

# **SUPPLIER RELATED**

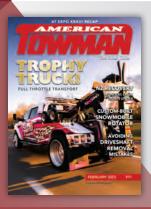
Perks & Highlights

Contact your AT advertising sales representative for more info on perks, bonuses and upcoming editorial linking opportunities



# **January** TOWMAN OF THE YEAR

Readers find encouragement and incentive from industry players who've made their business or cause stand out and are recognized for their continued influence in the towing industry. This issue gets a prime spot on many shelves each year.



# February EXPO RECAP

Features an extended recap of the American Towman Expo. In 2024 this means a close up view of the AT Expo in Baltimore. From the Wrecker Pageant winners, to the March of the Heroes and more, readers will be exploring all the pics and recaps in these pages.



# April BUYERS REPORT

Company & product reviews always mean more coming from the end-users. AT's editors reach out to towers to get their opinions on the latest intel.

## **BONUS CIRCULATION ISSUES:**

AT ShowPlace-Vegas: April & May TowXpo Ft.Worth: May & June AT Exposition Baltimore: October & November

# Special Issues throughout the year

# June SUPPLIER DIRECTORY

The most comprehensive buyers guide in the industry. Readers reference this issue all year long to keep tabs on the suppliers, services and equipment they need.



# October Official at EXPO PROGRAM

Circulated to 43,000+ companies, this issue features coverage of the exhibits, seminars and events of the world's largest convention and trade show for the emergency road service industry.



# **December**PRODUCT SHOWCASE

This section highlights suppliers' products, websites or brochures and serves as a preview for the coming year, giving readers a taste of what's to come.



American Towman is the only publication that receives bonus circulation at the three American Towman Expositions - including the world's largest convention and trade show for the emergency road service industry in Baltimore.

# **WELCOME TO AMERICAN TOWMAN**

# First on the scene since 1977,

American Towman is towing's premier magazine, spanning six decades covering America's captains of industry in emergency road service.



Known for its "hard news" approach,
American Towman Magazine illuminates the challenges
of the towing trade each month with its creative
approach to issues critical to a towing operation.

# Larger Than Towing

American Towman magazine (AT) is truly dedicated to the towing, recovery and emergency road service industry, and as such, has grown to be the leader in this industry, establishing trust and credibility among its readers. We are the foremost national trade magazine for the towing marketplace. 2024 marks our 48th year of publishing.

# Digital Circulation

We also go beyond the circulation in the mail and deliver our digital edition of the magazine to over 35,000 towing professionals. The current digital edition and archived issues are always available for readers at itowman.com. Inside our digital edition each advertiser receives a hyperlink to their website from their advertisement.

# Highest Qualified Print Circulation

American Towman is the true business to business magazine and audited by BPA to show proof that we deliver what we promise which is blanketing the marketplace monthly to over 30,000 qualified readers.

# American Towman TV

The industry's first online TV program focusing on all aspects of the towing industry featured on TowIndustryWeek.com

# Recognized by the Wall Street Journal

American Towman Media was proudly featured on page I of The Wall Street Journal May 9, 2017. WSJ reported on the many and varied ways American Towman covers and is engaged with the tow industry.

# Editorial Experience American Towman's editors and

American Towman's editors and contributors feature more than 300 years of combined experience in writing and reporting. When it comes to recovery, towing, transportation, repossession and anything else needed in the auto aftermarket, American Towman's staff and contributors cover what readers need to know in each issue. Our writers come from the trenches of running towing operations and a close look inside American Towman magazine will detect the depth of experience behind its editorial coverage.

When
AT field writer
George Nitti
asked tower David
Akins from Red River
Wrecker Service, in
Texarkana Fulton, AR
whether he heard of
American Towman Magazine,
he said "Are you kidding me?
I read through each issue
two or three times a month.

It's the Bible of Towing."



# TowIndustryWeek.com (TIW)

With over 57,000 monthly views, 44,000 are unique visits: towing industry's first and only weekly e-magazine Tow Industry Week is the most visited website in the towing industry.

The weekly format allows us to connect to towing professionals regularly with hard news and important industry information with fresh daily news content. TIW is available online 24/7/365 and is delivered each week to our email database of over 35,000 towing professionals.

