

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.

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LOGISTICS MANAGEMENT is a B2B brand intended for individuals with broad-based interests in the field of logistics including manufacturing and non-manufacturing industries. The brand content and editorial scope of the publication includes news and trends in transportation services, equipment and technologies. The content of every issue is also available to subscribers globally via the online digital version.

FIELD SERVED

LOGISTICS MANAGEMENT serves the field of logistics including manufacturing and non-manufacturing industries as shown in Paragraph 3a.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are Executive & Senior Supply Chain Management (C-level, President, VPs); Logistics/Transportation/Supply Chain Management, Distribution/Warehouse Management, Operations Management, Purchasing Management; Logistics/Transportation/Distribution Specialist or Analyst and Other Job Functions as described in Paragraph 3a herein.

PURPOSE

Included herein is an analysis of multiple job functions performed by qualified recipients. Also included is an analysis of the logistics/transportation services, equipment and technology which qualified recipients buy, specify, recommend or approve.

CHANNELS

LOGISTICS MANAGEMENT MAGAZINE



6 issues in the period
70,036 average circulation

EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
LOGISTICS MANAGEMENT MAGAZINE (6 issues in the period)	70,036	-	70,036
a. Print	47,691	-	47,691
b. Digital	22,345	-	22,345
1. Requested	22,345	-	22,345
2. Non-Requested	-	-	-

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	63
Advertiser and Agency	1,233
Allocated for Trade Shows and Conventions	183
All Other	352
TOTAL	1,831

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	70,036	100.0	70,036	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	70,036	100.0	70,036	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Print	Digital	Total Qualified
July	48,161	21,875	70,036
August	47,900	22,162	70,062
September	47,536	22,510	70,046
October	46,983	23,032	70,015
November	47,785	22,240	70,025
December	47,779	22,253	70,032

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2018
 This issue is -% or 1.3 copies below the average of the other 5 issues reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total	Total respondents who buy, specify, recommend or approve logistics/transportation services, equipment and technology	Classification by Function			
				Executive & Senior Supply Chain Management (C-level, Presidents, VPs)	Logistics, Transportation, Supply Chain, Distribution, Warehouse, Operations and Purchasing Management	Logistics/Transportation/Distribution Specialist or Analyst	Other
Food/Beverage & Tobacco Manufacturing	5,043	7.2	5,043	2,214	2,590	185	54
Consumer Goods Manufacturing	3,588	5.1	3,588	1,296	2,070	183	39
Textiles/Apparel Manufacturing	842	1.2	842	295	501	34	12
Paper/Printing Manufacturing	1,747	2.5	1,747	606	1,033	67	41
Chemicals/Pharmaceuticals Manufacturing	2,697	3.9	2,697	744	1,776	138	39
Plastics & Rubber Manufacturing	1,291	1.9	1,291	423	777	68	23
Primary Metals Manufacturing	1,285	1.8	1,285	459	753	50	23
Fabricated Metals Manufacturing	2,304	3.3	2,304	930	1,255	85	34
Industrial Machinery Manufacturing	2,484	3.5	2,484	883	1,390	147	64
Computers & Electronics Manufacturing	1,477	2.1	1,477	529	813	96	39
Electrical Equipment Manufacturing	1,079	1.5	1,079	301	685	64	29
Aerospace Manufacturing	832	1.2	832	178	533	79	42
Automotive & Transportation Equipment Manufacturing	2,696	3.9	2,696	868	1,580	182	66
Furniture Manufacturing	590	0.8	590	252	304	27	7
Other Manufacturing	3,933	5.6	3,933	1,144	2,368	264	157
SUB-TOTAL MANUFACTURING	31,888	45.5	31,888	11,122	18,428	1,669	669
Wholesale Trade	5,696	8.1	5,696	2,836	2,681	143	36
Retail Trade	4,722	6.8	4,722	2,123	2,395	153	51
3rd Party Logistics Provider, Transportation/Warehousing Services	17,017	24.3	17,017	7,655	8,221	919	222
Business/Consulting Services	6,055	8.7	6,055	2,847	2,678	380	150
Other Non-Manufacturing	3,176	4.5	3,176	1,239	1,726	104	107
SUB-TOTAL NON-MANUFACTURING	36,666	52.4	36,666	16,700	17,701	1,699	566
Other	1,471	2.1	1,471	316	887	142	126
TOTAL QUALIFIED CIRCULATION	70,025	100.0	70,025	28,138	37,016	3,510	1,361

SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 2018

This is an analysis of the 63,065 or 90.1% of the recipients multiple job functions. See questionnaire used to elicit these data. Since any one respondent may have checked more than one response, the totals for each of these should not be added together as the total may exceed the total circulation. These data are presented for statistical and marketing purposes.

Business and Industry	Total Qualified	Total Number of Respondents Who Indicate That They Perform One or More Job Functions	Analysis of Multiple Job Functions					
			Logistics Management, Transportation/Distribution/Traffic	Import/Export/International Shipping	Fleet Operations	Site Selection	Warehousing/DC Management	Inventory/Materials Control
Food/Beverage & Tobacco Manufacturing	5,043	4,575	3,996	2,253	1,627	1,661	2,677	2,820
Consumer Goods Manufacturing	3,588	3,367	2,951	1,927	1,111	1,172	1,928	2,018
Textiles/Apparel Manufacturing	842	801	677	541	218	257	474	482
Paper/Printing Manufacturing	1,747	1,547	1,301	826	501	482	879	956
Chemicals/Pharmaceuticals Manufacturing	2,697	2,503	2,187	1,646	794	900	1,417	1,547
Plastics & Rubber Manufacturing	1,291	1,171	984	731	343	378	654	736
Primary Metals Manufacturing	1,285	1,134	940	578	371	360	572	694
Fabricated Metals Manufacturing	2,304	2,076	1,764	1,149	664	686	1,086	1,334
Industrial Machinery Manufacturing	2,484	2,203	1,840	1,295	676	658	1,183	1,288
Computers & Electronics Manufacturing	1,477	1,388	1,198	858	376	426	761	839
Electrical Equipment Manufacturing	1,079	986	834	595	240	265	509	573
Aerospace Manufacturing	832	765	631	443	213	208	358	460
Automotive & Transportation Equipment Manufacturing	2,696	2,447	2,131	1,351	860	745	1,245	1,379
Furniture Manufacturing	590	530	465	291	197	184	311	343
Other Manufacturing	3,933	3,564	2,979	1,955	993	920	1,885	2,147
SUB-TOTAL MANUFACTURING	31,888	29,057	24,878	16,439	9,184	9,302	15,939	17,616
Wholesale Trade	5,696	5,142	4,475	2,628	1,962	1,916	3,160	3,338
Retail Trade	4,722	4,123	3,484	1,715	1,333	1,271	2,307	2,419
3rd Party Logistics Provider, Transportation/Warehousing Services	17,017	15,726	14,572	7,310	6,082	4,494	7,106	6,255
Business/Consulting Services	6,055	5,215	4,553	2,492	1,748	1,999	2,821	2,859
Other Non-Manufacturing	3,176	2,499	2,023	952	812	656	1,183	1,412
SUB-TOTAL NON-MANUFACTURING	36,666	32,705	29,107	15,097	11,937	10,336	16,577	16,283
Other	1,471	1,303	1,109	622	380	298	631	671
TOTAL QUALIFIED CIRCULATION	70,025	63,065	55,094	32,158	21,501	19,936	33,147	34,570

SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 2018

This is an analysis of the 70,025 or 100.0% of the recipients who buy, specify, recommend or approve the following logistics/transportation services, equipment and technology. See questionnaire used to elicit these data. Since any one respondent may have checked more than one response, the totals for each of these should not be added together as the total may exceed the total circulation. These data are presented for statistical and marketing purposes.

