School Transportation®

PRINT, DIGITAL & MEDIA CONFERENCE PLANNING KIT



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

MAGA7INF

January — November → Buyer's Guide

PRINT & DIGITAL

20,555

AUDITED READERSHIP 12 MONTH AVERAGE





STNONLINE.COM

(As of 7/31/23 - 7/31/24)



E-NEWSLETTERS

33,000

OPT-IN SUBSCRIBERS

25%

AVERAGE OPEN RATE





STN PODCAST

12,300 | EPISODE PLAYS (7/31/23 - 7/31/24)

SOCIAL MEDIA TOTAL REACH

(As of 7/31/24)



7,500 LIKES



3,238 **FOLLOWERS**



2,025,737 VIEWS

CONFERENCES



EMBASSY SUITES BY HILTON DALLAS FRISCO HOTEL CONVENTION CENTER & SPA FRISCO, TX

November 6-11, 2025

tsdconference.com





Peppermill Resort

Reno, NV





3 INDUSTRY EVENTS 2.500 ATTENDEES & SUPPLIERS

Embassy Suites, Charlotte Concord, NC

March 20-25, 2025 July 11-16, 2025

stnexpo.com

WWW.STNONLINE.COM

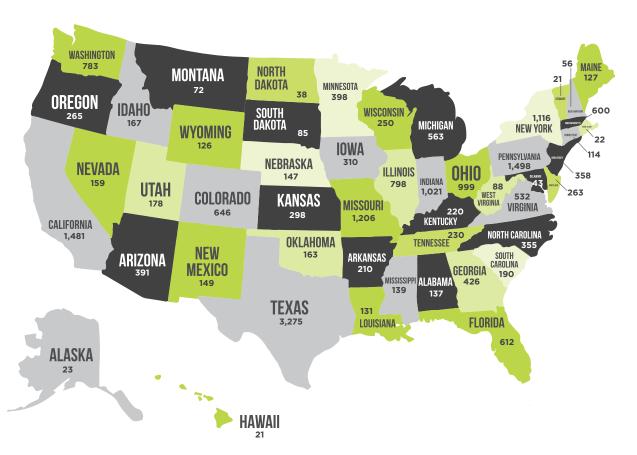




Distribution - May 2024 | Unique Total Qualified Circulation

PRIMARY READERS | PASS-ALONG **READERS**

TOTAL PREADERS 90K



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	9,199
Superintendant/School Business Official	3,739
President/CEO	2,961
Fleet Manager	1,360
Driver Trainer	2,234
Others Allied to the Field	2,224

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

School District Fleets	16,798
Contractor Fleets	1,773
Manufacturers, Suppliers, others allied to field	1,916
Private School, University Transit Fleets	430
Head Start Fleets	435



Federal. State & Local Government



365

School Transportation

JANUARY





MARCH



APRIL





JUNE



SPECIAL NEEDS

- Medically Fragile Students
- Managing Student Behavior

STORY EMPHASIS

- Type A. Non-Traditional Vehicles & Van Conversions
- Special Needs Routing Services & Medicaid
- Security & Crisis Planning

SAFETY

- Illegal Passing Trends & Solutions
 - Uparadina Communications & On-Board Equipment
- Preventive Maintenance Technology
- Student Behavior & Incident Management
- STN EXPO EAST Preview: Green Bus Summit + Bus Tech Summit

OPTIMIZATION & EFFICIENCY

- Fastest Growing School Districts
- Equipment Installation, Training & Warrantv
- Improving School Transportation Uptime
- Collaboration with IT Department on Technology Purchasing
- Student Ridership, Apps & Route Tiering



SCHOOL EXECUTIVE &

SUPERINTENDENT

- AASA Superintendent of the Year
- Fleetwide Hardware & Software Upgrades
- Investing in Greener School Buses
- Benefits of Contracted Services
- Data Insights: Fleet Management Improvements & Cost Cutting

SECURITY & CONNECTIVITY

- Connected On-Board Technology & Wi-Fi
- Better Parent Communications
- Video Review: Bulling/Assault
- Fuel Services. Management & State of Charge
- Danger Zone & School Bus Stop Safety

GREEN BUS

- Fuel of Choice: Diesel, Gas, Propane or Electric
- Health Benefits for Student Success
- Route Optimization
- Lessons Learned from Green Bus Deployments
- STN EXPO WEST Preview: Green Bus Summit + Bus Tech Summit

