         1,557         Hawaii         199         53         175  | 199 199   |       |
| WEST NO. CENTRAL 15,388 3,658 12,144 15,388 15,388 13.4 PACIFIC 11,801 3,157 9,850  | 11,803 11,803   | 10.3  |
| Delaware 355 81 295 355 355 UNITED STATES 114,718 27,717 91,800 1   | 114,285 114,736   | 99.7  |
| Maryland 1,798 430 1,418 1,798 1,798 U.S. Territories 33 14 28  | 33 33   |       |
| Washington, DC         70         24         53         70         70         Canada         297         38         292   | 297 297   |       |
| Virginia 1,941 573 1,472 1,942 1,942 Mexico   |   |       |
| West Virginia         874         191         696         875         875         Other International         -   |   |       |
| North Carolina         4,005         939         3,121         4,005         4,005         APO/FPO         3         2         2  | 3 3   |       |
| South Carolina 1,456 350 1,142 1,456 1,456  |   |       |
| Georgia 3,264 846 2,592 3,267 3,267 UNIQUE TOTAL QUALIFIED 115,051 27,771 92,122 1:   | 115,069 115,069   | 100.0 |
| Florida 4,242 1,108 3,454 4,243 4,243 CIRCULATION**   | 110,005 110,005   | 100.0 |
| SOUTH ATLANTIC 18,005 4,542 14,243 18,011 18,011 15.6   |   |       |

\*See Additional Data \*\*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.

### WWW.TRUCKINGINFO.COM

|          | PAGE        | USER     | UNIQUE   | UNIQUE BROWSER | PAGE     | USER SESSION |
|----------|-------------|----------|----------|----------------|----------|--------------|
| 2014     | IMPRESSIONS | SESSIONS | BROWSERS | FREQUENCY      | DURATION | DURATION     |
| January  | 526,989     | 282,743  | 217,030  | 1.30           | 01:44    | 01:30        |
| February | 579,691     | 305,489  | 235,758  | 1.30           | 01:42    | 01:32        |
| March    | 666,976     | 301,146  | 221,052  | 1.36           | 01:20    | 01:38        |
| April    | 585,942     | 292,620  | 216,572  | 1.35           | 01:34    | 01:34        |
| Мау      | 551,793     | 301,119  | 224,013  | 1.34           | 01:48    | 01:30        |
| June     | 551,331     | 291,559  | 217,042  | 1.34           | 01:36    | 01:26        |
| AVERAGE: | 577.120     | 295,779  | 221,911  | 1.33           | 01:37    | 01:32        |

January - June 2015 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

#### WEBSITE GLOSSARY

Page Impressions: A Page Impression 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.

User Sessions: A single continuous set of activity attributable to a cookied 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.

Unique Browsers: An identified and unduplicated Cookied Browser that accesses Internet content or advertising during a measurement period.

Unique Browser Frequency: Unique Browser Frequency represents the average number of times a Unique Browser visits a site during a reporting period. This is calculated by dividing the total number of User Sessions by the number of Unique Browsers.

Page Duration: The average time spent viewing any page on a web site.

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

For info on how to obtain online ad campaign performance metrics across multiple sites, visit www.adicompli.com

## **ADDITIONAL DATA**

#### PARAGRAPH 3b:

Business directories include 1 source of circulation for quantities of 1,634 copies or 1.4% Other sources include 1 source of circulation for quantities of 9,030 copies or 7.9%.

#### **GEOGRAPHIC DISTRIBUTION:**

Geographic data for Website is not reported at the media owner's option.

### QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA:

| ŀ                                  | IDT FREE   | <b>SUBSCRIPTION</b>  |  |  |  |  |
|------------------------------------|--|--|--|--|--|--|
|                                    | VY BUTY TRUCKING   | 3. Your company's type of operation (check one only):  |  |  |  |  |
|                                    | LET BURNESS AUTOMOTY   | 1.  For-Hire (common / contract carriers)  |  |  |  |  |
| Complete t                         | this form and return TODAY!  | 3. D Private   |  |  |  |  |
| OR                                 | fax it to 866-809-6814   | 2.  Lease / Rental 5.  Truck and / or Trailer Dealer   |  |  |  |  |
| OR visit                           | t us at www.gethdt.com   |  |  |  |  |  |
|                                    |  | 3-a Your company's primary type of hauling or line of business. (check one only):  |  |  |  |  |
|                                    | receive/continue receiving HDT 🗆 YES 🗅 NO  | C  Construction / Mining / Logging / Excavating  |  |  |  |  |
| What is your preferred             | method of subscription delivery? DD-Digital DP-Print   | D 🗅 Manufacturing / Processing / Fabricating   |  |  |  |  |
| Sanatura                           | Date:  | R □ General Freight / Dry Bulk / Household<br>E □ Food Production / Distribution / Farming / Beverage / Dairy Products   |  |  |  |  |
| orginature.                        | Date:  | F Retail / Wholesale / Stores / Warehouses   |  |  |  |  |
| Print Name:                        | Title:   | G D Petroleum Products / Chemical / Fuel Oli   |  |  |  |  |
|                                    |  | H D Refuse / Recycling   |  |  |  |  |
| Company:                           |  | J 🗅 Government (federal/ state/ local)   |  |  |  |  |
| Address                            |  | K 🗆 Utilities  |  |  |  |  |
|                                    |  | P Services   |  |  |  |  |
| City:                              | State: Zip:  | Z 🗆 Other (please specify)   |  |  |  |  |
| Phone:                             | Fax:   | 4. Does your fleet perform truck and / or trailer maintenance?<br>01 □ At this location 02 □ At another location   |  |  |  |  |
| E-mail Address:                    |  |  |  |  |  |  |
| Do art root or sail my a social of | drass to other companies 🗇 🛛 Way we contact you by fax? YES 🔿 ND 🔿   | 5. Do you have direct or supervisory influence over maintenance work?<br>A D Yes B D No  |  |  |  |  |
| A) Woski you like to receive our   | DICITAL version of HDT, delivered directly is your desktop? 🗇  | ALI TES BLINO  |  |  |  |  |
|                                    | NOBILE version of HDT, delivered directly to your mobile phone? 🛛  | 6. Do you recommend, specify, approve or influence the purchase of:  |  |  |  |  |
| Please include your mobile pho     | ne number for delivery   | New Vehicles Trucks / Tractors / Trailers C 🗆 Yes D 🗅 No   |  |  |  |  |
| 1. How many                        | 2. Dees your company operate any of the vehicles listed below?   | Engines / Transmissions / Axles E 🗅 Yes 🛛 F 🗅 No   |  |  |  |  |
| trucks, tractors                   | You must check "yee" or "no" for every category.   | Components U 🗅 Yes V 🗅 No  |  |  |  |  |
| based at er                        | A C) Yes B C) No<br>Class & 33.001 lbs. & over   | Tires/Wheels G 🗆 Yes H 🗆 No  |  |  |  |  |
| costrolled from                    | ficing Committensi Ramp Commit   | Fuels / Olis / Lubricants / Additives J D Yes K D No   |  |  |  |  |
| this location?                     | Class 7: 25,001 bs. to 33,000 bs.  | Replacement Parts Q D Yes R No<br>Shop Equipment N D Yes P D No  |  |  |  |  |
| 6. 🖸 500 or more                   | Holes Considered And Northan   | Lease / Credit / Finance / Insurance L Yes M No  |  |  |  |  |
| 5. 10100-499                       | Cherry C 13 Dill he in Million he  | Information Technology S D Yes T D No  |  |  |  |  |
| 4. 25-99<br>3. 2 10-24             | G Q Yes H Q No   | and a second sec |  |  |  |  |
| 2.05-8                             |  | 7. What is your primary job function? (check one only)   |  |  |  |  |
| 1.0 1-4<br>7.0 nane                | J Ci Yes K Ci No   | 01 Corporate Mngmt. 02 Fleet Mngmt. 03 Maintenance Mngmt.<br>04 Deprations/Purchasing 05 D Safety & Training   |  |  |  |  |
| HDT 12/12                          | Class 1 & 2 11,001 bs. & under Palae Van konfilmen   | 06 D Other (please specify)  |  |  |  |  |
| 10112/12                           | Contraction of the second seco |  |  |  |  |  |

PUBLISHER'S AFFIDAVIT We hereby make oath and say that all data set forth in this statement are true. Date signed August 3, 2015 David Moniz, Publisher State Illinois Kati Tucker, Audience Development Manager County Cook (At least one of the above signatures must be that of an officer of the publishing company or its Received by BPA Worldwide August 3, 2015 authorized representative.) BUSJ **IMPORTANT NOTE:** Type H019B0J5 This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide. ID Number About BPA Worldwide: About BFA wontwide: 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.

### **MAGAZINE CHANNEL**

### (Including Unit and Supplementary Data)

### FIELD SERVED

**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 markets and others allied to the field.

### **DEFINITION OF A UNIT**

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

### **DEFINITION OF RECIPIENT QUALIFICATION**

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 in Paragraph 3a. The information reported focuses exclusively on trucks, truck-tractors and trailers and does not include buses and off-highway vehicles.

Official Publication of: None/Established: 1922/Issues Per Year: 12

### PURPOSE

Included herein is a supplementary analysis of respondents who buy, specify, or influence the purchase of: new trucks, tractors and trailers, replacement parts or components for trucks, tractors and trailers; engines, transmissions or axles; tires/wheels,

fuels/oils/lubricants/additives, lease/credit/ finance/insurance, shop/refueling equipment, or information technology; and a multiple analysis of qualified copies and units in vehicle classes 1&2, 3/4/5, 6, 7 and/or 8 G.V.W. (Gross Vehicle Weight). The information reported focuses exclusively on trucks, truck tractors and trailers and does not include buses and off highway vehicles.

| / |   |             |
|---|---|-------------|
|   | AVERAGE NON-QUALIFIED                     | CIRCULATION |
| _ | NON-QUALIFIED<br>Not Included Elsewhere   | Copies      |
|   | Other Paid Circulation                    | 40          |
|   | Advertiser and Agency                     | 1,013       |
|   | Allocated for Trade Shows and Conventions | 258         |
| _ | All Other                                 | 653         |
|   | TOTAL                                     | 1,964       |
|   |   |             |

| 1. AVERAGE QUALIFI                     | ED CIRCULAT     | ION BREAKO | UT FOR THE P | ERIOD              |        |         |
|--|-----------------|------------|--------------|--------------------|--------|---------|
|  | Total Qualified |            | Qualified    | Qualified Non-Paid |        | ed Paid |
| QUALIFIED<br>CIRCULATION               | Copies          | Percent    | Copies       | Percent            | Copies | Percent |
| Individual                             | 115,095         | 100.0      | 115,095      | 100.0              | -      | -       |
| Sponsored<br>Individually<br>Addressed | -               | -          | -            | -                  | -      | -       |
| Membership Benefit                     | -               | -          | -            | -                  | -      | -       |
| Multi-Copy Same<br>Addressee           | -               | -          | -            | -                  | -      | -       |
| Single Copy Sales                      | -               | -          | -            | -                  | -      | -       |
| TOTAL QUALIFIED<br>CIRCULATION         | 115,095         | 100.0      | 115,095      | 100.0              | -      | -       |

| 2. QUALIFIED | CIRCULATION BY IS | SSUES FOR PERIOD |
|--------------|-------------------|------------------|
|--------------|-------------------|------------------|

| 2015 Issue                             | Print  | Digital | Unique Total<br>Qualified* |
|--|--|---------|----------------------------|
| January                                | 115,094                                      | 30,178  | 115,100                    |
| February                               | 115,093                                      | 29,786  | 115,112                    |
| March                                  | 115,095                                      | 27,872  | 115,113                    |
| April                                  | 115,083                                      | 27,245  | 115,100                    |
| Мау                                    | 115,051                                      | 27,771  | 115,069                    |
| June                                   | 115,051                                      | 27,771  | 115,069                    |
| Unique Total Qualified represents unic | ue recipients, not the sum of Print and Digi | tal.    |                            |

