2023 School Transportation®

PRINT & DIGITAL | MEDIA PLANNING KIT



WWW.STNONLINE.COM

OVERVIEW | PRODUCTS & SERVICES

School Transportation News is the definitive source of trends and news in the school bus industry. Our team is dedicated to telling the stories of leaders who are defining where business is headed. We offer innovation, creativity and impact for brand building and lead generation in a rich environment of editorial excellence."



-Tony Corpin, President, STN Media Group



CONFERENCES



EMBASSY SUITES BY HILTON DALLAS FRISCO HOTEL CONVENTION CENTER & SPA FRISCO, TX November 15-20, 2023

tsdconference.com







Indiana Convention Center

Indianapolis, IN



June 2-6, 2023 July 14-19, 2023 stnexpo.com

Peppermill Resort

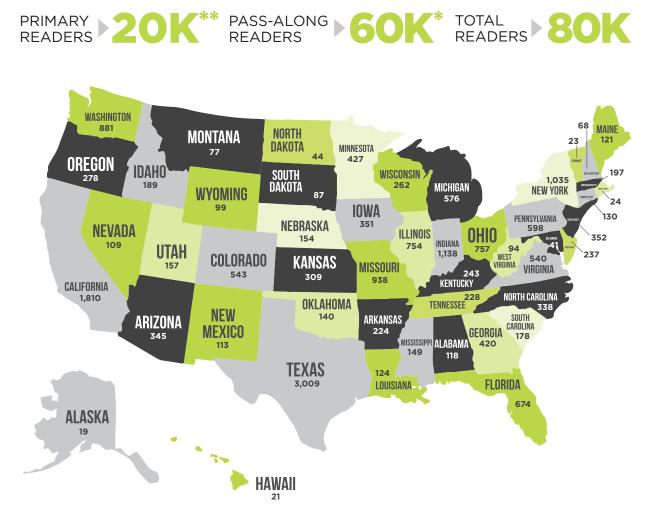
Reno, NV

3 INDUSTRY EVENTS 2,500 **ATTENDEES & SUPPLIERS**

SUBSCRIBER | PROFILE

School Transportation

Distribution - May 2022 | Unique Total Qualified Circulation



STN magazine is very helpful in navigating the many options that are available. Receiving the hard copy is a good tool to share information with our CBO for purchasing new products.

–Sam Anderson | Transportation Manager | Redlands USD, California

REACH THE READER**

Transportation Director	8,136
Superintendant/School Business Official	3,069
President/CEO	2,675
Fleet Manager	1,505
Driver Trainer	2,187
Others Allied to the Field	2,020

STN READERS SPEND **51 MINUTES** ON AVERAGE WITH EACH ISSUE*

School District Fleets	14,814
Contractor Fleets	1,882
Manufacturers, Suppliers, others allied to field	1,402
Private School, University Transit Fleets	513
Head Start Fleets	434
Federal, State & Local Government	363





EDITORIAL | CALENDAR

WWW.STNONLINE.COM

School Transportation®

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
		<text></text>	<text></text>			FOREBÉES
	SPECIAL NEEDS	SAFETY	OPTIMIZATION & EFFICENCY	SCHOOL EXECUTIVE & SUPERINTENDENT	SECURITY & CONNECTIVITY	GREEN BUS
EXTRAS STORY EMPHASIS	 SPED, Foster Care & McKenney-Vento Transportation Child Passenger Securement Training Using Technology & Software Managing Student Behavior Evacuation Training 	 Data & Privacy Illegal Passing Transportation Software / GPS Hiring & Safety Training Health & Wellness 	 Benefits of Cloud- Based Solutions Bell Time Changes & Multi-Tier Systems Tablet Utilization & Student Ridership EV, Repower & Low-Emission School Bus Technology Mobile Apps 	 Future Proofing for Electric School Buses Home-to-School Transportation & Funding Advocating for Transportation Resources SchoolTransportation Staff Pay, Incentives & Benefits AASA Superintendent of the Year 	 GPS & Software Integration Video Security Systems Communications, Wi-Fi & Data Incident Management Connected Technology STN EXPO Indy Conference Preview 	 V2G & Charge Management Clean School Bus Pilot Projects Funding & Financing Infrastructure & Utilities Student Health & Equity of Green Buses STN EXPO Reno Conference Preview STN EXPO Reno Conference Preview
DATES	Ad Close:Dec. 02 Mech Deadline:Dec. 07	Ad Close:Jan. 13 Mech Deadline:Jan. 18		Ad Close:Mar. 03 Mech Deadline:Mar. 08	Ad Close: Mar. 31 Mech Deadline: April 05	
CONFERENCES	LEGAL SCHOOL TRANSPORTED ASSOCIATES JANUARY 22-24 SAN DIEGO, CA					CONTENT. COMMUNITY. COMMERCE. JUNE 2-6 INDIANAPOLIS, IN