Ad Close: Nov. 29 Mech Deadline: Dec. 04

Ad Close: Jan. 10 Mech Deadline:Jan. 15 Ad Close: Jan. 31 Mech Deadline: Feb. 05

Ad Close:Feb. 28 Mech Deadline:Mar. 05 Ad Close: Mar. 28

Ad Close: May 02 Mech Deadline: April 02 Mech Deadline: May 07



DIGITAL DAILY

MARCH 20-25 CHARLOTTE/CONCORD, NC

School Transportation

JULY

SEPTEMBER

OCTOBER

DECEMBER





FLEET MANAGEMENT





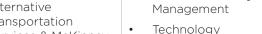




2026 BUYERS GUIDE

SCHOOL BUS CONTRACTOR

- STN Innovator of TOP 10 Garage Stars the Year Award Parts & Inventory
- Alternative Transportation Services & McKinnev Vento
- Technology Deployments
- Driver Performance. Safety & Retention
- Insurance Coverage: School Bus Crashes & Incidents



- Utilization
- Fleet Valuation: School Bus Residual Values & Cost Analysis
- Garage Equipment Needs

Technology Super Users

TECHNOLOGY

- Video Security Systems
- Operational Efficiency
- Managing Equipment Costs
- Data Security Trends

SIGNET RESEARCH INC

Top Transportation Teams

LEADERSHIP

- Biggest School Transportation Challenges
- Equipment & Technology Purchasing Demand
- Staffing Retention: Pay & Benefits
- TSD Conference Preview

TRANSPORTATION DIRECTOR

- Transportation Director of the Year
- Rising Super Stars **Profiles**
- GPS & Tablets
- Lighting & LEDs
- Tires. Wheels & Brakes

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:May 30 Mech Deadline:June 04

Mech Deadline:July 02



Ad Close:Aug. 29 Mech Deadline:Aug. 06 Mech Deadline:Sept. 03



Ad Close:Oct. 03 Mech Deadline:Oct. 08

Ad Close: Nov. 07 Mech Deadline:Nov. 12



JULY 11-16 RENO, NV



JULY 20-23 BOSTON, MA Ad Close:June 27

NAPT CONFERENCE OCTOBER 31 - NOVEMBER 4 GRAND RAPIDS, MI





CONFERENCE







Leaderboard 728 x 90

NEWS - EVENTS - MAGAZINE - SUBSCRIBE - ADVERTISE ABOUT STN -





Video Ads



STN EXPO Panel Discusses Trends in School Bus Safety Technology

Representatives from school transportation companies discussed new technology trends and ways attendees can be prepared and



Update: Feds Withdraw Oral Fluid Collection for CDL Drug Tests Rule



Thomas Built Buses Seeks Bangston Replacement Amid Move DTNA Financial



NTSB Responds to Proposed Marijuana



Promotina Transportation Department Culture,





August 2024 Meet the 2024 Garage Stars and learn more

AVG. VISIT ENGAGEMENT TIME VIEWS/USER

2.18



0:47

TOP 10 VIEWERSHIP BY CITY

- Asburn
- New York
- Warsaw
- Chicago
- Moses Lake

- Philadelphia
- San Antonio
- Los Angeles
- Washington
- Des Moines

AVERAGE VISITOR STATS (ANNUAL)

1.2 MILLION

(As of 7/31/23 - 7/31/24)

560,000 (As of 7/31/23 - 7/31/24)

School Transportation NATI **N**

STN PODCAST

12,300 ANNUAL EPISODE PLAYS

Podcast rates as low as \$1,000 net per episode.

(As of 7/31/23-7/31/24)

PARTNER UPDATES

Targeted Advertising Via Sponsored Content

Rates start as low as \$2.500 net per month.

Partner updates offer you highly effective positioning around content that relates to your products and services.

STN READERS SPEND ON AVERAGE

52 SECONDS

WITH FACH PARTNER UPDATE

PARTNER UPDATES











Top 3 Best-Performing Partner Updates: (As of 7/31/23 - 7/31/24)

School Bus Dash Lamps: Why They Turn On and What Turns Them Off

Case Study: Transportation Lessons from the 2023-2024 School Year Launch

Kentucky District Takes Processes From Days to Minutes With busHive



STN eNEWS UPDATE (WEEKLY)

A weekly rundown of school transportation's top news, features and blogs—plus the latest industry announcements and multimedia.

Rates start as low as \$625 per week.

F-NEWSI FTTERS

33,000

25%

School Transportation

Read - Subscribe - Advertise

OPT-IN SUBSCRIBERS AVERAGE OPEN RATE

The latest updates in student transportation

Learn more about how we can assist you with fleet electrification.