# American Towman Connects To The Industry Like No Other

- American Towman created the first statue to the towing professional, the bronze Towman Monument - depicting a heroic scene (1999)
- American Towman commissioned first Mural dedicated to the tow professional "Lifelines" hand painted and spanning a cityblock (2002)
- American Towman commissioned The Towman Chopper "Hero" - the first towing-themed motorcycle (2008)
- American Towman debuts the Towman Ballad "The Road Calls" - the first published song championing the everyday tower who rises to heroism (2015)
- American Towman co-funded The Spirit Ride, a non-profit initiative that successfully raised awareness by drawing media attention to the Slow Down Move Over Laws and the dangers all first responders face (2017)

# American Towman Uniquely Recognizes The Towman

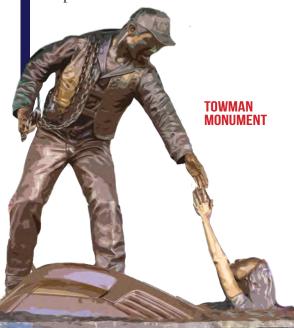
American Towman created the following recognition programs – all highlighting different contributions of the tow professional to the motoring public.

- *ACE Awards* Recognizing service excellence: nominated by leading motor clubs and call providers (since 1993)
- Towman Order Recognizing dedication
  to their communities and
  professionalism of the trade
   nominated by Police Chiefs
  and Fire Chiefs (since 2011)
- *Towman Medal* Honoring a towing professional's heroism, for risking their life in an endeavor to save another (since 1989)
- *Trust Award* Rewarding towing operations for their demonstration of trust to their customers and towing industry partners (since 2019)

# Face-to-face Marketing Through The Largest Towing Expositions

American Towman produces the industry's premier Exposition each year—American Towman Exposition at the Baltimore Convention Center as well as TowXpo in Ft.Worth, Texas and The American Towman ShowPlace in Las Vegas

American Towman magazine is the only publication that receives bonus circulation to all attendees at our expositions.







Editor-in-Chief Steve Calitri has 30-plus years experience in the towing and trucking industries. Steve cofounded the national Spirit Ride campaign publicizing Move Over laws and tower safety to the motoring public, created the Towman Medal honoring towers for heroism and the Towman Monument. In 2003, Steve was inducted into the International Towing and Recovery Hall of Fame in Chattanooga, Tennessee, for his contribution to the towing industry.



Operations Editor Randall C. Resch is a 2014 inductee into the International Towing and Recovery Hall of Fame. He has been in the towing and recovery industry for more than 40 years as an owner, manager, consultant and trainer. He is a retired California police officer and also writes bi-weekly columns for TowIndustryWeek.com.



Contributing Editor Brian J. Riker is a thirdgeneration towman with 30+ years of experience in the ditch as a tow operator and company owner. As President of Fleet Compliance Solutions, he specializes in safety education while helping fleet operators navigate the complex world of Federal and State transportation regulatory compliance. He can be reached at brian@yourdotguy.com



Larry Oxenham is one of America's top asset protection experts, having helped thousands of professionals achieve financial peace of mind by teaching them how to properly structure their assets for lawsuit protection and tax reduction. He has authored and co-authored several articles and books on the subject including The Asset Protection Bible and How to Achieve Financial Peace of Mind through Asset Protection. Larry Oxenham is a nationally recognized speaker who has trained thousands of professionals at hundreds of conventions, conferences and seminars across the country.



Municipal Editor Bobby Tuttle has been involved in the towing and recovery industry since 1977 and worked at almost all job positions possible, from entry-level operator to field management and administration. A majority of his experience has been providing Traffic Incident Management response in San Antonio, Texas. He founded Complete Incident Response Training in 2003 to provide training and consulting services to both the towing industry and the first responder community. He also serves as the Incident Manager for the San Antonio Police Department towing contract.



Chassis Editor David A. Kolman is a multi-faceted trucking trade journalist with experience in print, online and broadcasting. David has hosted trucker television and tradio programs, helped write trucking industry documentaries and video programs. David keeps readers up-to-date on the latest trends and developments coming from the OEMs, as well as maintenance tips and advice.