EDITORIAL | CALENDAR

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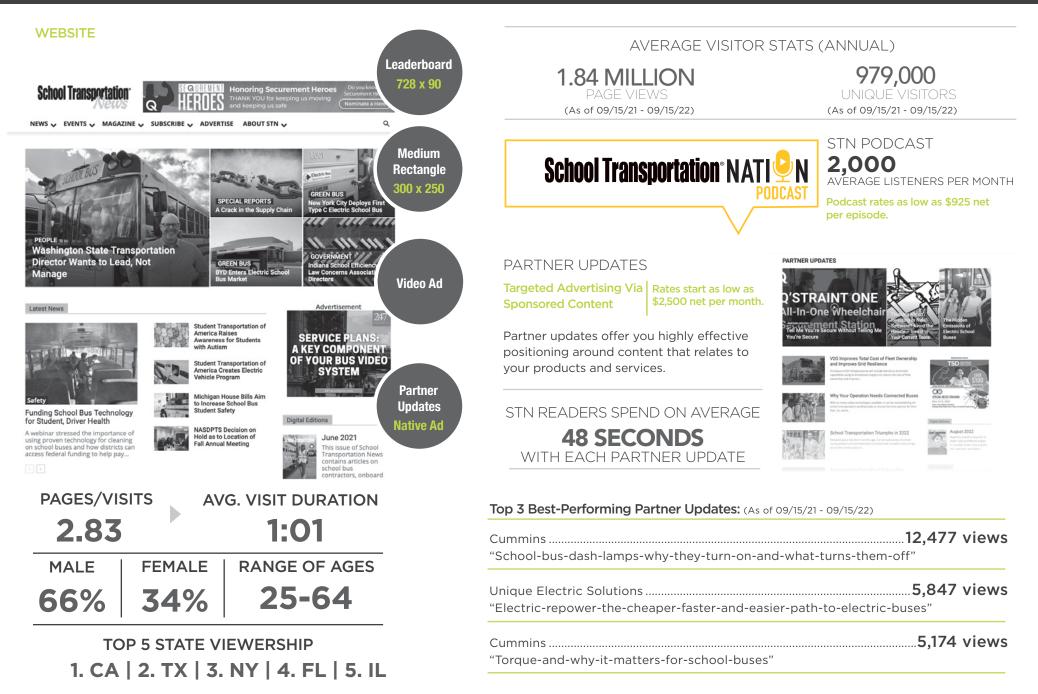
School Transportation®

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JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
NSTA NSTA NSTA					BUYER'S GUIDE 2024
SCHOOL BUS CONTRACTOR	FLEET MANAGEMENT	TECHNOLOGY	LEADERSHIP	TRANSPORTATION DIRECTOR	2024 BUYERS GUIDE
 Innovator of the Year School Bus Contractor: Green Fleets School District Partnerships IEPs & Special Needs Transportation School Bus Driver Shortage & CDLs 	 Garage Stars Profiles Modernizing Transportation Centers & Bus Barns Procurement Best Practices Modern Engine Technology Mechanic Recruitment Strategies 	 Technology Super User Profiles Customer Service, Installation & Training Internet of Things (IoT) School Bus Crashes & Fatalities DVRs 	 Rising Stars Profiles Cultivating Partnerships with Suppliers & OEMs Lessons Learned from School Startup Non-Yellow Transportation: Cars & Vans Fall Conference Preview: TSD, NASDPTS & NAPT 	 Transportation Director of the Year Connected Fleets & Al Lifecycle Costing of Technology Comparing School Bus Performance Bullying Prevention 	The Ultimate School Bus Industry Guide with statistics, analysis, school bus dealers, OEMs, industry suppliers, product purchasing cross reference, associations and organizations. An invaluable resource that remains on everyone's desk.
DIGITAL DAILY Ad Close:June 02	Ad Close:June 23	RESEARCH INC. READERSHIP STUDY	DIGITAL DAILY	DIGITAL DAILY	Ad Close: Nov. 03
Mech Deadline: June 07	Mech Deadline:June 28		Ad Close:Aug. 26 Mech Deadline:Aug. 31	Mech Deadline: Oct. 04	
STNEXPO CONTENT. COMMUNITY. COMMERCE. JULY 14-19 RENO, NV NSTA NSTA JULY 16-19 PITTSBURG, PA			NAPT CONFERENCE OCTOBER 27-31 COLUMBUS, OH	TOSON Insporting Sudents with INSUMERS & Special Needs COVERENCE A TRACE BHOW NOVEMBER 15-20 FRISCO, TX WWW NOVEMBER 15-20 FRISCO, TX NOVEMBER 15-20 FRISCO, TX	CONFERENCE

