

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 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

HEAVY DUTY TRUCKING MAGAZINE



6 Issues in the period
115,110 average circulation

HEAVY DUTY TRUCKING WEBSITE



203,675 average users
268,547 average sessions

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)	115,110	-	115,110
a. Print	114,423	-	114,423
b. Digital	17,843	-	17,843
1. Requested	17,843	-	17,843
2. Non-Requested	-	-	-
HEAVY DUTY TRUCKING WEBSITE			
a. Monthly Users with 521,312 average Pageviews	203,675	-	203,675
b. Monthly Sessions (Total Visits)	268,547	-	268,547

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

**SUPPLEMENTARY DATA FOR ISSUE OF MAY 2017
ANALYSIS OF MAINTENANCE RESPONSIBILITY BY FLEET SIZE**

Copies to fleets performing own
vehicle maintenance at
"This Location"

FLEET SIZE	Copies	Units	ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 8 VEHICLES (33,001 lbs. GVW & Over)	
			Copies	Units
500 or more vehicles	2,538	1,684	2,358	1,526
100-499 vehicles	7,039	4,963	6,390	4,393
25-99 vehicles	16,455	12,707	14,076	10,590
10-24 vehicles	20,946	17,120	17,413	13,896
5-9 vehicles	12,219	10,803	9,788	8,510
1-4 vehicles	10,756	9,751	8,386	7,495
Not Stated	120	101	23	10
TOTAL	70,073	57,129	58,434	46,420

Copies to fleets performing own
vehicle maintenance at
"Another Location"

FLEET SIZE	Copies	Units	ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 8 VEHICLES (33,001 lbs. GVW & Over)	
			Copies	Units
500 or more vehicles	1,406	1,022	1,250	873
100-499 vehicles	1,899	1,493	1,541	1,170
25-99 vehicles	5,142	4,220	3,756	3,009
10-24 vehicles	8,388	7,108	5,706	4,691
5-9 vehicles	6,109	5,461	4,195	3,676
1-4 vehicles	7,620	6,963	5,250	4,736
Not Stated	389	351	39	8
TOTAL	30,953	26,618	21,737	18,163

Respondents who have direct or
supervisory influence over maintenance

FLEET SIZE	Copies	Units	ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 8 VEHICLES (33,001 lbs. GVW & Over)	
			Copies	Units
500 or more vehicles	2,454	1,914	2,251	1,724
100-499 vehicles	6,666	5,264	5,942	4,601
25-99 vehicles	17,356	14,553	14,330	11,788
10-24 vehicles	24,325	21,309	19,128	16,468
5-9 vehicles	15,319	14,093	11,695	10,641
1-4 vehicles	14,880	14,050	11,196	10,483
Not Stated	187	142	31	22
TOTAL	81,187	71,325	64,573	55,727

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017

QUALIFICATION SOURCE	Qualified Within			Print	Digital	Unique Total Qualified*	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	82,080	23,060	-	104,559	11,665	105,140	91.3
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
V. TOTAL – Sources other than above (listed alphabetically):	9,973	-	-	9,973	-	9,973	8.7
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
**Other sources	9,973	-	-	9,973	-	9,973	8.7
VI. Single Copy Sales:	-	-	-	-	-	-	-
UNIQUE TOTAL QUALIFIED CIRCULATION*	92,053	23,060	-	114,532	11,665	115,113	100.0
PERCENT	80.0	20.0	-	99.5	10.1	100.0	

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

**See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2017

MAILING ADDRESS	Print	Digital	Unique Total Qualified*	Percent
Individuals by name and title and/or function	114,505	11,664	115,086	100.0
Individuals by name only	9	1	9	-
Titles or functions only	18	-	18	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
UNIQUE TOTAL QUALIFIED CIRCULATION*	114,532	11,665	115,113	100.0

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

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	July – December 2014	January – June 2015	July – December 2015	January – June 2016	July – December 2016*	January – June 2017*
Total Audit Average Qualified:***	115,108	115,095	115,050	115,113	115,094	115,110
Unique Qualified Non-Paid Total:***	115,108	115,095	115,050	115,113	115,094	115,110
Print:	115,104	115,079	114,912	114,736	114,636	114,423
Digital:	31,329	28,437	26,167	24,684	23,014	17,843
Unique Qualified Paid Total:***	-	-	-	-	-	-
Print:	-	-	-	-	-	-
Digital:	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