Stephanie Marchese is the newest member of the American Towman Editorial Staff and brings nearly a decade of publishing experience, most recently in the book publishing sector.

# **EDITORIAL STAFF**



Steve Temple has many years of experience as an automotive photojournalist and editor of numerous magazines, both consumer and trade. He has a passion for diesel engines, and one of hisa personal rigs is a one-ton Dodge dually with an upgraded Cummins turbodiesel, often used for both towing and hauling.



Safety Editor John Borowski has over 45 years experience as a tow business owner, wrecker manufacturer specialist, trainer and writer. He was awarded the first "Towman of the Year" by American Towman magazine and two Towman Medals for heroism. He was inducted in the Towing and Recovery Hall of Fame in 2001.



Field Editor (West) Terry Abejuela has 40 years of experience in towing and recovery, specializing in light-duty operations. After working as a light-duty tow operator for five years, he was hired as a Tow and Service Instructor by the Automobile Club of Southern California in 1982. He has been a light-duty Level I instructor for the California Tow Truck Association since 1998.



Contributing Editor Paul Stephens is a towing industry trainer with more than 34 years of towing experience. He has served as a consultant for many automobile manufacturers, equipment manufacturers, and companies for service provider education, towability and road service procedures.



Repo Run Editor Mark Lacek is a 35-year veteran of the asset-recovery industry. Mark was formerly the editor and co-founder of Professional Repossessor magazine. Mark covers the asset-recovery segment and repossession niche of the towing industry for American Towman Magazine. He instructs repo agents on proper techniques and procedures for the business, concentrating on real-life senarios.



George L. Nitti has written for American Towman since 2009. He started out as a news writer and now writes a weekly feature on TowIndustryWeek.com, Tow Illustrated, which spotlights the tow truck graphics.

The Industry's Creative Leaders

# **DEPARTMENTS**



## Hands-On Tech

This department focuses on tow truck operations and maintenance, and proper use of tools, equipment and new gear.



## Tow Boss

This column advises owners and managers on the best practices to keep operations running smoothly on the streets, in the yard and in the office. It covers management topics from a variety of angles and gives readers something to contemplate in each issue.



## Towing Technology

Covers the latest engineering developments in the towing industry that enhance both safety and efficiency in the field. Topics range from new wrecker designs to fleet management software, along with specialized rigging equipment and traffic control equipment.



## **Tow Manager**

Managing operators.
Managing training. Managing customers (and complaints).
Managing budgets. Managing office staff and software.
Managing HR concerns, pay, time-off requests, schedules, and more. Managing fleets and equipment. Everything that managers and owners oversee gets touched on regularly in American Towman.



## Recovery Features

American Towman and TowIndustryWeek.com feature the most articles showing the tough and complicated work towers are doing in the field. Whether it's semis in a median, planes off the runway, combines stuck in muck, cars in rushing rivers and more, AT has covered it all. Recoveries from our readers are a mainstay of what we share.



## Road Tools & Zoom In

These anchor pages showcase new products, tools and equipment from the suppliers to the industry.



# Repo Run

Longtime asset-recovery veteran Mark Lacek shares ideas and solutions (and the occasional "war story") for the problems repossession companies face on the street. He focuses on training, certification and safe practices to educate repo agents.



## Classic Wrecker

A fond look back at the rich history of tow trucks, and significant developments in towing technology. Many of these beautifully restored classic wreckers are trophy winners in the Vintage Class of American Towman's Wrecker Pageant.



## My Baby

Towers spend lots of money, time and love on the appearance of their vehicles or trucks, from light to heavy, get the utmost attention to detail on paint and graphics, chrome, shiny wheels and tires for the street and shows. Each month features some of the best-looking wreckers out there, both new and old.



## Safety

Stay safe out there! From distracted drivers to hazmat scenarios and dangerous customers to complicated recoveries, our writers add tips and advice on what to look for as you keep your head on a swivel to return home safe every day.