DIGITAL | MEDIA GUIDE

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DIGITAL | MEDIA GUIDE



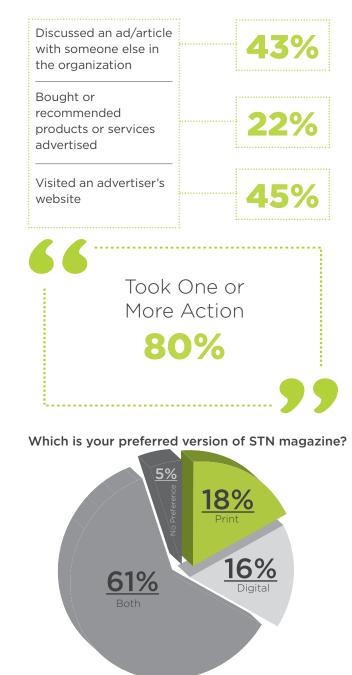


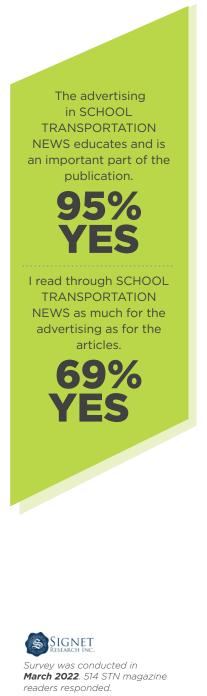
- Open Rates, Click Rates
- Survey Monkey



READERSHIP | SURVEY

What action(s) have you taken during the past year as a result of advertisements and/or articles in *SCHOOL TRANSPORTATION NEWS*?





What products or services is your district or company interested in purchasing over the next 12 months?

School Transportat

Air Conditioning/HVAC	
Alternative Student Transportation/Ride Share Services	
Brake Products	
Cellular, Radio & Communication Systems	
Child Detection Systems	
Crossing Control Products	
Drive Train/Turbo Products & Pumps	
Emission Control & Exhaust Products	14%
Fire Suppression Systems	19%
Flooring Products	19%
Foam & Seating Products	6%
Garage Equipment	10%
GPS & Vehicle Tracking	22%
nsurance & Financial Services	27%
_ighting & LEDs	10%
_ubricants, Additives & Fuel Services	6%
Mirror Products	. 30%
Mobility Equipment Products	. 29%
New Alternative Fuel Buses & Infrastructure	
(Propane, Electric, CNG)	. 24%
New Diesel Buses, Engines & Components	
New Gasoline Buses	27%
Onboard Tablets/Mobile Data Terminals	35%
Parent Communication Apps	22%
School Bus Contracting Services	
Seatbelts/Occupant Restraints	
Stop-Arm Video Systems	
Student Tracking/RFID	
Tires & Wheels	
Traction Control Products	
Transportation Routing Software	
Type A Buses	
Type C or D Buses	
Jsed Buses	
Vehicle Lifts & Hosts	
Vehicle Washing & Cleaning Products	
Video Security Systems	
Wi-Fi/Onboard Student Connectivity	

WWW.STNONLINE.COM

School Transportation

The Ultimate Resource of the School Transportation Industry

2023 BUYER'S GUIDE

20,000* QUALIFIED SUBSCRIBERS





SUPPLEMENT DUE DATES

Ad Close:	Nov.	03
Mech Deadline:	Nov. (80



Join Us To Connect With School Transportation Decision Makers!



