

BRAND REPORT

FOR THE 6 MONTH PERIOD ENDED JUNE 2018



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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Published seven times a year with distribution at all of the world's leading storage events, **TANK STORAGE MAGAZINE** provides in-depth coverage of key developments to its audience of tank terminal professionals. Each issue contains the latest news on terminal expansions and developments around the globe. It also examines geographical regions in detail, covering market analysis, challenges, legislation and regulations, as well as exclusive interviews with key terminal operators.

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

TANK STORAGE MAGAZINE STORAGE FOR MEXICO'S NEW ENERGY FOR A GRAPH FOR A GRAPH



EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
TANK STORAGE MAGAZINE (3 issues in the period)	3,059	198	3,257
TANK STORAGE WEBSITE (Monthly Users with 14.935 average Pageviews)	6,005	-	6,005

FIELD SERVED

*See Additional Data

TANK STORAGE MAGAZINE serves the tank terminal industry and others allied to the field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include titled and non-titled personnel within the field served.

AVERAGE NON-QUALIFIED CIRCULATION Non-Qualified Not Included Elsewhere Copies Other Paid Circulation Advertiser and Agency *Allocated for Trade Shows and Conventions All Other 53 TOTAL 2,489

1. AVERAGE QUA	LIFIED (CIRCULA	TION BF	REAKOUT	FOR P	ERIOD
	Total Oualified			Qualified Non-Paid		lified aid
Qualified Circulation	Copies	Percent	Copies	Percent	Copies	Percent
Individual	3,240	99.5	3,054	93.8	186	5.7
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	17	0.5	5	0.1	12	0.4
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	3,257	100.0	3,059	93.9	198	6.1

EI QUALITIED OINOULATIO	ON BY ISSUES FOR PERIOD Total
2018 Issue	Qualified
February/March	3,291
April/May	3,201
June/July	3,278

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE/JULY 2018 This issue is 1.0% or 32 copies above the average of the other 2 issues reported in Paragraph 2.

Business & Industry (Note 1)	Total Qualified	Percent of Total
Independent Terminal operator, Oil company, Chemical company, Biofuels company, Equipment/service supplier, Trader, Financial Institution.	3,278	100.0
Others Allied to the Field	-	-
TOTAL QUALIFIED CIRCULATION	3,278	100.0
PERCENT	100.0	

Note 1: Qualified recipients include titled and non-titled personnel within the field served.

${\bf 3b.} \ \ {\bf QUALIFICATION} \ {\bf SOURCE} \ {\bf BREAKOUT} \ {\bf OF} \ {\bf QUALIFIED} \ {\bf PAID} \ {\bf CIRCULATION} \ {\bf FOR} \ {\bf ISSUE} \ {\bf OF} \ {\bf JUNE/JULY} \ {\bf 2018}$

Qualified Within					
Qualification Source	1 Year	2 Years	3+ Years	Total Qualified	Percent
I. Direct Request:	266	198	•	464	14.2
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):	1,519	1,295	-	2,814	85.8
Association rosters and directories	-	-	-	-	-
*Business directories	1,517	-	-	1,517	46.3
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	2	1,295	-	1,297	39.5
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	1,785	1,493	-	3,278	100.0
PERCENT	54.5	45.5		100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE/JULY 2018

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	1,532	46.7
Individuals by name only	1,706	52.0
Titles or functions only	-	-
Company names only	12	0.4
Multi-Copy Same Addressee copies	28	0.9
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	3,278	100.0

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
6-Month Period Ended:	July – December 2015	January – June 2016	July – December 2016	January – June 2017	July – December 2017*	January – June 2018*
Total Audit Average Qualified:	3,078	3,055	3,042	3,076	2,971	3,257
Qualified Non-Paid:	2,886	2,869	2,842	2,886	2,776	3,059
Qualified Paid:	192	186	200	190	195	198
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	£150.00	£150.00	€193.47	€203.67	€210.00	€210.00

*NOTE: July 2017 – June 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

^{**}NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE/JULY 2018*

State	Total Qualified	Percent
Maine	8	
New Hampshire	2	
Vermont	•	
Massachusetts	8	
Rhode Island	3	
Connecticut	11	
NEW ENGLAND	32	1.0
New York	46	
New Jersey	27	
Pennsylvania	41	
MIDDLE ATLANTIC	114	3.5
Ohio	30	
Indiana	20	
Illinois	41	
Michigan	14	
Wisconsin	8	
EAST NO. CENTRAL	113	3.4
Minnesota	13	
Iowa	15	
Missouri	9	
North Dakota	š	
South Dakota	1	
Nebraska	3	
Kansas	14	
WEST NO. CENTRAL	58	1.8
Delaware	7	
Maryland	4	
Washington, DC	1	
Virginia	15	
West Virginia	3	
North Carolina	3 8 5	
South Carolina		
Georgia	28	
Florida	29	
SOUTH ATLANTIC	100	3.1
*See Additional Data		·