# **RATE CARD** Advertising Information

## Display Ads\*

4 COLOR RATES	1X	3X	6X	12X
Full Page	3980	3870	3760	3540
1/2 Page Island	2490	2410	2360	2170
1/2 Page	2285	2225	2195	2015
1/3 Page	1640	1600	1540	1440
1/4 Page	1295	1265	1200	1135
1/6 Page	900	865	845	805

## **Covers: 4 Color Process Only**

RATES	1X	3X	6X	12X
Cover 2	5390	5080	4800	4490
Cover 3	4660	4400	4150	3890
Cover 4	5950	5650	5390	5140

#### **Inserts**

**Direct Response Card** 

**CALL FOR** 

Tip-In

#### Classified Ads: Towman's Market

RATES		
1"	\$125	
2"	\$225	
3"	\$325	

· Classified ads must be prepaid

 Space reservation is due by the first of the preceeding month

· All classified rates are net

1" Classified Ad 2.25"W x 1"H

> 2" Classified Ad 2.25"W x 2"H



**NOT ACTUAL SIZE** 



For Additional Production Information: Anne Ruzsilla, Art Director 800-732-3869 ext. 215 anne@towman.com

#### **Production Details:**

Printed Web Offset Reproduction Requirements

Cover 80 lb. DPI: 300 minimum

Inside 40 lb. PDF: Hi-Res CMYK with font embedded Perfect Bound FTP: Call for instructions and permission

# Ad Specifications\*\*:

**FULL PAGE** WITH BLEED

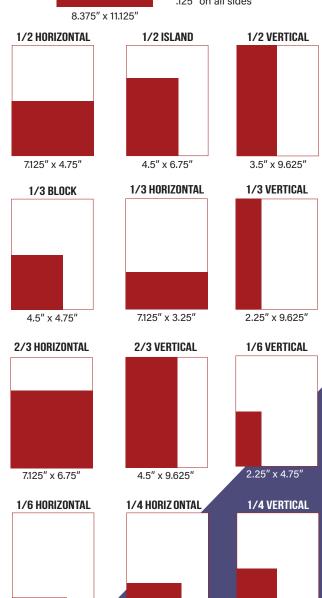


#### **IMPORTANT FULL PAGE SPECIFICATIONS:**

Live Area 7.125" x 9.625"

Trim Size 8.125" x 10.875"

Bleed .125" on all sides



\*\* Illustrations are for visual example. They are drawn to scale, but are not actual size.

3.5" x 4.75"

4.75" x 3.5"

4.75" x 2.25"

# **DEADLINES**Advertising Information

800-Read-tow (800-732-3869) ext. 213 Digital edition: itowman.com

ISSUE DATE	SPACE CLOSE	MATERIAL CLOSE	MAIL DATE
January	December 6	December 12	December 29
February	January 9	January 16	January 30
March	February 6	February 13	March 1
April	March 6	March 14	March 29
May	April 8	April 15	April 30
June	May 9	May 15	May 30
July	June 7	June 13	July 1
August	July 8	July 15	July 29
September	August 7	August 16	August 28
October	September 9	September 16	October 1
November	October 9	October 16	October 30
December	November 6	November 13	December 5

# Why American Towman?

- American Towman
   is the true business to
   business magazine and
   audited by BPA to show
   proof that we deliver
   what we promise which is
   blanketing the marketplace
   monthly to over 30,000 qualified readers.
- We also go beyond the circulation in the mail and deliver our digital edition of the magazine to over 35,000 towing professionals. The current digital edition and archived issues are always available for readers at itowman.com. Inside our digital edition each advertiser receives a hyperlink to their website from their advertisement.
- With over 57,000 monthly visitors of which over 44,000 are unique visits: towing industry's first and only weekly e-magazine Tow Industry Week is the most visited website in the towing industry.

# **Advertising Sales 800-732-3869**

Dennie Ortizext. 213dortiz@towman.comEllen Rosengartext. 203erosengart@towman.comPeggy Calabreseext. 202peggy@towman.com

#### \*Commissions:

Recognized agencies receive a 15% commission on display advertising reserved through insertion order or contract when payment is made within 30 days of invoice date. No commission will be allowed after that date. Terms are net 30 days from date of invoice. No cash discounts are permitted. First time advertisers must pre-pay the initial month's ad. All classified rates are net.





# **BRAND REPORT**

#### FOR THE 6 MONTH PERIOD ENDED JUNE 2023



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.