June 2-6, 2023

Indiana Convention Center Indianapolis, IN

400 ATTENDEES	70 Vendors	2 NETWORKING EVENTS	ATTENDEE LIST PROVIDED	700 Attendees	115 Vendors
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3

NETWORKING

EVENTS

ATTENDEE LIST

PROVIDED

July 14-19, 2023

Peppermill Resort Reno, NV

Don't Miss This Years Unique Experiences





- Sponsored Presentations
- Networking Event
- Ride and Drive

greenbussummit.com





- Matched Buyer Meetings
- Networking Event
- Leadership Training

tdsummit.com







Nov. 15-20, 2023 SPECIAL NEEDS TRAINING



The TSD Conference is amazing. I really love the keynotes. The sessions are so valuable, especially if you transport special needs kids. I appreciate being able to network with so many other professionals in our industry. There are so many products and services available at the Trade Show that are helpful to my business. Thank you for all you do.

> -Brooke Garcia, President, 4Seasons Transportation, Calgary, Alberta

EMBASSY SUITES DALLAS FRISCO (TEXAS)

TSDCONFERENCE.COM



MAGAZINE ADVERTISING RATES

	CONTRACT RATES			
	Open Rate	Зх	6x	12x
1 page standard	\$5,975	\$5,775	\$5,225	\$4,875
1/2 page island	\$4,875	\$4,450	\$4,050	\$3,775
1/2 page horizontal or vertical	\$3,950	\$3,775	\$3,625	\$3,450
1/3 page square or vertical	\$3,100	\$2,800	\$2,650	\$2,450
1/4 page square	\$2,550	\$2,495	\$2,275	\$2,195
Classified ads (per column inch)	\$175	\$155	\$145	\$135

CONITDACT DATES

2023 CONFERENCE BOOTH RATES STARTING AT:

10' × 10'	\$2,175
10' × 20'	\$4,175
20' × 20'	\$7,375

More rates on **STNEXPO.COM** or **TSDCONFERENCE.COM**

TRANSPORTATION DIRECTOR SUMMIT:

\$9,750 per event

Focused Buyer Meetings and Discussions INDY — June 2-6 | RENO — July 14-15



TRANSPORTATION DIRECTOR





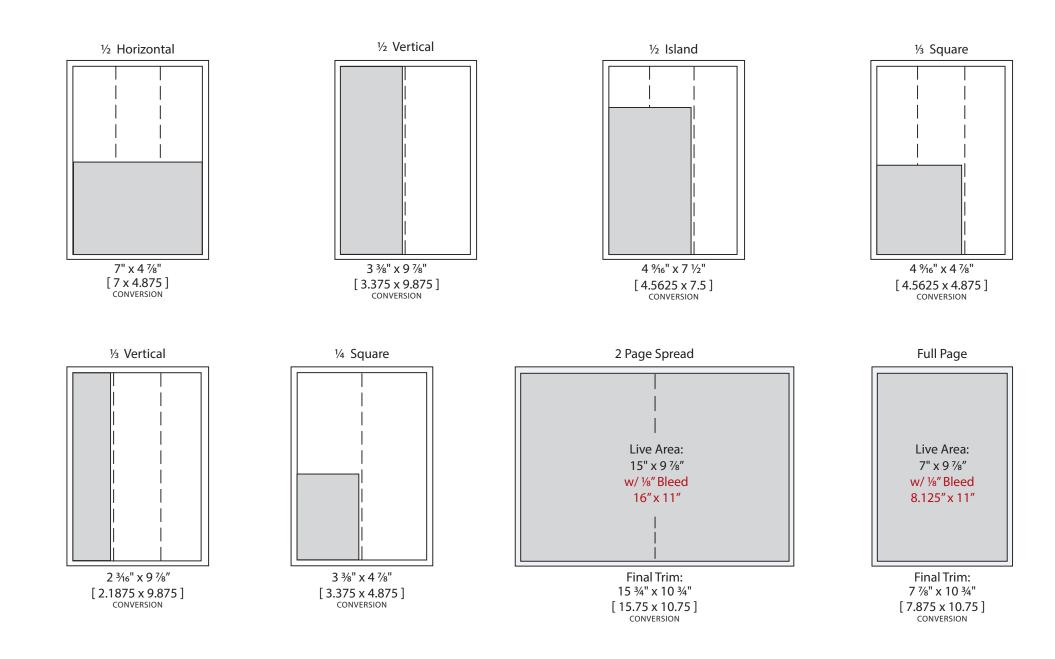
SPECIAL POSITION RATES

Cover 2 (IFC)	15%
Cover 3 (IBC)	10%
Cover 4 (BC)	20%
Preferred Positions*	10%

*Preferred positions: Opposite the Table of Contents & First Take

DISPLAY AD SIZES





SPECIFICATIONS

Ad Mechanical Details At-A-Glance:

<u>Requirements:</u> All artwork is to be a minimum of 300 dpi @ the conversion from the current color profile to the CMYK color space. For more details on ad requirements and additional charges, please see sections 1 & 2 below.

<u>Bleed:</u> Full bleed ads are available for the 2-page spread and the full page configurations. Bleed must be a minimum of 1/8" beyond the final trim size, if a full bleed is desired.

Live Area: All copy and images that are not meant to bleed are to remain within the live area. (The live area is applicable on the 2-page spread and full page ad with bleed only.)

Mechanical Requirements:

STN is typically saddle stitched, except for the Annual Buyer's Guide, which is perfect bound. Single column width is 2 3/16" and double column width is 4 9/16". Column depth is 9 7/8". Publication trim size is 7 7/8" x 10 3/4" and live area is 7" x 9 7/8". Gross size does not include a required 1/8" bleed on all four edges of each page. For trim purposes, the publication jogs to the head. Additional allowance for gutter trim should be made in the preparation of spreads reading or bleeding across the fold. Single page bleed 8 1/8" x 11"; spread bleed 16" x 11". Vital parts of ad copy and layout should be kept at least 1/2" from the gross page size.

Ad Mechanical Specifications:

STN will accept electronic display ad, classified ad, and web media ad files submitted to **https://stnmedia.** wetransfer.com or to our office on CD.

• We accept files in both Macintosh and PC formats. We accept native InDesign, Photoshop, and Illustrator files.

- Preferred file formats are PDF, EPS, JPEG or TIFF. If files are submitted as native Illustrator or InDesign, all fonts and linked images must be included.
- Illustrator files must have all fonts converted to outlines. PDF files must be hi-resolution and pressready (i.e. saved for printing and not for onscreen viewing). Digital ad files and images within files must have a resolution of 300 dpi or greater and color must be CMYK. Ad materials submitted in MS Publisher or Word formats are not acceptable and will be returned. PMS or RGB colors will not be accepted and will be returned.
- A disk directory listing all files and images should be enclosed.
- Digital ads delivered to STN must be accompanied by a contract color proof to SWOP standards. Color proofs that are not to SWOP standard cannot be used for final proofing. STN, its digital pre-press supplier and its printer are not responsible for color and content of electronic ads based on screen appearance or when a color SWOP proof has not been supplied.
- Ads supplied digitally must be accompanied by a color proof; we accept color lasers for content accuracy only but not for final color proofing.

Standing Ad Materials:

Digital ads will be stored electronically for 12 months following their last use and then deleted, unless STN is instructed otherwise in writing by the advertiser or agency.

Inserts:

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Custom inserts can be printed and placed for a nominal fee. Contact STN sales representative for details. Other costs include: glue tipping, stapling or polybagging.

Agency commission is not given for any production costs. Reply post card inserts may only be used with full page or larger ads; reply cards must be less than 1/2

page. Minimum paper weight is 60-lb., maximum paper weight is 100-lb. Before printing an insert scheduled for display in STN, advertisers should submit two complete dummy copies of the insert for review by STN and its printer and check with STN for quantity, mechanical requirements, tip-in charges, printing instructions and shipping requirements.

Classified Advertising:

Column inches are based on columns 2 3/16" wide. Reader service numbers and display ad sizes and rates are not available in the classified ad section. Prepayment is required. Classified ads are noncommissionable. American Express, MasterCard and Visa are accepted. For classified advertising rates, see previous page.