### www.bpaww.com

#### SS/OCCUPATIONAL REFAKOUT OF OUALIFIED CIRCULATION AND UNITS FOR ISSUE OF MAY 2015 -

|                                      |                               |                       |                             |        |         |                    |       |        |            |        |                                |                                  |       |                  |       | FOR-HIRE:          |       |                      |       |                               |       |        |       |         |          |
|--------------------------------------|-------------------------------|-----------------------|-----------------------------|--------|---------|--------------------|-------|--------|------------|--------|--------------------------------|----------------------------------|-------|------------------|-------|--------------------|-------|----------------------|-------|-------------------------------|-------|--------|-------|---------|----------|
|                                      |                               | PERCENT<br>* OF TOTAL |                             |        | Digital | Constructio<br>Log |       | Manufa | ufacturing |        | al Freight, Dry<br>, Household | Food Production/<br>Distribution |       | Retail/Wholesale |       | Petroleum/Chemical |       | Government/Utilities |       | Services/Refuse/<br>Recycling |       | Other  |       | Total F | For-Hire |
| BUSINESS AND INDUSTRY                | UNIQUE<br>TOTAL<br>QUALIFIED* |                       | TOTAL<br>QUALIFIED<br>UNITS | Print  |         | Copies             | Units | Copies | Units      | Copies | Units                          | Copies                           | Units | Copies           | Units | Copies             | Units | Copies               | Units | Copies                        | Units | Copies | Units | Copies  | Units    |
| MOTOR VEHICLE FLEETS:                |                               |                       |                             |        |         |                    |       |        |            |        |                                |                                  |       |                  |       |                    |       |                      |       |                               |       |        |       |         |          |
| TRUCKS, TRUCK TRACTORS, & TRAILERS)  |                               |                       |                             |        |         |                    |       |        |            |        |                                |                                  |       |                  |       |                    |       |                      |       |                               |       |        |       |         |          |
| 500 or more vehicles                 | 4,105                         | 3.6                   | 2,126                       | 2,327  | -       | 63                 | 40    | 70     | 40         | 756    | 348                            | 131                              | 46    | 52               | 25    | 57                 | 32    | 45                   | 29    | 62                            | 38    | -      | -     | 1,236   | 59       |
| 00-499 vehicles                      | 9,676                         | 8.4                   | 5,799                       | 6,456  | -       | 397                | 237   | 278    | 138        | 1,658  | 916                            | 305                              | 165   | 100              | 63    | 191                | 119   | 139                  | 82    | 198                           | 124   | 8      | 5     | 3,274   | 1,84     |
| 5-99 vehicles                        | 23,420                        | 20.4                  | 16,744                      | 18,143 | 2       | 1,624              | 1,159 | 385    | 266        | 3,817  | 2,664                          | 602                              | 420   | 194              | 135   | 410                | 286   | 265                  | 193   | 656                           | 486   | 13     | 11    | 7,966   | 5,62     |
| -24 vehicles                         | 33,187                        | 28.8                  | 26,659                      | 26,692 | 8       | 2,716              | 2,185 | 394    | 316        | 4,853  | 3,820                          | 1,157                            | 899   | 229              | 188   | 485                | 374   | 275                  | 227   | 1,178                         | 971   | 30     | 27    | 11,317  | 9,00     |
| vehicles                             | 21,465                        | 18.7                  | 19,084                      | 17,824 | 4       | 1,776              | 1,597 | 249    | 227        | 2,352  | 2,068                          | 617                              | 547   | 199              | 185   | 203                | 174   | 153                  | 137   | 870                           | 801   | 9      | 9     | 6,428   | 5,74     |
| l vehicles                           | 21,041                        | 18.3                  | 18,485                      | 14,405 | 2       | 2,218              | 2,085 | 563    | 521        | 4,502  | 4,161                          | 1,379                            | 1,284 | 229              | 212   | 302                | 280   | 117                  | 107   | 561                           | 515   | 18     | 6     | 9,889   | 9,1      |
| t Stated                             | 2,175                         | 1.8                   | 3,225                       | 1,451  | 2       | 41                 | 39    | 23     | 19         | 191    | 169                            | 32                               | 29    | 12               | 12    | 23                 | 19    | 7                    | 4     | 46                            | 38    | 3      | 3     | 378     | 3        |
| NIQUE TOTAL QUALIFIED BY FLEET SIZE* | 115,069                       | 100.0                 | 92,122                      | 87,298 | 18      | 8,835              | 7,342 | 1,962  | 1,527      | 18,129 | 14,146                         | 4,223                            | 3,390 | 1,015            | 820   | 1,671              | 1,284 | 1,001                | 779   | 3,571                         | 2,973 | 81     | 61    | 40,488  | 32,3     |