State	Total Qualified	Percent
	14	reicent
Kentucky Tennessee	10	
Alabama	20	
Mississippi	10	
EAST SO. CENTRAL	54	1.7
Arkansas	7	1.1
Louisiana	80	
Oklahoma	33	
Texas	832	
WEST SO. CENTRAL	952	29.0
Montana	1	20.0
Idaho	6	
Wyoming	2	
Colorado	10	
New Mexico	6	
Arizona	8	
Utah	9	
Nevada	2	
MOUNTAIN	9 2 44 20	1.3
Alaska	20	
Washington	10	
Oregon	3	
California	56	
Hawaii	10	
PACIFIC	99	3.0
UNITED STATES	1,566	47.8
U.S. Territories		
Canada	25	
Mexico	31	
Other International	1,656	
APO/FPO	-	
TOTAL QUALIFIED		
TOTAL QUALIFIED CIRCULATION	3,278	100.0
CIRCULATION	<i>'</i>	

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE/JULY 2018*

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
ASIA			Switzerland	1	
Azerbaijan	1		Turkey	2	
Bangladesh	1		United Kingdom	98	
China	221		Subtotal	872	26.6
Hong Kong - SAR	1		AFRICA		
India	91		Djibouti	1	
Indonesia	4		Egypt	1	
Japan	42		Kenya	1	
Korea, Republic Of	39		Mauritius South Africa	1 2	
Malaysia	53		Tunisia	1	
Pakistan	2		Subtotal	7	0.2
Philippines	16		NORTH AMERICA	/	0.2
Singapore	33		Canada	25	
Taiwan	2		Mexico	31	
Thailand	1		United States	1,566	
Vietnam	2		Subtotal	1,622	49.5
Subtotal	509	15.5	CARIBBEAN	1,022	10.0
MIDDLE EAST			Antigua and Barbuda	1	
Israel	1		Barbados	2	
United Arab Emirates	194		Dominican Republic	1	
Subtotal	195	6.0	Jamaica	1	
EUROPE			Puerto Rico	1	
Austria	1		Trinidad and Tobago	2	
Belgium	65		Subtotal	8	0.2
Bulgaria	1		CENTRAL AMERICA		
Channel Islands	1		Guatemala	3	
Croatia	3		Nicaragua	1	
Cyprus	4		Panama	2	
Estonia	37		Subtotal	6	0.2
Finland	28		SOUTH AMERICA	_	
France	105		Argentina	5 1	
Germany	108		Bolivia Brazil	23	
Greece	2		Chile	23	
Hungary	1		Colombia	8	
Iceland	1		Ecuador	1	
Ireland	1		Paraguay	1	
Italy	83		Peru	3	
Latvia	2		Uruguay	2	
Netherlands	114		Venezuela	3	
Norway	3		Subtotal	53	1.6
Poland	38		ASIA PACIFIC		
Portugal	4		Australia	6	
Romania	2		Subtotal	6	0.2
Spain	121		TOTAL QUALIFIED		
Sweden	46		CIRCULATION	3,278	100.0
See Additional Data	40		OINCOLATION		

WEBSITE CHANNEL

WWW.TANKSTORAGEMAG.COM

2018	Pageviews	Sessions	Users	Average Session Duration
January	21,153	9,999	7,231	2:08
February	17,273	9,097	6,762	1:45
March	13,725	7,573	5,684	1:30
April	13,422	7,517	5,667	1:38
May	13,081	7,705	5,698	1:31
June	10,960	6,599	4,989	1:30
AVERAGE:	14,935	8,081	6,005	1:40

January - June 2018 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 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.

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

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

ADDITIONAL DATA

MAGAZINE:

CHANGE IN FREQUENCY:

Effective September 2018, TANK STORAGE will be changing its frequency from 6 to 7 issues per year.

AVERAGE NON-OUALIFIED CIRCULATION:

Event distribution for:

Date	Event/Location	Copies
February/March	StocExpo Europe	2,950
April/May	NISTM Orlando	1,182
	Petro Expo	30
	FPS	150
June/July	ILTA	1,780
	Argus Mediterranean	150
	TankBank	100
	FETSA	300

PARAGRAPH 3b:

Business directories include 1 source of circulation for a quantity of 1,517 copies or 46.3%, including TankTerminals.com directory. Other sources include 2 sources of circulation for quantities of 2 copies or -% to 1,295 copies or 39.5%, including Internet & ILTA Attendees.

GEOGRAPHIC DISTRIBUTION:

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

PUBLISHER'S AFFIDAVIT

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

John Darke, Subscriptions Manager

Margaret Dunn, Publisher

(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.

City Received by BPA Worldwide Туре

Date signed

Country

August 1, 2018 United Kingdom London August 1, 2018

BJ **ID** Number T324B0J8

Anot-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.