Printing:

The magazine is printed web offset or sheet fed on coated paper. STN is not responsible for color reproduction if the advertiser or ad agency fails to supply a match print. Advertisers should be aware that slight color variations may occur due to paper color differences. If clients fail to provide match prints. STN's printer may do so and the client will be invoiced accordingly.

Shipping Instructions:

All insertion orders and ad materials should be shipped to:

School Transportation News Creative Department 5334 Torrance Blvd., 3rd Floor Torrance, CA 90503

Electronic file submission:

Submit all digital ads to: https://stnmedia.wetransfer.com

Submit art-related inquiries to: kimber@stnmedia.com or maria@stnmedia.com

TERMS | CONDITIONS

POLICIES

Audited Circulations:

SCHOOL TRANSPORTATION NEWS is BPA audited and offers a qualified circulation of 20,192 print and digital school transportation professionals. Source: BPA, May 2022.

Contract Year:

Advertising inserted within 12 months of the first insertion earns frequency discount.

Rebates & Short Rates:

Advertisers will be rebated at the end of their contract period if they run a frequency which earns a lower discount. Advertisers will be short-rated if, within 12 months from the contracted date of their first insertion, they do not run the frequency on which the discount is based.

Cancellation:

Cancellations of ad contracts must be made in writing by U.S. mail, postmarked 30 days prior to scheduled ad closing. Email, fax or telephone communications canceling ad space will not be accepted.

Contract Rates:

Display advertising rates are based on: 1) insertion frequency beginning with the first insertion in a standard 12-month contract year, and 2) contracted for IN WRITING AND IN ADVANCE. Multiple page ads or multiple ads count toward the frequency discount and will be billed at the rate that is applicable to each size ad.

Publisher's Rate Policy:

Advertising contracts are subject to changes in rates upon 30-day written notice from the Publisher. Advertisers may cancel their contracts at the time new rates become effective without incurring a shortrate adjustment. Display ad publishing conditions, other than rates, are subject to changes by the Publisher without notice; revised display ad publishing conditions and rate card changes will be posted to STN's website.

Commission & Cash Discounts:

Display advertising space is commissionable at 15% to accredited advertising agencies on space and color charges.

Ad Production & Charges:

Costs incurred by Publisher to produce advertising mechanicals from electronic files, or in connection with the computer-to-plate process, submitted by the client, will be billed to the advertiser or its agency. If ad materials arrive after the mechanical deadline and result in blueline changes, STN reserves the right to charge late fees.

Credit Profile:

A credit profile is required from first-time advertisers and their advertising agencies.

Payment Terms:

Invoices are due and payable 30 days after the date of the invoice. The advertiser and its agency are jointly responsible for the payment of ad space and production charges. Payment is in U.S. dollars.

Non-Payment: If any monies due to the Publisher are not paid within 60 days of the invoice date, agency discounts are subject to revocation, and the account is subject to a service charge of 1.5 percent per month (18 percent per year) effective the 30th day after the original invoice date. It is STN's policy to contact the advertiser directly for payment when an invoice reaches 60 days overdue. Advertisers agree to pay all costs of collection, if necessary.

Publisher's Legal Liability:

Advertisers and advertising agencies are severally and jointly liable for all content (text, representation and illustrations) of advertisements, and assume responsibility for any claims arising therefrom against the Publisher. Advertisers agree to indemnify the publisher against any claims or expenses resulting from the unauthorized use of name, photograph, sketch, or words protected by copyright or registered trademarks, label, etc., in connection with advertising. The Publisher reserves the right to reject any advertising which, in his opinion, makes extravagant claims, misrepresents, is unfair or harmful to other advertisers, violates postal or U.S. currency regulations or is unsatisfactory to themselves. The terms and conditions of STN's 2023 rate card are part of all advertising contracts and agreements. Publisher's liability for an ad space error will not exceed the cost of the advertisement occupied by the error. In the event an ad make-good is necessary, the make-good ad will appear in the next available issue, or at the Publisher's discretion, but will not replace a scheduled ad insertion.

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Contact Information:

Tony Corpin Publisher T: 310-792-2226, F: 310-792-2231 Email: tony@stnonline.com



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