|  |                 |              |               |        |         |            |             |        |          |                |             |          |              |        |                  | PRIVATE |   |        |       |                  |       |        |       |                     |        |           |             |
|--|-----------------|--------------|---------------|--------|---------|------------|-------------|--------|----------|----------------|-------------|----------|--------------|--------|------------------|---------|---|--------|-------|------------------|-------|--------|-------|---------------------|--------|-----------|-------------|
|  |                 |              |               |        |         | Constructi | on, Mining, |        |          | General F      | reight, Dry | Food Pro | duction/     |        |                  |         |   |        |       | Services/Refuse/ |       |        |       |                     |        | Total Tru | uck/Trailer |
|  |                 |              |               |        |         | Log        | ging        | Manufa | octuring | ing Bulk, Hous |             | Distrib  | Distribution |        | Retail/Wholesale |         | Petroleum/Chemical Government/Utilities |        |       |                  | cling | Other  |       | Total Private Fleet |        | Dealer    |             |
|  | UNIQUE          |              | TOTAL         |        |         |            |             |        |          |                |             |          |              |        |                  |         |   |        |       |                  |       |        |       |                     |        |           |             |
|  | TOTAL           | PERCENT      | QUALIFIED     |        |         |            |             |        |          |                |             |          |              |        |                  |         |   |        |       |                  |       |        |       |                     |        |           |             |
| BUSINESS AND INDUSTRY                          | QUALIFIED*      | OF TOTAL     | UNITS         | Print  | Digital | Copies     | Units       | Copies | Units    | Copies         | Units       | Copies   | Units        | Copies | Units            | Copies  | Units                                   | Copies | Units | Copies           | Units | Copies | Units | Copies              | Units  | Copies    | Units       |
| MOTOR VEHICLE FLEETS:                          |                 |              |               |        |         |            |             |        |          |                |             |          |              |        |                  |         |   |        |       |                  |       |        |       |                     |        |           |             |
| (TRUCKS, TRUCK TRACTORS, & TRAILERS)           |                 |              |               |        |         |            |             |        |          |                |             |          |              |        |                  |         |   |        |       |                  |       |        |       |                     |        |           |             |
| 500 or more vehicles                           | 4,105           | 3.6          | 2,126         | 2,327  | -       | 187        | 122         | 162    | 79       | 179            | 85          | 170      | 103          | 151    | 97               | 64      | 42                                      | 510    | 300   | 215              | 149   | 4      | 4     | 1,642               | 981    | 286       | 150         |
| 100-499 vehicles                               | 9,676           | 8.4          | 5,799         | 6,456  | -       | 800        | 538         | 357    | 225      | 487            | 275         | 526      | 349          | 380    | 259              | 200     | 131                                     | 1,020  | 709   | 540              | 406   | 95     | 84    | 4,405               | 2,976  | 583       | 314         |
| 25-99 vehicles                                 | 23,420          | 20.4         | 16,744        | 18,143 | 2       | 3,637      | 2,725       | 867    | 600      | 925            | 651         | 1,434    | 1,056        | 1,244  | 916              | 641     | 453                                     | 1,698  | 1,269 | 2,055            | 1,607 | 535    | 473   | 13,036              | 9,750  | 698       | 432         |
| 10-24 vehicles                                 | 33,187          | 28.8         | 26,659        | 26,692 | 8       | 6,110      | 5,065       | 1,281  | 974      | 1,127          | 914         | 2,430    | 2,039        | 1,780  | 1,453            | 966     | 756                                     | 1,527  | 1,250 | 3,232            | 2,767 | 984    | 930   | 19,437              | 16,148 | 605       | 414         |
| 5-9 vehicles                                   | 21,465          | 18.7         | 19,084        | 17,824 | 4       | 3,648      | 3,284       | 814    | 706      | 820            | 736         | 2,079    | 1,930        | 1,245  | 1,119            | 486     | 418                                     | 757    | 682   | 2,455            | 2,243 | 1,164  | 1,151 | 13,468              | 12,269 | 252       | 196         |
| 1-4 vehicles                                   | 21,041          | 18.3         | 18,485        | 14,405 | 2       | 2,248      | 2,067       | 1,024  | 899      | 839            | 737         | 1,280    | 1,178        | 832    | 742              | 338     | 287                                     | 437    | 390   | 1,323            | 1,193 | 42     | 40    | 8,363               | 7,533  | 538       | 358         |
| Not Stated                                     | 2,175           | 1.8          | 3,225         | 1,451  | 2       | 46         | 36          | 175    | 133      | 59             | 55          | 54       | 49           | 71     | 60               | 33      | 30                                      | 48     | 37    | 235              | 216   | 13     | 13    | 734                 | 629    | 189       | 141         |
| UNIQUE TOTAL QUALIFIED BY FLEET SIZE*          | 115,069         | 100.0        | 92,122        | 87,298 | 18      | 16,676     | 13,837      | 4,680  | 3,616    | 4,436          | 3,453       | 7,973    | 6,704        | 5,703  | 4,646            | 2,728   | 2,117                                   | 5,997  | 4,637 | 10,055           | 8,581 | 2,837  | 2,695 | 61,085              | 50,286 | 3,151     | 2,005       |
| Unique Total Qualified represents unique recip | pients, not the | e sum of Pri | nt and Digita | al.    |         |            |             |        |          |                |             |          |              |        |                  |         |   |        |       |                  |       |        |       |                     |        |           |             |

