



## OPERATIONAL COSTS OF TRUCKING DATA COLLECTION

The American Transportation Research Institute (ATRI) is again conducting its annual **for-hire** motor carrier data collection initiative to obtain updated trucking industry operational costs for ATRI's ongoing *Operational Costs of Trucking* report. ATRI is seeking cost data **from 2020** associated with operating a truck. The final report will support studies related to industry productivity, driver issues, and fuel efficiency. Please note that the questions below are focused on TRUCK-TRACTORS only.

The data collected will be kept completely **confidential**. Personal, organizational, or financial information will never be released for public use under any circumstance, and will only be used internally for research analyses. The final report will only be presented in an aggregated, non-identifying format. As needed, ATRI will sign a Non-Disclosure Agreement.

For any costs that were equal to zero in 2020, please explicitly enter "0" in the submission box.

The data collection form can be completed online at: <https://www.research.net/r/ATRI-2021-Ops-Cost> or by completing this form and returning it via email to [dmurray@trucking.org](mailto:dmurray@trucking.org) or via fax to 770-432-0638.

All respondents submitting a completed, usable data collection form will receive an *advance* copy of the 2021 *Operational Costs of Trucking* report.

If you have any questions please contact Dan Murray at [dmurray@trucking.org](mailto:dmurray@trucking.org) or 651-641-6162 ext. 3.

### CONTACT INFORMATION

- 1) Please enter your contact information below. Occasionally ATRI will follow up with respondents to clarify answers. Your information will be kept strictly confidential. **All respondents will receive an advance copy of the report.**

Company	Contact Name
Street Address	Position/Title
City, State	Zip
Phone	Email

**DEMOGRAPHIC DATA**

2) What was your fleet’s IFTA mileage in 2020? (Include Owner-Operator miles reported for IFTA purposes)

\_\_\_\_\_

3) Please indicate your company’s annual trucking-related revenue in 2020. (Check one. Exclude brokerage/logistics revenue)

- Less than \$5 million/year
- \$5 to \$10 million/year
- \$10 to \$100 million/year
- \$101 to \$500 million/year
- \$501 million to \$1 billion/year
- More than \$1 billion/year

4) What is your **primary** for-hire business operation type? (Check only one)

- |  |  |
|--|--|
| <input type="checkbox"/> Truckload Dry Van                 | <input type="checkbox"/> Express / Parcel Service      |
| <input type="checkbox"/> Less-Than-Truckload               | <input type="checkbox"/> Intermodal Containers         |
| <input type="checkbox"/> Refrigerated Van                  | <input type="checkbox"/> Automotive Transportation     |
| <input type="checkbox"/> Tanker                            | <input type="checkbox"/> Household Goods Mover         |
| <input type="checkbox"/> Flatbed                           | <input type="checkbox"/> Other (please specify): _____ |
| <input type="checkbox"/> Specialized – Oversize/Overweight |  |

5) What are the three **primary** types of commodities that your company hauls? (While your company may haul multiple commodities, select only the top 3 most frequently hauled commodities.)

- |   |   |
|---|---|
| <input type="checkbox"/> Agricultural Products            | <input type="checkbox"/> Industrial Gases                 |
| <input type="checkbox"/> Automotive Parts                 | <input type="checkbox"/> Intermodal Containers            |
| <input type="checkbox"/> Construction/Building Materials  | <input type="checkbox"/> Livestock                        |
| <input type="checkbox"/> Finished Vehicles                | <input type="checkbox"/> Manufactured Goods               |
| <input type="checkbox"/> Food Products – Refrigerated     | <input type="checkbox"/> Mine Ores                        |
| <input type="checkbox"/> Food Products – Non-Refrigerated | <input type="checkbox"/> Modular/Mobile Homes             |
| <input type="checkbox"/> Forest Products                  | <input type="checkbox"/> Paper Products                   |
| <input type="checkbox"/> Garbage or Sanitation            | <input type="checkbox"/> Petroleum Products               |
| <input type="checkbox"/> General Freight                  | <input type="checkbox"/> Refrigerated Food                |
| <input type="checkbox"/> Hazardous Materials              | <input type="checkbox"/> Retail Store/General Merchandise |
| <input type="checkbox"/> Heavy Machinery/Equipment        | <input type="checkbox"/> U.S. Mail/Parcel Service         |
| <input type="checkbox"/> Household Goods                  | <input type="checkbox"/> Other (please specify): _____    |

6) Are any of the trucks in your fleet speed limited or governed?