Logistics/Transportation Services, Equipment and Technology	Total Respondents who Buy, Specify, Recommend or Approve Logistics/Transportation Services, Equipment and Technology	Percent
Logistics/Transportation Services	64,599	92.3
Truckload Motor Freight or LTL Motor Freight	50,716	72.4
Truckload Motor Freight	46,141	65.9
LTL Motor Freight	39,621	56.6
Air Freight	33,128	47.3
Small Package Delivery Services	40,097	57.3
Freight Forwarding Services	24,938	35.6
3rd Party/Contract Logistics Services	35,180	50.2
Expedited Freight Services	25,249	36.1
Intermodal Services	24,788	35.4
Rail Carriers	18,616	26.6
Ocean Freight	23,350	33.3
Port Selection	18,241	26.0
Van Lines	16,593	23.7
Public/Contract Warehousing	20,945	29.9
Dedicated/Leased Fleet Operations	18,160	25.9
Logistics/Transportation Equipment	43,796	62.5
Trucks/Tractors	30,513	43.6
Trailers	25,373	36.2
Lift Trucks	26,993	38.5
Warehouse Equipment	32,443	46.3
Logistics/Transportation Technology	38,900	55.6
Auto ID Systems/Bar Coding/RFID	22,903	32.7
Supply Chain Software/Warehousing Management Systems/Transportation Management Software	36,295	51.8
Supply Chain Software	25,597	36.6
Warehousing Management Systems	28,025	40.0
Transportation Management Software	26,055	37.2
TOTAL QUALIFIED CIRCULATION	70,025	100.0

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

Qualification Source	Qualified Within			Print	Digital	Total Qualified	Percent
	1 year	2 year	3 year				
I. TOTAL – Direct Request:	52,200	17,825	-	47,785	22,240	70,025	100.0
a. Written	1,836	275	-	2,098	13	2,111	3.0
b. Telecommunication	24,680	10,952	-	28,162	7,470	35,632	50.9
c. Electronic	25,684	6,598	-	17,525	14,757	32,282	46.1
II. TOTAL – Request from recipient's company:	-	-	-	-	-	-	-
a. Written	-	-	-	-	-	-	-
b. Telecommunication	-	-	-	-	-	-	-
c. Electronic	-	-	-	-	-	-	-
III. TOTAL – Membership Benefit:	-	-	-	-	-	-	-
a. Individual	-	-	-	-	-	-	-
b. Organizational	-	-	-	-	-	-	-
IV. TOTAL – Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
a. Written	-	-	-	-	-	-	-
b. Telecommunication	-	-	-	-	-	-	-
c. Electronic	-	-	-	-	-	-	-
V. TOTAL – Sources other than above (listed alphabetically):	-	-	-	-	-	-	-
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's and wholesaler's lists	-	-	-	-	-	-	-
Other sources	-	-	-	-	-	-	-
VI. TOTAL – Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	52,200	17,825	-	47,785	22,240	70,025	100.0
PERCENT	74.5	25.5	-	68.2	31.8	100.0	