*NOTE: July 2016 – June 2017 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

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

WEBSITE CHANNEL

WWW.TRUCKINGINFO.COM

2017	PAGEVIEWS	SESSIONS	USERS	AVERAGE SESSION DURATION
January	532,114	279,111	214,716	01:32
February	519,277	253,643	195,109	01:33
March	565,339	270,958	201,925	01:39
April	501,975	254,438	187,999	01:35
May	501,187	274,919	209,467	01:29
June	507,980	278,214	212,832	01:36
AVERAGE:	521,312	268,547	203,675	01:34

January – June 2017 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

WEBSITE GLOSSARY

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

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

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

Average Session Duration: The 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

METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the Version is available.

STATEMENT OF CONTENT PLATFORM:

Editorial Replica – If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

MAGAZINE:


PARAGRAPH 3b:

Other sources include 1 source of circulation for a quantity of 9,973 copies or 8.7%.

GEOGRAPHIC DISTRIBUTION:

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

QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA:



HDT
HEAVY DUTY TRUCKING
The Fleet Business Authority

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


1. How many trucks, tractors and trailers are based at or controlled from this location?
(Please select one)

1 1-4 5 100-499
 2 5-4 6 500 or more
 3 10-24 7 None
 4 25-99

2. What is your company's type of operation?
(Check one only)

1 For Hire (common/contract carriers)
 2 Lease/Fleet
 3 Private
 4 Aftermarket Parts/Service
 5 Truck and/or Trailer Dealer
 6 Engine Dealer/Component
 7 Independent Service Provider
 8 Other (Please Specify) _____

3. Does your company operate?
(Check all that apply)

1 **Over-the-road** 
 2 **Local** 
 3 **Regional** 
 4 **Inter-city** 
 5 **Other** 

4. What is your company's primary type of hauling or flow of business?
(Check one only)

1 Construction/Mining/Lumber/Excavating
 2 Manufacturing/Processing/Refining
 3 General Freight/Dry Bulk/Household
 4 Food Production/Distribution/Farming/Agriculture Products
 5 Retail/Warehouse/Store/Warehouses
 6 Petroleum Products/Chemical/Fuel/Oil
 7 Refuse/Recycling/Construction
 8 Government (Federal/State/Local)
 9 Utilities 10 Services
 11 Other (Please Specify) _____

4. Does your fleet perform truck and/or trailer maintenance?

01 At this location 02 At another location

5. Do you have direct or supervisory influence over maintenance work?

A Yes B No

6. Do you recommend, specify, approve or influence the purchase of:

1 New vehicles, trucks/tractors/trailer
 2 Engines/Transmissions/Axles
 3 Components
 4 Tires/Wheels
 5 Parts/Body/Laboratory/Activities
 6 Replacement Parts
 7 Shop Equipment
 8 Leases/Contracts/Financing/Insurance
 9 Information Technology

7. What is your primary job function?
(Check one only)

01 Corporate Mgmt.
 02 Fleet Mgmt.
 03 Maintenance Mgmt.
 04 Operations/Processing
 05 Safety & Training
 06 Other (Please Specify) _____

8. How would you like to receive your copy of Heavy Duty Trucking?

F Print D Digital B Both

PUBLISHER'S AFFIDAVIT

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

David Moniz, Publisher

Kati Tucker, Audience Development Manager

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

IMPORTANT NOTE:

This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

Date signed

State

County

Received by BPA Worldwide

Type

ID Number

August 9, 2017

Illinois

Cook

August 9, 2017

BUSJ

H019B0J7

About BPA Worldwide:

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

FIELD SERVED

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 or distributor markets and others allied to the field.

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.

DEFINITION OF A UNIT

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

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 Not Included Elsewhere	Copies
Other Paid Circulation	28
Advertiser and Agency	1,865
Allocated for Trade Shows and Conventions	183
All Other	629
TOTAL	2,705

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	115,110	100.0	115,110	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	115,110	100.0	115,110	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2017 Issue	Print	Digital	Unique Total Qualified*
January	114,231	21,523	115,117
February	114,204	21,387	115,111
March	114,531	20,284	115,109
April	114,511	20,441	115,105
May	114,532	11,665	115,113
June	114,525	11,757	115,103

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

3a. BUSINESS/OCCUPATIONAL BREAKOUT OF QUALIFIED CIRCULATION AND UNITS FOR ISSUE OF MAY 2017
 This issue is -% or 4 copies above the average of the other 5 issues reported in Paragraph 2.