Learn more about how we can assist you with fleet electrification.

STN eNews: July 31, 2024

July 2024: Trends: What's Your School Bus Driver Salary?
STN surveyed 209 school districts in the contiguous 48 states to determine average regional starting and maximum school bus driver hourly wages.

Monthly Po

Have you attended a professional development conference or training this summer?

Industry Releases
Awards, new hires and statements
from the industry's top companies.

Last Day to Nominate

STN

Rising SuperStars

Profiles to be featured in the magazin this fall.



The Future: Bus Garage Tech, Illegal Passing Survey, Radios for Safety Full Banner 468 x 60

Text Ads

Video Ads

CUSTOM E-BLAST & SURVEYS

- Constant Contact Deployment
- Open Rates, Click Rates
- Survey Monkey

es that adv

Companies that advertise build trust and are seen as a reliable source.

81% YES

My respect for SCHOOL
TRANSPORTATION
NEWS could positively
influence my opinion
of advertisements
appearing within.

81% YES



An advertisement within SCHOOL
TRANSPORTATION NEWS is more likely to be given consideration than direct vendor solicitation.

61% YES

*Source: SIGNET RESEARCH INC.

WEBINARS & LEAD GENERATION

Be part of the growing number of companies that are turning to webinars to generate quality sales leads by sharing customer success stories.

Custom webinars start at \$7,500 net.

Tag: Webinar



Webinar Covers E-Rate 101 for School Bus Wi-Fi



Webinar Explains the Specifics of Zero-Emission Vehicle Grant Funding in California



Multimedia
(Recorded Webinar) Charging
Ahead: Electric School Buses as
Catalysts for Community



(Recorded Webinar) E-rate 101 for School Bus Wi-Fi



(Recorded Webinar) Hit the Easy Button with EV Grants



Transportation Staff Share How Technology Improves Operations



Electric School Bus Webinars Scheduled for This Summer

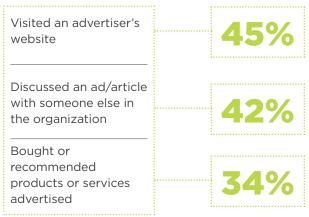


(Free Webinar) Driving Success: Transformative Transportation Strategies for 2025 and Beyond

100 - 200 Viewers Per Webinar Dedicated Promotional eBlasts Included

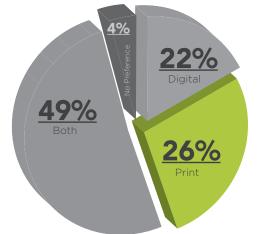


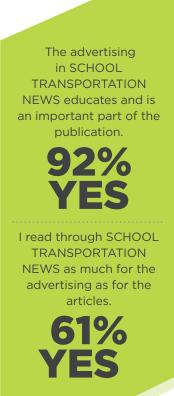
What action(s) have you taken during the past year as a result of advertisements and/or articles in SCHOOL TRANSPORTATION NEWS?





Which is your preferred version of STN magazine?





S SIGNET RESEARCH INC.
Survey was conducted in
September 2024. 712 STN
magazine readers responded.

What products or services is your district or company interested in purchasing over the next 12 months?	
Type C or D buses	28%
Tires & Wheels	26%
Brake Products	25%
New Diesel Buses, Engines & Components	25%
Lighting & LEDs	20%
GPS & Vehicle Tracking	18%
Lubricants, Additives & Fuel Services	18%
Air Conditioning/HVAC	.17%
Foam & Seating Products	.17%
Child Detection Systems	
Onboard Tablets/ Mobile Data Terminals	.15%
Stop-Arm Video Systems	.15%
Cellular, Radio & Communication Systems	14%
Crossing Control Products	
Emission Control & Exhaust Products	14%
Mirror Products	14%
Seatbelts/ Occupant Restraints	14%
Video Security Systems	
Drive Train/ Turbo Products & Pumps	
Type A buses	
New Gasoline Buses	
Student Tracking/ RFID	.12%
New Alternative Fuel Buses & Infrastructure	
(Propane, Electric, CNG)	
Transportation Routing Software	
Wi-Fi/Onboard Student Connectivity	
Mobility Equipment Products	
Parent Communication Apps	
Used Buses	
Vehicle Lifts & Hosts	
Exterior Vehicle Washing Products	
Fire Suppression Systems	
Flooring Products	
School Bus Contracting Services	5%
Air Purification Solutions and Cleaning Products /	
Hand Sanitizers	
Alternative Student Transportation/ Ride Share Services	
Health & Wellness Products	
Insurance & Financial Services	
Traction Control Products	4%



The Ultimate Resource of the School Transportation Industry

2026 BUYER'S GUIDE

20,555*

QUALIFIED SUBSCRIBERS





ш COMMER COMMUNITY.