- Yes       No       Don't Know

7) If you answered yes to previous question, please provide the maximum speed setting and the percent of your fleet governed at that speed.

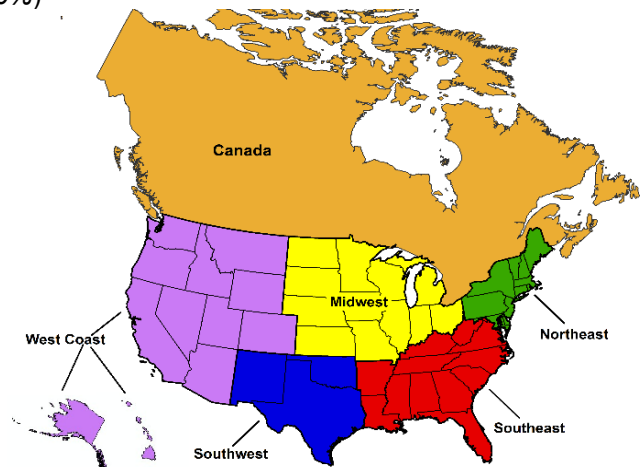
Maximum Speed (MPH)	Percent of Trucks

8) Based on your fleet's IFTA miles, what percentage of your drivers' trips were in the following categories in 2020? (Total must sum to 100%)

Local pickups and deliveries (less than 100 miles)	
Regional pickups and deliveries (100 – 500 miles)	
Inter-regional pickups and deliveries (500 – 1,000 miles)	
National (greater than 1,000 miles)	
<b>Total</b>	<b>100%</b>

9) Please estimate the percentage of miles traveled by your fleet (include Owner-Operator miles) in the following regions during 2020. (Total must sum to 100%)

Region	% of Total Miles
Midwest	
Northeast	
Southeast	
Southwest	
West	
Canada	
<b>Total</b>	<b>100%</b>



10) How many drivers did your company utilize in 2020 for each type of equipment?

	Company Driver / Company Truck	Leased Driver / Company Truck	Owner-Operator
Truck-Tractor – Solo Driver			
Truck-Tractor – Team Drivers			

**TRUCK-TRACTOR DATA ONLY**

11) What was your fleet size, average age and average number of miles traveled (including Owner-Operators) in 2020?

	Number of Truck-Tractors	Average Age (in years)	Average Miles per Year per Unit
Truck-Tractor			

Trailer Type	Number of Assets	Average Age (in years)
28' Trailer		
33' Trailer		
45' Trailer		
48' Trailer		
53' Trailer		
Tank		
Flatbed		
Auto Transporter		
Refrigerated Trailer		
Intermodal Chassis		
Other (please specify):		
Other (please specify):		
Other (please specify):		

12) For your fleet of **TRUCK-TRACTORS**, what is the average loaded weight of a tractor-trailer combination in pounds?

\_\_\_\_\_ LBS

13) How long do you typically keep your equipment? *(Please check years or miles)*

Equipment Type	Avg. Trade Cycle	Years	Miles
Truck-Tractors			
Trailers			

14) Are any of the TRUCK-TRACTORS in your fleet powered by an alternative fuel? Do not include diesel, gasoline or biodiesel fuel.

- Yes     
  No     
  Don't Know

If you answered yes to previous question, please indicate the number of TRUCK-TRACTORS in your fleet that use each of the alternative fuels listed below.

Alternative Fuel Type	Number of Trucks
Compressed Natural Gas (CNG)	
Liquefied Natural Gas (LNG)	
Liquefied Petroleum Gas (LPG)	
Battery - Electric	
Hybrid Engine	
Other (please specify):	

15) Based on your fleet's IFTA data for TRUCK-TRACTORS, what was your average fuel economy in miles per gallon (MPG) for 2020 (i.e. real miles driven divided by gallons of fuel purchased)?

\_\_\_\_\_ MPG

16) What percent of your total annual TRUCK-TRACTORS miles were non-revenue/dead-head miles in 2020?