BUSINESS AND INDUSTRY	UNIQUE TOTAL QUALIFIED*	PERCENT OF TOTAL	TOTAL QUALIFIED UNITS	Print	Digital	FOR-HIRE:																					
						Construction, Mining, Logging		Manufacturing		General Freight, Dry Bulk, Household		Food Production/ Distribution		Retail/Wholesale		Petroleum/Chemical		Government/Utilities		Services/Refuse/ Recycling		Other		Total For-Hire			
						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	4,225	3.7	2,951	4,173	737	79	65	104	68	787	482	114	76	64	46	59	41	39	34	46	39	8	6	1,300	857		
100-499 vehicles	10,256	8.9	7,691	10,198	1,282	446	316	238	163	1,675	1,122	321	218	94	70	212	143	114	84	188	146	28	15	3,316	2,277		
25-99 vehicles	26,698	23.2	21,678	26,595	2,477	1,795	1,405	431	327	3,701	2,852	738	565	177	135	449	351	258	211	717	571	34	21	8,300	6,438		
10-24 vehicles	34,469	29.9	29,326	34,336	2,868	2,794	2,341	409	336	3,817	3,159	963	812	234	194	448	368	325	286	1,276	1,109	47	29	10,313	8,634		
5-9 vehicles	20,376	17.7	18,164	20,270	2,209	1,973	1,766	262	238	2,127	1,896	631	568	196	174	222	195	176	157	1,020	908	24	20	6,631	5,922		
1-4 vehicles	18,333	15.9	16,416	18,230	1,936	1,841	1,708	498	462	3,084	2,864	1,037	973	195	177	228	213	99	90	503	453	16	14	7,501	6,954		
Not Stated	756	0.7	689	730	156	8	8	1	1	35	34	10	10	2	2	4	4	3	3	19	18	10	9	92	89		
UNIQUE TOTAL QUALIFIED BY FLEET SIZE*	115,113	100.0	96,915	114,532	11,665	8,936	7,609	1,943	1,595	15,226	12,409	3,814	3,222	962	798	1,622	1,315	1,014	865	3,769	3,244	167	114	37,453	31,171		

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

BUSINESS AND INDUSTRY	UNIQUE TOTAL QUALIFIED*	PERCENT OF TOTAL	TOTAL QUALIFIED UNITS	Print	Digital	PRIVATE:																					
						Construction, Mining, Logging		Manufacturing		General Freight, Dry Bulk, Household		Food Production/ Distribution		Retail/Wholesale		Petroleum/Chemical		Government/Utilities		Services/Refuse/ Recycling		Other		Total Private Fleet		Total Truck/Trailer Dealer	
						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	4,225	3.7	2,951	4,173	737	179	136	131	96	193	134	168	122	144	110	74	55	510	397	235	182	12	9	1,646	1,241	475	297
100-499 vehicles	10,256	8.9	7,691	10,198	1,282	1,005	842	340	269	431	297	631	500	325	244	244	209	1,297	1,046	683	587	23	17	4,979	4,011	809	553
25-99 vehicles	26,698	23.2	21,678	26,595	2,477	5,504	4,617	1,026	850	1,101	875	1,996	1,709	995	805	692	572	1,755	1,460	2,726	2,367	59	38	15,854	13,293	1,006	735
10-24 vehicles	34,469	29.9	29,326	34,336	2,868	7,230	6,166	1,521	1,293	1,423	1,161	3,050	2,740	1,590	1,343	1,132	986	2,131	1,867	3,450	3,021	82	49	21,609	18,626	884	676
5-9 vehicles	20,376	17.7	18,164	20,270	2,209	3,800	3,406	1,020	878	933	819	1,753	1,577	1,131	999	497	429	847	782	2,032	1,833	57	48	12,070	10,771	522	439
1-4 vehicles	18,333	15.9	16,416	18,230	1,936	2,226	2,006	1,271	1,081	1,019	888	1,261	1,151	929	822	319	277	523	456	1,282	1,159	82	63	8,912	7,903	795	588
Not Stated	756	0.7	689	730	156	14	13	99	89	28	28	5	5	36	36	22	22	22	21	127	122	89	84	442	420	172	140
UNIQUE TOTAL QUALIFIED BY FLEET SIZE*	115,113	100.0	96,915	114,532	11,665	19,958	17,186	5,408	4,556	5,128	4,202	8,864	7,804	5,150	4,359	2,980	2,550	7,085	6,029	10,535	9,271	404	308	65,512	56,265	4,663	3,428