CHARLOTTE

March 20-25, 2025 Embassy Suites, Charlotte I Concord NC







RENO

July 11-16, 2025 Peppermill Resort | Reno, NV





March 23-24, 2025 Charlotte

July 13-14, 2025 Reno



March 21-22, 2025 Charlotte/Concord

July 11-12, 2025 Reno/Lake Tahoe

CONNECT WITH DECISION MAKERS

For more information visit stnexpo.com



Transporting Students With Disabilities & Special Needs

Conference and Trade Show

November 6-11, 2025

Embassy Suites by Hilton Dallas Frisco Hotel & Convention Center

LEARN MORE AT TSDCONFERENCE.COM

Presented by

School Transportation



Hands-on Training
IDEA/Section 504 Legal Review
Operational Best Practices
Collaboration & Networking

Professional development that leaves you feeling renewed and rejuvenated with fresh ideas and collaboration! Grateful for the wealth of information shared, resources and connections made! Thank you!

-Alemnesh Allen, Transportation Coordinator Prince George's County Public Schools in Maryland



MAGAZINE ADVERTISING RATES

CONTRACT RATES

	Open Rate	3x	6x	12x
1 page standard	\$6,450	\$6,250	\$5,650	\$5,275
1/2 page island	\$5,275	\$4,825	\$4,375	\$4,075
1/2 page horizontal or vertical	\$4,250	\$3,975	\$3,825	\$3,650
1/3 page square or vertical	\$3,300	\$3,100	\$2,850	\$2,650
1/4 page square	\$2,750	\$2,695	\$2,475	\$2,395

2025 CONFERENCE BOOTH RATES STARTING AT:

10' × 10' \$2,975 10' × 20' \$5,175

20' x 20'\$8,875

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

TRANSPORTATION DIRECTOR SUMMIT:

\$9,750 per event

Focused Buyer Meetings and Discussions CHARLOTTE — March 21-22 RENO — July 11-12









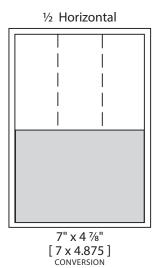


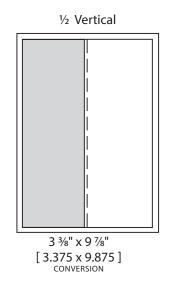
SPECIAL POSITION RATES

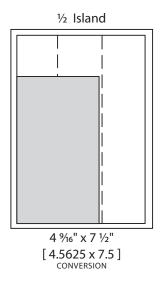
Cover 2 (IFC)2	5%
Cover 3 (IBC)1	5%
Cover 4 (BC)2	5%
Preferred Positions*1	5%

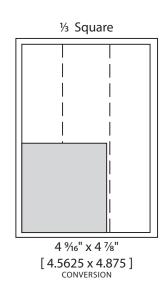
^{*}Preferred positions: Opposite the Table of Contents & First Take

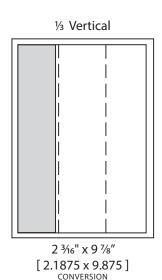


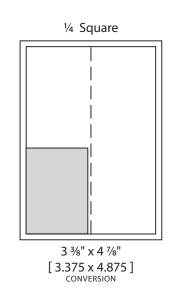


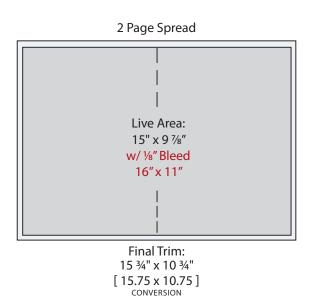














Final Trim: 7 %" x 10 ¾" [7.875 x 10.75]

TERMS | CONDITIONS

SPECIFICATIONS

Ad Mechanical Details At-A-Glance:

Requirements: 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.

<u>Live Area:</u> 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:

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



POLICIES

Audited Circulations:

SCHOOL TRANSPORTATION NEWS is AUDITED MEDIA audited and offers a qualified circulation of 20,555 print and digital school transportation professionals. Source: AUDITED MEDIA, May 2024.

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 2025 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.

Contact Information:

Tony Corpin Publisher

T: 310-792-2226, F: 310-792-2231 Email: tonv@stnonline.com