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2018

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	264	60	324		Kentucky	700	191	891	
New Hampshire	255	77	332		Tennessee	996	336	1,332	
Vermont	131	27	158		Alabama	635	175	810	
Massachusetts	837	294	1,131		Mississippi	272	82	354	
Rhode Island	160	50	210		EAST SO. CENTRAL	2,603	784	3,387	4.8
Connecticut	617	170	787		Arkansas	466	125	591	
NEW ENGLAND	2,264	678	2,942	4.2	Louisiana	326	100	426	
New York	2,315	773	3,088		Oklahoma	419	122	541	
New Jersey	1,624	556	2,180		Texas	2,844	1,116	3,960	
Pennsylvania	2,684	827	3,511		WEST SO. CENTRAL	4,055	1,463	5,518	7.9
MIDDLE ATLANTIC	6,623	2,156	8,779	12.5	Montana	173	36	209	
Ohio	2,725	818	3,543		Idaho	271	93	364	
Indiana	1,203	361	1,564		Wyoming	101	20	121	
Illinois	3,033	971	4,004		Colorado	532	199	731	
Michigan	1,926	598	2,524		New Mexico	199	54	253	
Wisconsin	1,898	503	2,401		Arizona	611	249	860	
EAST NO. CENTRAL	10,785	3,251	14,036	20.1	Utah	457	156	613	
Minnesota	1,285	366	1,651		Nevada	253	74	327	
Iowa	812	223	1,035		MOUNTAIN	2,597	881	3,478	5.0
Missouri	1,080	279	1,359		Alaska	103	39	142	
North Dakota	169	38	207		Washington	899	308	1,207	
South Dakota	182	47	229		Oregon	556	193	749	
Nebraska	513	128	641		California	4,170	1,585	5,755	
Kansas	590	156	746		Hawaii	183	49	232	
WEST NO. CENTRAL	4,631	1,237	5,868	8.4	PACIFIC	5,911	2,174	8,085	11.5
Delaware	135	46	181		UNITED STATES	47,683	15,499	63,182	90.2
Maryland	713	209	922		U.S. Territories	102	90	192	
Washington, DC	62	36	98		Canada	-	765	765	
Virginia	1,015	327	1,342		Mexico	-	241	241	
West Virginia	251	50	301		Other International	-	5,645	5,645	
North Carolina	1,719	553	2,272		APO/FPO	-	-	-	
South Carolina	711	236	947						
Georgia	1,719	640	2,359						
Florida	1,889	778	2,667						
SOUTH ATLANTIC	8,214	2,875	11,089	15.8					
					TOTAL QUALIFIED CIRCULATION	47,785	22,240	70,025	100.0

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.

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C Which of the following best describes your job function? (Check only one)

1 Executive & Senior Supply Chain Management (C-level, President, VPs)

2 Logistics/Transportation/Supply Chain Management

3 Distribution/Warehouse Management

4 Operations Management

5 Purchasing Management

6 Logistics/Transportation/Distribution Specialist or Analyst

99 Other Job Function

Fax this form back to 1-847-291-4816 or apply online at www.logisticsmgmt.com/subscribe

D Which of the following products and services do you buy, specify, recommend or approve? (Please check all that apply)

<p>Logistics/Transportation Services</p> <p>20 <input type="checkbox"/> Truckload Motor Freight</p> <p>21 <input type="checkbox"/> LTL Motor Freight</p> <p>22 <input type="checkbox"/> Air Freight</p> <p>23 <input type="checkbox"/> Small Package Delivery Services</p> <p>24 <input type="checkbox"/> 3rd Party/Contract Logistics Services</p> <p>25 <input type="checkbox"/> Intermodal Services</p> <p>26 <input type="checkbox"/> Ocean Freight</p> <p>27 <input type="checkbox"/> Port Selection</p> <p>28 <input type="checkbox"/> Freight Forwarding Services</p> <p>29 <input type="checkbox"/> Expedited Freight Services</p> <p>30 <input type="checkbox"/> Rail Carriers</p> <p>31 <input type="checkbox"/> Van Lines</p> <p>32 <input type="checkbox"/> Public/Contract Warehousing</p> <p>33 <input type="checkbox"/> Dedicated/Leased Fleet Operations</p> <p>99 <input type="checkbox"/> None of the above Services, Equipment or Technology (20-42)</p>	<p>Logistics/Transportation Equipment</p> <p>34 <input type="checkbox"/> Trucks</p> <p>35 <input type="checkbox"/> Tractors</p> <p>36 <input type="checkbox"/> Trailers</p> <p>37 <input type="checkbox"/> LTL Trucks</p> <p>38 <input type="checkbox"/> Warehouse Equipment</p> <p>Logistics/Transportation Technology</p> <p>39 <input type="checkbox"/> Auto ID Systems/Bar Coding/RFID</p> <p>40 <input type="checkbox"/> Supply Chain Software</p> <p>41 <input type="checkbox"/> Warehousing Management Systems</p> <p>42 <input type="checkbox"/> Transportation Management Software</p>
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E In which of the following functions are you involved? (Check all that apply)