American Towman Media 2 Overlook Drive Suite 5 Warwick, NY 10990 Tel. No.: 845-986-4546 Fax No.: 845-986-9517 www.americantowman.com

**AMERICAN TOWMAN** is a B2B brand intended for individuals with broad-based interests in the Towing/Recovery industry. Editorial scope of the publication includes news, industry comment, in-depth articles, and special features.

#### **MAGAZINE CHANNEL FORMAT - PRINT ISSUES**

**AMERICAN TOWMAN** is produced in a print format. The editorial for the print copy is the same for all recipients

#### **FIELD SERVED**

**AMERICAN TOWMAN** serves companies related to the towing/recovery industry.

#### **DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients include: Owners, Presidents, Co-Owners, Partners, Vice Presidents, Managers, Supervisors, Dispatchers, Driver/Operators, and other titled and non-titled personnel.

## **CHANNELS**





## **EXECUTIVE SUMMARY**

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

	Non-Paid	Paid	Average
AMERICAN TOWMAN PRINT MAGAZINE (6 issues in the period)	28,659	992	29,651

(See Paragraph 3b for Source)

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	
Advertiser and Agency	
Allocated for Trade Shows and Conventions	250
All Other	1,602
TOTAL	1,852

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2023

		tal lified		lified Paid		lified aid
Qualified Circulation	Copies	Percent	Copies	Percent	Copies	Percent
Individual	29,651	100.0	28,659	96.7	992	3.3
Sponsored Individually Addressed	,			- 50	4	- 9
Membership Benefit	4		- 4	- 0	4	24
Multi-Copy Same Addressee				2 4	- 8	- 4
Single Copy Sales	-				91	
TOTAL QUALIFIED PROPERTY OF THE PROPERTY OF T	29,651	100.0	28,659	96.7	992	3.3

2023 Issues	Total Qualified
January	29,596
February	29,597
March	29,596
April	29,902
May	29,609
June	29,608

					Clas	Classification by Job Title			
Business and Industry	Total Percent Qualified of Total	Owner/ President/ Co-Owner/ Partner	Vice President/ Manager	Supervisor	Dispatcher	Driver/ Operator	Other titled personnel	Non-titled personnel	
Companies related to the towing/recovery industry	29,609	100.0	23,401	4,243	26	67	701	824	347

TOTAL QUALIFIED CIRCULATION 29,609 100.0 23,401 4,243 347 PERCENT 79.0 14.3 0.2 2.8

Qualification Source	Total Qualified	Percent
I. Direct Request:	1,000	3.4
II. Request from recipient's company:	•	
III. Membership Benefit:	·	1,5
IV. Communication (other than request):		- /8
V. TOTAL - Sources other than above (listed alphabetically):	28,609	96.6
Association rosters and directories		T 1035
Business directories		
Manufacturer's, distributor's, and wholesaler's lists		1.4
*Other sources	28,609	96.6
VI. Single Copy Sales:		•
TOTAL QUALIFIED CIRCULATION	29,609	100.0
PERCENT	100.0	

	Audited Data	Circulation Claim
6-Month Period Ended:	July - December 2022	January - June 2023*
Total Audit Average Qualified:	29,589	29,651
Qualified Non-Paid:	28,599	28,659
Qualified Paid:	990	992
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC
Average Annual Order Price:	**NC	**NC

<sup>\*</sup>NOTE: January – June 2023 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.
\*\*NC = None Claimed.

Note: Although age is not reported, all qualified circulation is sourced within 24 months of the analyzed issue.

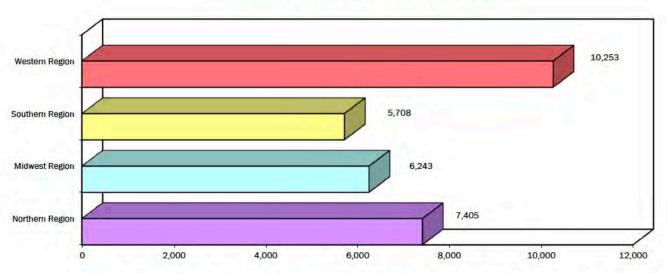
#### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 20