|  |                               |              |               |        |         |                                  |       |               |       |        |                               |                    |                     |          | OTHE             | R:     |           |                        |       |                               |       |        |       |             |       | LEASE/             | /RENTAL |
|--|-------------------------------|--------------|---------------|--------|---------|----------------------------------|-------|---------------|-------|--------|-------------------------------|--------------------|---------------------|----------|------------------|--------|-----------|------------------------|-------|-------------------------------|-------|--------|-------|-------------|-------|--------------------|---------|
|  |                               |              |               |        | Digital | Construction,<br>Mining, Logging |       | Manufacturing |       | Dry    | l Freight,<br>Bulk,<br>sehold | Food Pro<br>Distri | oduction/<br>bution | Retail/V | Retail/Wholesale |        | /Chemical | I Government/Utilities |       | Services/Refuse/<br>Recycling |       | Other  |       | Total Other |       | Total Lease/Rental |         |
| BUSINESS AND INDUSTRY                          | UNIQUE<br>TOTAL<br>QUALIFIED* |              |               | Print  |         | Copies                           | Units | Copies        | Units | Copies | Units                         | Copies             | Units               | Copies   | Units            | Copies | Units     | Copies                 | Units | Copies                        | Units | Copies | Units | Copies      | Units | Copies             | Units   |
| MOTOR VEHICLE FLEETS:                          |                               |              |               |        |         |                                  |       |               |       |        |                               |                    |                     |          |                  |        |           |                        |       |                               |       |        |       |             |       |                    |         |
| (TRUCKS, TRUCK TRACTORS, & TRAILERS)           |                               |              |               |        |         |                                  |       |               |       |        |                               |                    |                     |          |                  |        |           |                        |       |                               |       |        |       |             |       |                    |         |
| 500 or more vehicles                           | 4,105                         | 3.6          | 2,126         | 2,327  | -       | 13                               | 8     | 15            | 14    | 21     | 16                            | 6                  | 1                   | 106      | 42               | 1      | 1         | 28                     | 20    | 44                            | 22    | 4      | 4     | 238         | 128   | 703                | 364     |
| 100-499 vehicles                               | 9,676                         | 8.4          | 5,799         | 6,456  | -       | 35                               | 21    | 42            | 24    | 44     | 27                            | 17                 | 9                   | 234      | 107              | 6      | 4         | 98                     | 79    | 85                            | 43    | 33     | 23    | 594         | 337   | 820                | 521     |
| 25-99 vehicles                                 | 23,420                        | 20.4         | 16,744        | 18,143 | 2       | 93                               | 76    | 40            | 28    | 90     | 52                            | 29                 | 25                  | 230      | 119              | 15     | 15        | 196                    | 171   | 117                           | 85    | 130    | 108   | 940         | 679   | 780                | 574     |
| 10-24 vehicles                                 | 33,187                        | 28.8         | 26,659        | 26,692 | 8       | 137                              | 112   | 65            | 41    | 79     | 59                            | 51                 | 40                  | 173      | 108              | 27     | 22        | 162                    | 150   | 150                           | 108   | 139    | 118   | 983         | 758   | 845                | 662     |
| 5-9 vehicles                                   | 21,465                        | 18.7         | 19,084        | 17,824 | 4       | 133                              | 110   | 47            | 41    | 49     | 40                            | 77                 | 69                  | 80       | 59               | 18     | 17        | 96                     | 91    | 125                           | 113   | 141    | 103   | 766         | 643   | 551                | 488     |
| 1-4 vehicles                                   | 21,041                        | 18.3         | 18,485        | 14,405 | 2       | 230                              | 154   | 98            | 85    | 179    | 118                           | 104                | 92                  | 145      | 108              | 20     | 19        | 71                     | 48    | 182                           | 148   | 472    | 287   | 1,501       | 1,059 | 750                | 692     |
| Not Stated                                     | 2,175                         | 1.8          | 3,225         | 1,451  | 2       | 26                               | 15    | 40            | 37    | 139    | 85                            | 27                 | 14                  | 25       | 22               | 12     | 10        | 39                     | 26    | 85                            | 66    | 432    | 287   | 825         | 562   | 49                 | 42      |
| UNIQUE TOTAL QUALIFIED BY FLEET SIZE*          | 115,069                       | 100.0        | 92,122        | 87,298 | 18      | 667                              | 496   | 347           | 270   | 601    | 397                           | 311                | 250                 | 993      | 565              | 99     | 88        | 690                    | 585   | 788                           | 585   | 1,351  | 930   | 5,847       | 4,166 | 4,498              | 3,343   |
| Unique Total Qualified represents unique recip | ients, not the                | e sum of Pri | nt and Digita | al.    |         |                                  |       |               |       |        |                               |                    |                     |          |                  |        |           |                        |       |                               |       |        |       |             |       |                    |         |

# SUPPLEMENTARY DATA FOR ISSUE OF MAY 2015 ANALYSIS OF COPIES TO FLEETS OPERATING ONE OR MORE TRUCKS OVER 26,000 LBS. GVW This is an analysis of 81 982 OR 71 2% respondents who huy, specify or influence the purchase of the following products.