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

BUSINESS AND INDUSTRY	UNIQUE TOTAL QUALIFIED*	PERCENT OF TOTAL	TOTAL QUALIFIED UNITS	Print	Digital	OTHER:																					
						Construction, Mining, Logging		Manufacturing		General Freight, Dry Bulk, Household		Food Production/ Distribution		Retail/Wholesale		Petroleum/Chemical		Government/Utilities		Services/Refuse/ Recycling		Other		Total Other		Total Lease/Rental	
						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	4,225	3.7	2,951	4,173	737	11	10	19	18	19	12	4	1	33	23	1	1	10	4	23	18	7	3	127	90	677	456
100-499 vehicles	10,256	8.9	7,691	10,198	1,282	50	38	16	14	27	20	11	7	84	57	5	5	40	32	40	30	23	19	296	222	856	641
25-99 vehicles	26,698	23.2	21,678	26,595	2,477	128	107	57	41	51	41	18	10	80	58	32	25	66	53	105	84	42	29	579	448	959	786
10-24 vehicles	34,469	29.9	29,326	34,336	2,868	220	178	70	62	66	52	34	26	100	76	33	27	69	55	150	124	20	12	762	612	901	756
5-9 vehicles	20,376	17.7	18,164	20,270	2,209	138	122	52	46	37	34	31	24	78	67	15	13	26	22	104	88	30	26	511	442	642	570
1-4 vehicles	18,333	15.9	16,416	18,230	1,936	93	85	89	75	46	41	21	19	77	64	22	21	22	17	94	84	15	11	479	417	646	573
Not Stated	756	0.7	689	730	156	-	-	-	-	3	2	-	-	-	-	-	-	-	-	-	-	15	13	18	15	32	23
UNIQUE TOTAL QUALIFIED BY FLEET SIZE*	115,113	100.0	96,915	114,532	11,665	640	540	303	256	249	202	119	87	452	345	108	92	233	183	516	428	152	113	2,772	2,246	4,713	3,805

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

SUPPLEMENTARY DATA FOR ISSUE OF MAY 2017

ANALYSIS OF COPIES TO FLEETS OPERATING ONE OR MORE TRUCKS OVER 26,000 LBS. GVW

This is an analysis of 98,315 or 85.4% respondents who buy, specify or influence the purchase of the following products.

This is an analysis of 114,978 or 99.9% of subscribers who responded to having a vehicle in classes 1-2, 3-5, 6, 7, &/or 8.