State	<b>Total Qualified</b>	Percent
Maine	169	
New Hampshire	179	
Vermont	120	
Massachusetts	491	
Rhode Island	91	
Connecticut	355	
NEW ENGLAND	1,405	4.7
New York	1,364	
New Jersey	856	
Pennsylvania	1,561	
MIDDLE ATLANTIC	3,781	12.8
Ohio	1,045	
Indiana	576	
Illinois	921	
Michigan	801	
Wisconsin	560	
EAST NO. CENTRAL	3,903	13.2
Minnesota	438	7-5
owa	359	
Missouri	535	
North Dakota	89	
South Dakota	99	
Nebraska	188	
Kansas	267	
WEST NO. CENTRAL	1,975	6.7
Delaware	153	
Maryland	914	
Washington, DC	32	
/irginia	924	
West Virginia	189	
North Carolina	840	
South Carolina	660	
Georgia	848	
Florida	1,126	
SOUTH ATLANTIC	5,686	19.2

State	Total Qualified	Percent
Kentucky	336	
Tennessee	657	
Alabama	429	
Mississippi	316	
EAST SO. CENTRAL	1,738	5.9
Arkansas	366	
Louisiana	466	
Oklahoma	461	
Texas	4,010	
WEST SO. CENTRAL	5,303	17.9
Montana	174	
daho	193	
Wyoming	115	
Colorado	424	
New Mexico	212	
Arizona	438	
Utah	267	
Nevada	238	
MOUNTAIN	2,061	7.0
Alaska	81	
Washington	570	
Oregon	376	
California	2,580	
Hawaii	111	
PACIFIC	3,718	12.5
UNITED STATES	29,570	99.9
U.S. Territories	1	
Canada	29	
Mexico	3	
Other International	6	
APO/FPO		

\*See Additional Data

## GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



Western Region OK, TX, MT, ID, WY, CO, NM, AZ, UT, NV, AK, WA, OR, CA, HI, and Mexico – 10,253 Southern Region NC, SC, GA, FL, TN, AL, MS, AR, LA – 5,708 Midwest Region OH, IN, IL, MI, WI, MN, IA, MO, ND, SD, NE, KS, KY, and Canada – 6,243 Northern Region ME, NH, VT, MA, RI, CT, NY, NJ, PA, DE, MD, DC, VA, WV, U.S. Territories, and Other International – 7,405

## **ADDITIONAL DATA**

Other sources include 3 sources of circulation for quantities of 1,600 copies or 5.4% to 22,425 copies or 75.7%, including Trade Shows and Borelli List.

#### **PUBLISHER'S AFFIDAVIT**

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

Dennie Ortiz, Publisher

Rick Thornton, Circulation Consultant

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

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

City Received by BPA Worldwide

Type **ID Number**  August 15, 2023 New York Warwick

August 15, 2023

BD A814BRJ23

ut BPA Worldwide.
Worldwide is in the business of providing assurance. For 80+ years as a not-for-profit assurance service provider, BPA was originally created by advertisers, advertising agencies the media industry to audit audience claims used in the buying and selling of advertising. Performing nearly 1,000 annual audits of media channels in 19 countries, BPA is a ted resource for compliance and assurance services.

# Advertise on TOW INDUSTRY WEEK

the most recognized online magazine in the industry

57,000 Monthly views • Over 44,500 unique visits

## **Horizontal Drop Down Banner**

#### Regular rate

4 weeks: \$250 per week 26 weeks: \$225 per week 52 weeks: \$200 per week





# Top Vertical Ad

#### Regular rate

4 weeks: \$175 per week 26 weeks: \$150 per week 52 weeks: \$125 per week

# Bottom Vertical Ad

#### Regular rate

4 weeks: \$150 per week 26 weeks: \$125 per week 52 weeks: \$100 per week

# Half Vertical Ad

#### Regular rate

4 weeks: \$105 per week 26 weeks: \$90 per week 52 weeks: \$75 per week

American Towman
Magazine Advertisers
OR Expo Exhibitors

10% OFF Regular Rates American Towman Magazine Advertisers AND Expo Exhibitors

> 20% OFF Regular Rates

DIGITAL ADS CLICK THROUGH TO YOUR WEBSITE

Call Dennie Oritz at 800-732-3869 ext. 213 or email dortiz@towman.com to advertise

# TOW INDUSTRY WEEK

# **Ad Banner Sizes & Specifications**