|                 |  |   |   | RESP   | ONDENTS W  | /HO buy, speci  | ify or influen  | ice the purcha  | ase of  |  |   |   |  |   |  |  |   |  |  |  |   | -   |
|-----------------|--|---|---|--|--|---|---|---|---|--|---|---|--|---|--|--|---|--|--|--|---|---|
|                 |  |   |   |  |  |   |   |   |   |  | =   |   |  |   |  |  |   | ANALYSIS   |  |  |   |   |
|                 | RESPONDENTS<br>WHO have  |   |   | ENGINES,<br>RANSMISSIONS,<br>AXLES   | TIRES,   | LUBRICANTS,   | LEASE,<br>CREDIT,<br>FINANCE,<br>INSURANCE  | REFUELING   | PARTS/COMP  | INFORMATION  | -   | BASING OR CO<br>1 OR MORE S<br>CLASS 8 V<br>(33,001 lbs. C  | ONTROLLING<br>PECIFIC GVW<br>/EHICLES<br>GVW & OVER) | 1 OR MORE SI<br>CLASS 7 V<br>(26,001 to 3<br>GVV  | ONTROLLING<br>PECIFIC GVW<br>/EHICLES<br>33,000 lbs.<br>W)   | 1 OR MORE SP<br>CLASS 6 V<br>(19,501 to 2<br>GVV   | DNTROLLING<br>PECIFIC GVW<br>EHICLES<br>26,000 lbs.<br>W)   | BASING OR CO<br>1 OR MORE S<br>CLASSES<br>VEHIC<br>(10,001 - 1<br>GV | ONTROLLING<br>PECIFIC GVW<br>3, 4 & 5<br>CLES<br>L9,500 lbs.<br>W) | BASING OR C<br>1 OR MORE S<br>CLASSES 1 &<br>(10,000 lk<br>UNE   | PECIFIC GVW<br>2 VEHICLES<br>os. GVW &.<br>DER) | GVW CLA<br>NOT<br>AVAILAB   |
| TOTAL           | direct or F<br>supervisory<br>influence over   | buying<br>authority   | Conico  | Capico   | Conico   | Capico  | Canica  | Capias  | Conico  | Capico   | TOTAL<br>QUALIFIED  | Canica  | Unito  | Conico  | Unito  | Conico   | Unito   | Conico   | Unito  | Canica   | Unito   |   |
| QUALIFIED       | maintenance  | questions   | Copies  | Copies   | Copies   | Copies  | Copies  | Copies  | Copies  | Copies   | UNITS   | Copies  | Units  | Copies  | Units  | Copies   | Units   | Copies   | Units  | Copies   | Units   |   |
| 4,105           | 2,603  | 3,565   | 2,782   | 2,507  | 2,461  | 2,326   | 1,884   | 2,161   | 2,829   | 2,147  | 2,221   | 3,423   | 1,818  | 2,482   | 1,381  | 2,277  | 1,298   | 2,182  | 1,230  | 2,161  | 1,233   | -   |
| 9,676           | 6,717  | 8,130   | 6,673   | 6,112  | 6,126  | 5,862   | 4,765   | 5,631   | 6,663   | 5,241  | 5,997   | 7,803   | 4,753  | 5,225   | 3,327  | 4,729  | 3,036   | 4,142  | 2,663  | 4,608  | 2,971   | -   |
| 23,420          | 16,239   | 18,887  | 16,147  | 15,125   | 15,198   | 14,852  | 12,681  | 14,307  | 16,191  | 13,149   | 17,055  | 17,502  | 12,550   | 10,770  | 7,796  | 9,533  | 6,937   | 8,282  | 5,933  | 10,349   | 7,547   | -   |
| 33,187          | 24,156   | 27,610  | 24,601  | 23,235   | 23,427   | 23,124  | 20,847  | 22,288  | 24,437  | 20,133   | 26,989  | 24,160  | 19,520   | 13,704  | 10,991   | 11,732   | 9,463   | 11,108   | 8,871  | 14,614   | 11,768  | -   |
| 21,465          | 14,540   | 16,281  | 14,717  | 13,928   | 13,971   | 13,992  | 12,796  | 13,417  | 14,396  | 11,934   | 19,341  | 15,527  | 13,952   | 7,410   | 6,553  | 6,345  | 5,592   | 5,608  | 4,891  | 7,634  | 6,724   | -   |
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| 110,069         | 01,982   | 95,230  | o∠,ŏ∠b  | 77,994   | 18,009   | 11,526  | 00,035  | 73,931  | 03,118  | 07,534   | 92,122  | 03,710  | 00,304   | 44,124  | 53,941   | 38,499   | 29,045  | 33,746   | 21,388   | 48,152   | 38,021  | -   |
| 8,835           | 7.587  | 8.145   | 7,462   | 7.150  | 7.099  | 7.092   | 6.633   | 6,938   | 7,351   | 6,175  | 7.342   | 6.869   | 5.675  | 2,829   | 2.271  | 2,407  | 1.910   | 2,595  | 2,089  | 4.074  | 3,397   |   |
| 1,962           | 1,546  | 1,785   | 1,588   | 1,475  | 1,503  | 1,476   | 1,333   | 1,379   | 1,568   | 1,347  | 1,527   | 1,719   | 1,330  | 517   | 386  | 431  | 323   | 392  | 296  | 679  | 547   | -   |
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|                 |  |   |   |  |  | 13,111  |   |   |   |  | 14,146  | 15,053  | 11,635   |   |  |  | 2,400   |  | 2,164  |  |   | -   |
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| 3,571           | 2,859  | 3,192   | 2,772   | 2,634  | 2,656  | 2,623   | 2,436   | 2,577   | 2,781   | 2,303  | 2,973   | 2,283   | 1,839  | 1,519   | 1,222  | 1,332  | 1,089   | 1,329  | 1,099  | 1,627  | 1,354   | -   |
| 81              | 28   | 44  | 37  | 35   | 34   | 34  | 26  | 30  | 42  | 33   | 61  | 56  | 44   | 16  | 15   | 25   | 15  | <u>_,0_</u> 6  | 5  | 16   | 14  | -   |
| 40,488          | 31,875   | 35,928  | 31,934  | 30,275   | 30,778   | 30,478  | 28,209  | 28,959  | 31,975  | 27,113   | 32,322  | 32,669  | 25,806   | 11,297  | 8,716  | 8,988  | 6,964   | 8,792  | 6,874  | 13,382   | 10,810  | -   |
|                 |  |   |   |  |  |   |   |   |   |  |   |   |  |   |  |  |   |  |  |  |   |   |
| 16,676<br>4,680 | 12,913<br>3,008  | 14,230<br>3,944   | 12,856<br>3,291   | 12,245<br>2,987  | 12,233<br>2,949  | 12,167<br>2,868   | 10,821<br>2,432   | 11,928<br>2,675   | 12,685<br>3,277   | 10,307<br>2,586  | 13,837<br>3,616   | 11,748<br>3,180   | 9,612<br>2,340                                       | 7,387<br>1,949  | 5,947<br>1,362   | 6,580<br>1,706   | 5,306<br>1,239  | 6,641<br>1,630   | 5,356<br>1,184   | 9,001<br>2,143   | 7,375<br>1,639                                  | -   |
| 4 4 3 6         | 3 023  | 3 575   | 3 011   | 2 828  | 2 879  | 2 875   | 2 498   | 2 7 1 6   | 3 090   | 2 484  | 3 4 5 3   | 3 155   | 2 4 2 7  | 1 5 1 6   | 1 1 3 3  | 1 260  | 942   | 1 1 7 1  | 877  | 1 457  | 1 107   | _   |