RESPONDENTS WHO buy, specify or influence the purchase of

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	RESPONDENTS WHO have direct or supervisory influence over maintenance	RESPONDENTS buying authority questions	TRUCKS, TRACTORS OR TRAILERS												ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 8 VEHICLES (33,001 lbs. GVW & OVER) (F)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 7 VEHICLES (26,001 to 33,000 lbs. GVW) (D)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASS 6 VEHICLES (19,501 to 26,000 lbs. GVW) (C)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASSES 3, 4 & 5 VEHICLES (10,001 - 19,500 lbs. GVW) (H)		ANALYSIS OF UNITS BASING OR CONTROLLING 1 OR MORE SPECIFIC GVW CLASSES 1 & 2 VEHICLES (10,000 lbs. GVW & UNDER) (G)		GVW CLASS NOT AVAILABLE
				Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Copies	Units	Copies	Units	Copies	Units	Copies	Units	Copies	Units				
FLEET SIZE																										
500 or more vehicles	4,225	2,477	3,714	2,723	2,391	2,323	2,113	1,634	1,888	2,630	1,857	2,951	3,874	3,716	2,766	2,342	2,606	2,234	2,648	2,207	2,562	2,067	-			
100-499 vehicles	10,256	6,646	8,407	6,582	6,036	5,971	5,695	4,493	5,270	6,499	4,772	7,691	9,182	8,877	5,899	5,169	5,420	4,769	5,665	4,950	5,885	5,061	-			
25-99 vehicles	26,698	17,352	20,721	17,267	16,114	16,031	15,600	13,143	14,708	16,993	13,080	21,678	22,680	21,996	12,781	11,367	11,655	10,364	13,744	12,442	15,440	14,087	-			
10-24 vehicles	34,469	24,312	28,461	24,318	23,107	23,038	22,531	19,700	21,273	24,108	18,934	29,326	27,594	26,701	13,596	12,117	12,155	10,784	15,340	13,885	19,244	17,738	-			
5-9 vehicles	20,376	16,032	18,970	16,098	15,227	15,368	15,083	13,094	14,122	15,954	12,372	18,164	15,750	15,304	7,389	6,707	6,651	5,996	7,730	7,083	9,867	9,186	-			
1-4 vehicles	18,333	14,241	17,382	14,058	12,946	13,315	13,055	10,927	11,546	14,080	10,364	16,416	13,245	12,829	3,134	2,669	2,877	2,416	4,020	3,519	6,876	6,346	-			
Not Stated	756	127	660	103	81	81	82	50	27	150	93	689	87	12	67	11	63	10	57	8	47	5	-			
TOTAL	115,113	81,187	98,315	81,149	75,902	76,127	74,159	63,041	68,834	80,414	61,472	96,915	92,412	89,435	45,632	40,382	41,427	36,573	49,204	44,094	59,921	54,490	-			
TYPE OF BUSINESS																										
FOR-HIRE FLEETS:																										
Construction, Mining, Logging	8,936	7,535	8,501	7,426	7,090	7,060	6,958	6,221	6,622	7,295	5,852	7,608	7,795	7,622	2,766	2,385	2,439	2,099	2,857	2,479	4,194	3,776	-			
Manufacturing	1,943	1,492	1,835	1,500	1,381	1,417	1,360	1,188	1,239	1,478	1,169	1,592	1,701	1,667	497	411	396	326	466	385	622	526	-			
General Freight, DryBulk, Household	15,226	11,744	14,019	11,652	10,903	11,163	10,880	9,765	9,957	11,445	9,490	12,411	13,793	13,462	3,779	3,107	2,896	2,366	3,247	2,657	3,776	3,082	-			
Food Production/Distribution	3,814	3,171	3,619	3,154	2,986	3,022	2,960	2,647	2,715	3,064	2,521	3,217	3,533	3,473	713	573	549	435	637	517	1,007	864	-			
Retail/Wholesale	962	734	889	711	657	672	640	565	595	706	541	799	752	732	317	278	272	243	338	296	402	358	-			
Petroleum/Chemical	1,622	1,293	1,516	1,236	1,148	1,192	1,164	944	1,058	1,225	969	1,312	1,508	1,463	419	360	329	272	381	324	551	469	-			
Government/Utilities	1,014	772	927	768	724	723	701	589	671	776	597	866	752	715	444	394	436	404	450	400	582	538	-			
Services/Refuse/Recycling	3,769	3,011	3,481	2,901	2,795	2,757	2,752	2,415	2,593	2,884	2,326	3,239	2,697	2,603	1,558	1,425	1,495	1,356	1,625	1,480	1,907	1,776	-			
Other	167	88	117	83	75	79	79	65	78	89	70	113	127	122	55	44	51	42	58	44	61	46	-			
Sub-Total	37,453	29,840	34,904	29,431	27,759	28,085	27,494	24,399	25,528	28,962	23,535	31,157	32,658	31,859	10,548	8,977	8,863	7,543	10,059	8,582	13,102	11,435	-			