<p>1 <input type="checkbox"/> Logistics Management</p> <p>2 <input type="checkbox"/> Transportation/Distribution/Traffic</p> <p>3 <input type="checkbox"/> International Shipping</p> <p>4 <input type="checkbox"/> Import</p> <p>5 <input type="checkbox"/> Export</p> <p>99 <input type="checkbox"/> None of the above</p>	<p>6 <input type="checkbox"/> Fleet Operations</p> <p>7 <input type="checkbox"/> Site Selection</p> <p>8 <input type="checkbox"/> Warehousing/DC Management</p> <p>9 <input type="checkbox"/> Inventory/Materials Control</p>
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F What is your company's primary business? (Check only one)

<p>Manufacturing</p> <p>1 <input type="checkbox"/> Food, Beverage & Tobacco</p> <p>15 <input type="checkbox"/> Consumer Goods</p> <p>2 <input type="checkbox"/> Textiles/Apparel</p> <p>3 <input type="checkbox"/> Paper/Printing</p> <p>4 <input type="checkbox"/> Chemicals/Pharmaceuticals</p> <p>5 <input type="checkbox"/> Plastics & Rubber</p> <p>6 <input type="checkbox"/> Primary Metals</p> <p>7 <input type="checkbox"/> Fabricated Metals</p> <p>Non-Manufacturing</p> <p>30 <input type="checkbox"/> Wholesale Trade</p> <p>31 <input type="checkbox"/> Retail Trade</p> <p>32 <input type="checkbox"/> 3rd Party Logistics Provider</p> <p>33 <input type="checkbox"/> Transportation/Warehousing Services</p> <p>34 <input type="checkbox"/> Business/Consulting Services</p> <p>35 <input type="checkbox"/> Other Non-Manufacturing</p> <p>99 <input type="checkbox"/> Other business not identified above</p>	<p>8 <input type="checkbox"/> Industrial Machinery</p> <p>9 <input type="checkbox"/> Computers & Electronics</p> <p>10 <input type="checkbox"/> Electrical Equipment</p> <p>11 <input type="checkbox"/> Aerospace</p> <p>12 <input type="checkbox"/> Automotive & Transportation Equipment</p> <p>13 <input type="checkbox"/> Furniture</p> <p>14 <input type="checkbox"/> Other Manufacturing</p>
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G How many people work for your entire company?

<p>1 <input type="checkbox"/> 1,000 or more</p> <p>2 <input type="checkbox"/> 800 to 999</p> <p>3 <input type="checkbox"/> 250 to 499</p> <p>4 <input type="checkbox"/> 100 to 249</p>	<p>5 <input type="checkbox"/> 50 to 99</p> <p>6 <input type="checkbox"/> 20 to 49</p> <p>7 <input type="checkbox"/> 1 to 19</p>
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H Which of the following publications do you receive personally addressed to you? (Check all that apply)

<p>1 <input type="checkbox"/> SupplyChainBrain</p> <p>2 <input type="checkbox"/> InboundLogistics</p> <p>5 <input type="checkbox"/> DC Velocity</p> <p>4 <input type="checkbox"/> None of the above</p>

I Which of the following eNewsletters would you like to receive? (Check all that apply)

<p>2 <input type="checkbox"/> This Week in Logistics</p> <p>5 <input type="checkbox"/> This Week in Supply Chain</p> <p>7 <input type="checkbox"/> This Week in Modern</p>
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LM18Q

PUBLISHER'S AFFIDAVIT

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

Brian Ceraolo, President

Michelle McKeon, Senior Audience Marketing Manager

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

IMPORTANT NOTE:

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

Date signed

January 15, 2019

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Framingham

State

Massachusetts

Received by BPA Worldwide

January 15, 2019

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