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| 5,703           | 4,024  | 4,755   | 4,125   | 3,809  | 3,860  | 3,777   | 3,275   | 3,573   | 4,093   | 3,320  | 4,646   | 3,281   | 2,605  | 2,202   | 1,731  | 2,145  | 1,707   | 2,004  | 1,610  | 2,584  | 2,085   | -   |
| 2,728           | 1,993  | 2,295   | 1,954   | 1,797  | 1,856  | 1,898   | 1,510   | 1,692   | 1,936   | 1,547  | 2,117   | 2,006   | 1,541  | 1,457   | 1,136  | 1,015  | 785   | 1,011  | 776  | 1,354  | 1,032   | -   |
| 5,997           | 4,407  | 4,955   | 4,241   | 4,042  | 3,997  | 3,939   | 2,615   | 3,778   | 4,304   | 3,042  | 4,637   | 3,931   | 2,994  | 3,527   | 2,666  | 3,342  | 2,498   | 3,320  | 2,483  | 3,823  | 2,912   | -   |
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| 01,085          | 41,021   | 41,914  | 41,009  | 33,429   | 39,503   | J∂,⊥1∠  | 33,3 <i>1</i> I   | 57,008  | 41,192  | 55,431   | 50,280  | 42,300  | 34,440   | 20,110  | 21,243   | 23,131   | 10,903  | ∠1,041   | 10,911   | 20,330   | 22,105  | -   |
| 667             | 482  | 569   | 502   | 459  | 454  | 447   | 394   | 432   | 488   | 386  | 496   | 461   | 376  | 231   | 194  | 223  | 189   | 209  | 180  | 446  | 341   | -   |
| 347             | 205  | 285   | 212   | 188  | 187  | 169   | 155   | 176   | 233   | 158  | 270   | 198   | 146  | 132   | 95   | 129  | 99  | 137  | 100  | 181  | 143   |   |
| 601             | 107  | 100   | 101   | 363  | 27/  | 270   | 224   | 247   | 100   | 200  | 207   | 2/6   | 000  | 140   | 00   | 100  | 04  | 104  | 00   | 010  | 140   |   |
|                 |  |   |   |  |  |   |   |   |   |  |   |   |  |   |  |  |   |  |  |  |   | -   |
| 993             | 639  | 876   | 681   | 596  | 579  | 548   | 523   | 513   | 668   | 497  | 565   | 646   | 323  | 526   | 252  | 529  | 274   | 444  | 255  | 435  | 288   | -   |
| 99              | 68   | 88  | 76  | 71   | 67   | 72  | 61  | 64  | 75  | 63   | 88  | 65  | 59   | 49  | 45   | 23   | 21  | 32   | 31   | 55   | 50  | -   |
| 690             | 297  | 350   | 297   | 281  | 280  | 276   | 164   | 273   | 303   | 213  | 585   | 530   | 462  | 379   | 322  | 328  | 272   | 212  | 158  | 283  | 217   | -   |
| 788             | 476  | 606   | 479   | 450  | 436  | 442   | 391   | 416   | 516   | 384  | 585   | 451   | 328  | 327   | 224  | 302  | 207   | 281  | 189  | 365  | 272   | -   |
| 1,351           | 607  | 913   | 737   | 687  | 720  | 708   | 628   | 680   | 745   | 602  | 930   | 525   | 377  | 297   | 203  | 290  | 192   | 343  | 199  | 498  | 309   | -   |
| ,               |  |   |   |  |  |   |   |   |   |  |   |   |  |   |  |  |   |  |  |  |   | -   |
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|                 |  |   |   |  |  |   |   |   |   |  | <u>, 122</u>  |   | 00,001   | , ± ב ו   |  |  | 20,010  |  | 2.,000   |  |   |   |
|                 |  |   |   |  |  |   |   |   |   |  |   |   |  |   |  |  |   |  |  |  |   |   |
| 21,777          | 17,866   | 19,210  | 15,408  | 15,140   | 15,379   | 15,159  | 10,095  | 14,295  | 17,263  | 11,875   |   |   |  |   |  |  |   |  |  |  |   |   |
| 16,377          | 9,835  | 13,358  | 10,307  | 9,553  | 9,762  | 9,387   | 7,723   | 8,592   | 10,884  | 8,105  |   |   |  |   |  |  |   |  |  |  |   |   |
|                 |  |   |   |  |  |   |   |   |   | 4 000  |   |   |  |   |  |  |   |  |  |  |   |   |
| 2,631<br>361    | 1,291<br>91  | 1,953<br>183  | 1,249<br>120  | 1,065<br>116   | 1,133<br>116   | 1,077<br>113  | 869<br>95   | 959<br>109  | 1,299<br>129  | 1,228<br>105   |   |   |  |   |  |  |   |  |  |  |   |   |
|                 | TOTAL<br>QUALIFIED<br>4,105<br>9,676<br>23,420<br>33,187<br>21,465<br>21,041<br>2,175<br>115,069<br>8,835<br>1,962<br>18,129<br>4,223<br>1,015<br>1,671<br>1,001<br>3,571<br>81<br>40,488<br>16,676<br>4,680<br>4,436<br>7,973<br>5,703<br>2,728<br>5,997<br>10,055<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>61,085<br>2,837<br>2,337<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347<br>2,347 | direct or<br>supervisory<br>outallFIED         direct or<br>supervisory<br>maintenance         f           4,105         2,603         9,676         6,717           23,420         16,239         3,3187         24,156           21,465         14,540         2,1041         16,978           2,1,75         749         115,069         81,982         16,239           3,187         24,156         2,1,465         14,540         12,041           2,1,041         16,978         2,175         749           115,069         81,982         13,367         14,223           4,835         7,587         1,962         1,546           18,129         1,3,367         14,223         3,537           1,015         802         16,671         1,370           1,001         779         3,571         2,859         12,859           81         28         40,488         3,008         14,621           4,680         3,008         4,436         3,023         15,703           4,436         3,023         4,624         2,728         1,993           5,997         4,407         10,055         6,642         2,837         188           61,085 | RESPONDENTS<br>WHO have<br>direct