PRIVATE FLEETS:																										
Construction, Mining, Logging	19,958	13,601	15,555	13,429	12,739	12,668	12,457	10,759	11,882	13,201	10,259	17,189	16,419	15,994	9,099	8,215	8,506	7,665	10,688	9,793	13,562	12,690	-			
Manufacturing	5,408	3,285	4,555	3,532	3,159	3,172	2,987	2,501	2,741	3,476	2,544	4,568	4,014	3,883	2,015	1,766	1,847	1,616	2,351	2,090	2,880	2,578	-			
General Freight, DryBulk, Household	5,128	3,645	4,455	3,635	3,410	3,458	3,387	2,821	3,129	3,643	2,799	4,212	3,942	3,816	1,703	1,484	1,482	1,278	1,800	1,610	1,871	1,643	-			
Food Production/Distribution	8,864	5,650	6,670	5,718	5,322	5,395	5,309	4,439	4,996	5,641	4,220	7,802	7,367	7,186	3,953	3,641	3,393	3,100	4,117	3,853	5,350	5,033	-			
Retail/Wholesale	5,150	3,598	4,462	3,621	3,315	3,376	3,274	2,757	3,002	3,593	2,683	4,354	3,396	3,221	2,104	1,845	1,985	1,750	2,621	2,388	2,894	2,647	-			
Petroleum/Chemical	2,980	1,810	2,237	1,781	1,669	1,679	1,712	1,331	1,519	1,773	1,331	2,552	2,463	2,401	1,419	1,293	1,083	956	1,490	1,372	1,783	1,641	-			
Government/Utilities	7,085	4,853	5,924	4,835	4,505	4,494	4,352	2,704	3,977	4,862	3,127	6,031	5,486	5,253	3,931	3,636	3,893	3,581	4,278	3,985	5,271	4,995	-			
Services/Refuse/Recycling	10,535	6,835	8,145	6,770	6,420	6,389	6,289	5,387	5,877	6,780	5,237	9,275	7,166	6,879	4,543	4,166	4,309	3,974	5,324	4,955	6,598	6,252	-			
Other	404	182	354	180	159	157	155	108	124	192	139	307	209	178	123	89	130	97	146	114	181	151	-			
Sub-Total	65,512	43,459	52,357	43,501	40,698	40,788	39,922	32,807	37,247	43,161	32,339	56,290	50,462	48,811	28,890	26,135	26,628	24,017	32,815	30,160	40,390	37,630	-			
OTHER:																										
Construction, Mining, Logging	640	477	569	476	436	426	425	362	409	455	340	537	474	465	245	211	238	217	297	270	417	395	-			
Manufacturing	303	185	273	196	180	171	168	164	160	203	158	255	194	182	124	105	119	104	149	128	172	153	-			
General Freight, DryBulk, Household	249	172	224	151	136	135	137	115	131	163	121	201	197	186	102	87	108	93	107	94	129	114	-			
Food Production/Distribution	119	84	104	74	66	70	66	55	65	74	52	85	97	88	46	39	54	44	54	48	69	60	-			
Retail/Wholesale	452	304	423	308	273	278	263	234	242	280	209	349	313	284	241	201	224	180	261	204	258	217	-			
Petroleum/Chemical	108	71	87	69	61	62	63	49	58	65	57	94	85	84	54	51	36	33	45	40	58	56	-			
Government/Utilities	233	136	180	137	127	127	125	97	120	133	107	183	182	167	96	75	110	90	116	92	152	125	-			
Services/Refuse/Recycling	516	372	452	344	324	318	312	268	298	355	262	428	339	320	230	206	213	187	245	215	327	309	-			
Other	152	35	52	39	34	32	30	23	28	38	22	115	120	103	56	34	59	39	61	39	75	42	-			
Sub-Total	2,772	1,836	2,364	1,794	1,637	1,619	1,589	1,367	1,511	1,766	1,328	2,247	2,001	1,879	1,194	1,009	1,161	987	1,335	1,130	1,657	1,471	-			
LEASE/RENTAL:	4,713	3,264	4,268	3,245	2,962	2,989	2,768	2,467	2,556	3,273	2,306	3,807	3,744	3,589	2,387	2,102	2,274	1,995	2,481	2,184	2,500	2,179	-			
TRUCK/TRAILER DEALER	4,663	2,788	4,422	3,178	2,846	2,646	2,386	2,001	1,992	3,252	1,964	3,414	3,547	3,297	2,613	2,159	2,501	2,031	2,514	2,038	2,272	1,775	-			
TOTAL	115,113	81,187	98,315	81,149	75,902	76,127	74,159	63,041	68,834	80,414	61,472	96,915	92,412	89,435	45,632	40,382	41,427	36,573	49,204	44,094	59,921	54,490	-			
JOB TITLE CLASSIFICATION																										
Corporate Management	75,162	53,432	62,725	55,244	51,459	50,831	49,722	46,493	47,101	52,809	43,613															
Fleet/Maintenance Management	20,648	16,579	18,598	14,496	14,132	14,597	14,301	8,670	12,747	15,845	9,629															
Operations, Purchasing & Sales	16,021	9,688	14,226	10,077	9,218	9,527	9,069	7,036	8,045	10,399	7,075															