\_\_\_\_\_ % of total 2020 miles

17) What was your total out-of-pocket expense for incident costs below your deductible or Self-Insurance Retention (S.I.R.) in 2020?

18) Please list the average pay and benefits per mile (\$/mile) or the average pay and benefits per hour (\$/hour) for **TRUCK-TRACTOR SOLO** drivers in 2020. (If there are multiple pay and benefit rates for the same type of driver please use the average pay and benefits rates. If you use a different compensation method, e.g. percent of load or salary, please list it here.)

	Company Driver / Company Truck	Leased Driver / Company Truck	Owner-Operator
Pay per Mile <sup>1</sup>			
Benefits per Mile <sup>2</sup>			
Pay per Hour <sup>1</sup>			
Benefits per Hour <sup>2</sup>			
Other Compensation Method (please specify):			

<sup>1</sup> Pay – Include only base pay. Do not include benefits, incentives and bonuses.

<sup>2</sup> Benefits – Include employer contributions to medical insurance, per diem and other financial benefits to the driver that are a standard part of employment. Do not include incentives and bonuses.

Please check the **benefits** you provide to drivers that were included in previous question:

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Health Insurance | <input type="checkbox"/> Paid Vacation   | <input type="checkbox"/> 401k                   |
| <input type="checkbox"/> Dental Insurance | <input type="checkbox"/> Paid Sick Leave | <input type="checkbox"/> Other – please specify |
| <input type="checkbox"/> Vision Insurance | <input type="checkbox"/> Per Diem        | _____   |

19) Do you provide any additional financial incentives and/or bonus pay for **TRUCK-TRACTOR SOLO** drivers that are not part of their regular wages?

- Yes       No       Don't Know

If yes, what was the average incentive and/or bonus pay paid per driver who received the bonus in 2020? (i.e. Safety Bonus: \$2,000. Please report as an annual average paid per driver. Please only include drivers who received bonuses in 2020.)

Type of Bonus	Company Driver / Company Truck	Leased Driver / Company Truck	Owner-Operator
Safety Bonus			
On-Time Delivery Bonus			
New / Starting Driver Bonus			
Retention Bonus			
Fuel Economy Bonus			
Other (please specify):			
Other (please specify):			

20) Please list your 2020 average TRUCK-TRACTOR cost per mile for the following key cost centers, calculated using IFTA miles: *(If the line-item does not apply to your operation, please enter N/A.)*

Expense Type	2020 Cost per Mile
Repair & Maintenance <ul style="list-style-type: none"> <li>• Include R&amp;M costs, including R&amp;M labor and roadside repairs, for all trucks and trailers; do not include tire-related expenses.</li> </ul>	\$
Tires <ul style="list-style-type: none"> <li>• Include all purchase, maintenance, re-treading, and replacement costs.</li> </ul>	\$
Fuel Costs <ul style="list-style-type: none"> <li>• Include all transportation fuel. <u>Do not</u> include fuel surcharge revenue.</li> </ul>	\$
Truck Insurance Premiums <ul style="list-style-type: none"> <li>• Include all liability, cargo, and excess liability policy premiums related to insuring the truck. <u>Do not</u> include workers compensation costs/insurance, physical damage, jury awards, or out-of-court settlements.</li> </ul>	\$
Truck and Trailer Lease or Purchase Costs <ul style="list-style-type: none"> <li>• Include all payment costs, and interest and fees associated with the payments. <u>Do not</u> include depreciation tax benefits.</li> </ul>	\$
Tolls <ul style="list-style-type: none"> <li>• If you paid tolls in 2020, what were your costs per mile (total annual toll costs/annual IFTA miles)? If you had no toll costs in 2020, please enter 0.</li> </ul>	\$
Permits & Special Licenses <ul style="list-style-type: none"> <li>• Include permits for oversize/overweight, HazMat, etc. <b>DO NOT</b> include truck registration or CDL costs.</li> </ul>	\$
Other <ul style="list-style-type: none"> <li>• Please specify: _____</li> </ul>	\$
<b>Total</b>	<b>\$</b>

**Thank you! We greatly appreciate your participation.**

Please return completed data collection forms to ATRI via fax **770-432-0638** or email [DMurray@trucking.org](mailto:DMurray@trucking.org).