or<br>supervisorRESPONDENTS<br>buying<br>authority<br>questions4,1052,6033,5659,6766,7178,13023,42016,23918,88733,18724,15627,61021,46514,54016,28121,04116,97819,4342,1757491,323115,06981,98295,2308,8357,5878,1451,9621,5461,78518,12913,36715,5144,2233,5373,9501,0158029091,6711,3701,5121,0017798773,5712,8593,1928128444,04883,0083,9444,6803,0083,9444,4363,0233,5757,9735,4236,1745,7034,0244,75510,0556,6427,7332,83718831361,08541,62147,9746674825693,472052856014074983,1124727399363987699688869029735073,92352,89960,52621,77717,86619,210 | TRACTORS<br>OR T<br>TRALLERS           RESPONDENTS<br>supervisory<br>TOTAL<br>influence over<br>questions         Copies           4.105         2.603         3.565         2.782           9.676         6.717         8.130         6.673           2.4.105         2.603         3.565         2.782           9.676         6.717         8.1837         16.147           3.3.187         2.4.156         2.7.610         2.4.601           2.1.56         7.610         2.4.601           2.1.56         2.7.72           8.8.85         7.8.145         7.462           1.962         1.5.14         1.3.620           4.223         3.537         3.950         3.597           1.6.71         1.3.67         3.5.87           1.6.71         1.3.620           4.223         3.5.97         3.5.97         3.5.97 | RESPONDENTS<br>WHO have<br>direct or<br>supervisor,<br>2UALLFIED         RESPONDENTS<br>with on ave<br>direct or<br>supervisor,<br>2uthority<br>questions         Copies         Copies           4.105         2.603         3.565         2.782         2.507           9.676         6.717         8.130         6.673         6.112           23.420         16.239         18.887         16.147         15.125           33.187         24.156         2.7610         24.601         23.235           21.465         14.5740         16.281         14.717         13.928           21.041         16.978         19.434         16.978         16.236           2.1.75         749         1.323         928         851           115.069         81.982         95.230         82.826         77.994           8.835         7.587         8.145         7.462         7.150           1.962         1.546         1.785         1.588         1.475           1.8129         13.367         15.514         13.620         12.901           4.233         3.537         3.950         3.597         3.411           1.01         779         8.77         756         6966           3.01         2.828 | TRACTORS ENGINES,<br>OR TRANSMISSIONS, THES,<br>NUME INVESTIGATION OF TRANSMISSIONS, THES,<br>XLLES         THES,<br>NUME           RESPONDENTS<br>supervisory<br>QUALIFIED         TRANSMISSIONS, THES,<br>NUME           OP 1000000000000000000000000000000000000 | TRACTORS         ENGINES,<br>ALLES         FRESPONDENTS<br>ALLES         FRESPONDENTS<br>WHO have<br>direct or<br>supervisor         FRESPONDENTS<br>builton<br>guestions         Copies         < | RESPONDENTS<br>WHO have<br>guardinate over<br>supervisory         FRANKINSSIONS,<br>ALLES         TRESPONDENTS<br>ALLES         TRESPONDENT | TRACTORS         FUELS, OLLS, CREDIT, SHOP/,<br>TRALERS         FUELS, OLLS, CREDIT, SHOP/,<br>CREEPONDENTS           RESPONDENTS           URLERS         FUELS, OLLS, CREDIT, SHOP/,<br>CREEPONDENTS           TOTAL influence over<br>questions         Copies | TRACTORS         ENNINES,<br>TRALERS         FUELS, OLS.,<br>ALES         FUELS, OLS.,<br>MALES         CRDT,<br>ALES         SHOP,<br>FRESPONDENTS           RESPONDENTS<br>direct or<br>direct | TRACTORS         ENGINES.<br>ALLES         FUELS. OLS.<br>NUMERS         SCREDT.<br>NUMERS         SHOP.<br>SCREDT.<br>NUMERS         SPEUACEMENT<br>FORL         SPEUACEMENT<br>EXPLACEMENT<br>NUMERS         SPEUACEMENT<br>FORL         SPEUACEMENT<br>EXPLANEMENT<br>NUMERS         SPEUACEMENT<br>FORL         SPEUACEMENT<br>EXPLANEMENT<br>NUMERS         SPEUACEMENT<br>FORL         SPEUACEMENT<br>FOR | TRACTORS<br>DATA         ENDINES<br>ALLESS<br>ALLESS         THELS<br>ALLESS<br>ALLESS         THELS<br>ALLESS<br>ALLESS         CHELS<br>ALLESS<br>ALLESS         CHELS<br>ALLESS<br>ALLESS         CHELS<br>ALLESS<br>ALLESS<br>ALLESS         CHELS<br>ALLESS<br>ALLESS<br>ALLESS         CHELS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALLESS<br>ALE | THAT THAT THAT THAT THAT THAT THAT THAT              | TRUCK         TRUCK         TOPAL         TOPAL <th< td=""><td>Like         Like         <thlik< th="">         Like         Like         L</thlik<></td><td>THURS         THURS         THURS         LASS         FORM         FUNCTION         Based CS         Control         Contro         Contro         Contro</td></th<> <td>Number         Tabel base         Tabel base&lt;</td> <td></td> <td></td> <td>THURS         THURS         <th< td=""><td></td><td>International and another international another internate internate international another internatis another internatis</td></th<></td> | Like         Like <thlik< th="">         Like         Like         L</thlik<> | THURS         THURS         THURS         LASS         FORM         FUNCTION         Based CS         Control         Contro         Contro         Contro | Number         Tabel base         Tabel base< |  |  | THURS         THURS <th< td=""><td></td><td>International and another international another internate internate international another internatis another internatis</td></th<> |   | International and another international another internate internate international another internatis another internatis |